

# EFM

ESSENTIAL FLEET MANAGER *Magazine*

ISSUE 2 2023

## Special Feature

Telematics and Fleet Software

## *In focus*

CCS's new vehicle purchase agreement helps UK green fleets

**EFG**  
ESSENTIAL FLEET GROUP LTD





Scan to  
find out  
more



# ESSENTIAL FLEET OPERATOR

[www.myessentialfleet.co.uk](http://www.myessentialfleet.co.uk)

For Fleet professionals working within the **Essential Fleet** sector

Local Authorities  
NHS  
Healthcare Providers  
Police Authorities

Fire Authorities  
Government Departments  
Government Agencies  
Housing Associations

Utilities  
Infrastructure Management  
Contractors  
Facilities Management

#essentialfleets  
@FleetManager\_UK

Essential Fleet Operator is published by Essential Fleet Group Ltd  
Registered Office: 128 City Road, London. EC1V 2NX.  
Company Registration Number: 12345195



# Essential Fleet Manager - Issue 2 (2023)

Welcome to all our readers to Issue 2 2023 of Essential Fleet Manager Magazine, published for fleet professionals that operate the vehicle fleets that support the UK's essential services.

We've always been committed to providing the great advice and workable solutions that assist in meeting the ever greater demands on compliant, efficient and environmentally responsible operations and this issue is no exception. We have the very latest legal updates, news and advice from Crown Commercial Service, a fantastic overview of the latest telematics solutions and how to get the very best out of them and much more.

Essential Fleet Manager is available in a free to view digital edition or printed paid-for subscription.

We have published a great number of Fleet Insight Interview features over the last few years and if you would like to be featured, to highlight your achievements and to share ideas with your industry colleagues, please get in touch.

For more information please email [production@essentialfleetgroup.co.uk](mailto:production@essentialfleetgroup.co.uk)

Regards, Debbie Cheadle - Editor



## In this issue

**06 - 07** [Transport Law Updates | Ashtons Legal](#)  
Operators Licence - when is a lorry 'in use'?

**12- 13** [Procurement Advice | Crown Commercial Service](#)  
New vehicle purchase agreement helps UK green fleets.

**14 - 23** [Special Feature: Telematics, Fleet Software and Data-Led solutions](#)

Fleet Managers have a need to meet increasingly stringent standards in compliance, risk management and in achieving an overall reduction of environmental impact. Not surprisingly, the appetite for Telematics based systems that support complex fleet operations has increased and the market has expanded significantly.



**Essential Fleet Manager Magazine** is owned and published by: Essential Fleet Group Ltd | [www.essentialfleetgroup.co.uk](http://www.essentialfleetgroup.co.uk)

The Essential Fleet Group Ltd's other title is:

**Essential Fleet Operator**

Find all the latest Sector and Industry news on:  
[www.myessentialfleet.co.uk](http://www.myessentialfleet.co.uk)

**Follow Us: @FleetManager\_UK**

### MAILING LIST & CIRCULATION

If you would like to join our digital mailing list please visit  
<https://myessentialfleet.co.uk/essential-fleet-manager-magazine/>  
for further details.

### FEATURES & EDITORIAL

To submit editorial or news for consideration to appear in Essential Fleet Manager, please send to:

**Debbie Cheadle | [production@essentialfleetgroup.co.uk](mailto:production@essentialfleetgroup.co.uk)**

### ADVERTISING

If you would like a copy of the media pack for any of our titles please contact:

**Mark Cheadle | [mark@essentialfleetgroup.co.uk](mailto:mark@essentialfleetgroup.co.uk)**

The views expressed by contributors are not necessarily those of Essential Fleet Group Ltd. Every effort is made to ensure the content of Essential Fleet Manager Magazine is accurate. Information is published in good faith, but no responsibility can be accepted for loss or inconvenience arising from error or omission. Contributors must ensure that all material submitted is not in breach of copyright. While every care is taken with submitted material, no responsibility can be accepted for loss or damage.

**Essential Fleet Group Ltd**  
**128, City Road, London. EC1V 2NX**  
**Company Reg No: 12345195**

All rights reserved. No part of this magazine may be reproduced in any form without prior permission from the copyright owner.

© **Essential Fleet Group Ltd 2022**

# 'Know the zones' – National Highways launches HGV 'blind spots' safety campaign

**Know the zones** - HGVs have four zones around them where their visibility is limited - at the front, back and both sides. If you don't know where they are, you could be sitting in one without even realising.

Where possible, **don't linger** next to a HGV.

**Drivers** are advised to....

**Pass quickly and safely**



More than a third of motorists unaware of number of HGV blind spots with drivers urged to 'know the zones' in new safety campaign which is being backed by leading haulage bodies.

**National Highways has launched a new safety campaign, amid concerns about drivers' awareness of heavy goods vehicle 'blind spots' when overtaking.**

Car and van drivers can underestimate limitations HGV drivers face in seeing passing vehicles.

In a recent survey commissioned by National Highways, while nearly three quarters of people said they take extra care when overtaking a HGV, 36 per cent said they did not know how many blind spots a HGV had.

Thirty-six per cent also admitted feeling nervous when passing trucks.

The motorway and major A-road network National Highways operates plays a crucial role in supporting economic growth and tens of thousands of lorries rely on it every single day to connect products to people and businesses.

In the campaign video, supported by the Road Haulage Association, Logistics UK and other HGV bodies, drivers are being urged to 'know the zones' where HGV drivers have limited visibility.

HGV drivers have four areas of 'limited visibility' - at the front, rear and each side of their vehicle.

Lorries now have additional mirrors as standard which has improved driver visibility, but not completely eliminated 'blind spots'.

**Head of Road Safety at National Highways, Jeremy Phillips, said:**

*"Safety is our number one priority, and we all have a role to play in keeping each other safe when driving.*

*"Our advice to motorists overtaking a HGV is simple; avoid tailgating the HGV when considering an overtaking manoeuvre and as the Highway Code states, do so quickly and safely to avoid staying in an area of limited visibility."*

**Road Safety Minister Richard Holden said:**



*"We have some of the safest roads in the world, but we are not complacent and are always looking at ways to make them safer.*

*"Making motorists aware of HGV blind spots will help prevent road collisions and support our ambitions of building a safer road network."*

**Road Haulage Association Policy Lead, Tom Cornwell, said:**

*"At RHA, we believe road safety is key. The roads are the workplace of our industry and we want commercial vehicle operators and all road users to be as safe as possible.*

*"We were pleased that National Highways reached out to us to input into this campaign which will raise awareness of limited areas of visibility with large vehicles and will educate other drivers."*

**Chris Yarsley, Senior Policy Manager - Road Freight Regulation at Logistics UK, said:**

*"The safety of our members, and all other road users, is of paramount importance to Logistics UK and this new campaign is an ideal opportunity to raise awareness of the hazards when interacting with HGVs on England's motorway and major A-road network.*

*"We welcome safety initiatives like this because it will encourage motorists to think about overtaking lorries*

*safely without lingering in zones of limited visibility."*

Shannan Paterson has run Willenhall-based HGV Training Midlands school since she was just 21. She rose to fame when she was featured in the BBC documentary Queen of Trucks and is keen to highlight to all road users the dangers of driving too close behind and in front of lorries.

The 28-year-old said: *"Driving a lorry is very different to driving a car. You can't see anything behind you other than the trailer. Your only vision is in front of you and in the side mirrors.*

*"You don't know if someone is immediately behind you, and they can't see what is ahead of your HGV or if you are going to have to brake sharply for any reason.*

*"While if someone pulls in front of a HGV without leaving enough room, the lorry driver might not be able to see them at all in the blind spot below the cab and therefore won't be able to judge their stopping distance properly.*

*"I fully support National Highways' campaign and would encourage drivers to give HGVs space. You have to go through a lot of training to legally drive a lorry but even professional drivers can't know that someone is in one of their blind spots."*

Form more information visit: <https://nationalhighways.co.uk/road-safety/know-the-zones/>



# Road transport - Operator's Licence: when is a lorry 'in use'?



By: Tim Ridyard, Partner Transport and Regulatory, Ashtons Legal.

## When are vehicles regarded as being used for Operator's Licence purposes? Is the operator's licence large enough to cover all the vehicles being utilised?

This issue was considered in the recent case of Connor Construction, an appeal against a Traffic Commissioner decision. The Upper Tribunal said:

*"A vehicle which is utilised as a commercial vehicle for the purposes of a business which an Operator runs under a Licence, is being used for the carriage of goods for hire or reward or in connection with any trade or business carried on by the Operator even if that vehicle is not actually being physically driven for such purposes at any specific point in time."*

The case has examined the issue of what is meant by "in possession" and vehicles "in use" or being "utilised" – and hence what vehicles are to be taken into account to ensure the operator's licence is large enough. In short, it is legal.

In turn, this has prompted the Senior Traffic Commissioner to issue proposed guidance on the interpretation of this area of law. There remains some lack of clarity.

### Case background

The operator held an Operator's Licence for 9 vehicles and 3 trailers. It made an application to vary it. It asked the Traffic Commissioner to grant an increase in its

licence, because:

*"At present, vehicles are being swapped on/off the licence daily to meet business needs".*

A Traffic Commissioner Public Inquiry was called to consider this and other issues (including Transport Manager good repute).

DVSA alleged, amongst other things, that the operator had more vehicles 'in possession' than authorised under the Operator's Licence.

The Traffic Commissioner held that the Operator had in possession a greater number of goods vehicles than the Licence authorised, notwithstanding the absence of any evidence that more than nine vehicles were actually ever driven on a road at the same time.

The operator's lawyer argued that a vehicle was only 'in use' when it was being driven. Therefore, it was possible (and entirely legal) to swap vehicles onto and off the licence, so long as the vehicles used on the road did not exceed the licence size. (It was admitted this was being done.) This was because the law said:

*"no person shall use a goods vehicle on a road..... except under a licence..."*

The West of England Traffic Commissioner totally rejected that legal argument and noted the significance of operating centre

capacity and the financial standing rules. If the only vehicles that counted were the ones 'in use' on the road then an operator could have a larger fleet but a lower financial standing requirement than was intended. The Traffic Commissioner curtailed (reduced) the Licence to 8 vehicles and 3 trailers for a one month period.

### The Appeal

The Operator appealed against the Traffic Commissioner's decision on a number of grounds.

The important part of the case was the operator having more vehicles "in possession than authorised" and the significance of swapping vehicles on and off the licence.

The Upper Tribunal said that the Operator was:

*"using more vehicles in the operation of its business than it was seemingly authorised to do under the licence but was using the VOL system\* to swap vehicles on and off the Licence so that, at any given time, no more than 9 (the number authorised for use under the terms of the Licence) were actually on the Licence."*

(\*VOL is the online system used by operators to manage their licence including fleet)

The Upper Tribunal rejected the idea that the Traffic Commissioner had been wrong:





*"A vehicle has been removed from the licence temporarily but is still an integral part of the business, it does not cease to be used in the business".*

The following conclusions were made by the Upper Tribunal:

- *"A vehicle. ....which an Operator runs under a Licence, is being used for the carriage of goods for hire or reward or in connection with any trade or business carried on by the Operator even if that vehicle is not actually being physically driven for such purposes at any specific point in time".*
- *"Being in possession of a fleet of vehicles considerably in excess of the Licence authorisation and then drawing down vehicles to use as and when required ... undermines at least two of the core requirements to the Regulatory Regime ... financial standing and Operating Centres"*
- the need for an operator to have *"the financial wherewithal to effectively maintain and keep safe the vehicles which it is using in the business".*

## Where to now?

On 15th January 2023 the Senior Traffic Commissioner consultation ended seeking feedback about the case and proposing interpretation to be applied in this area.

The intended amendments in the Senior Traffic Commissioner Guidance state:

- the number of vehicles applied for on an application should include the number required as well as any extra to cover an increase in business or emergencies such as breakdowns. A vehicle may require authority, even if it is not actually being physically driven at the time.
- being in possession of a fleet of vehicles in excess of the Licence authorisation and then drawing down vehicles to use as and when required, may undermine at least two of the core requirements of the Regulatory Regime, ... availability of finance required and to have an Operating Centre with the required capacity.
- if a vehicle has only been removed from the licence temporarily and it remains an integral part of the business, it does not cease to be used and therefore must be specified.
- Statutory Off Road Notification (SORN) is required when an operator takes a vehicle 'off the road'... the Senior Traffic Commissioner has concluded that a vehicle which is the subject of a SORN does not require authority on the operator's licence, although it may still be relevant to the capacity of the operating centre if stored at those premises.

## Interpretation

One hopes this area of licensing will be interpreted sensibly and not inflexibly or too literally.

The additional guidance does not definitively cover off at what point a vehicle will be regarded as being utilised. However, the Traffic Commissioners will

not wish to set out 'chapter and verse' every single possible or theoretical situation in any guidance – when looking at this issue they will want to examine the circumstances of any individual operator's case.

That said, there are still some things to consider: does every goods vehicle in possession that is capable of being used on the public highway have to be counted for operator's licence purposes? What about vehicles that are neither SORN'd vehicles, nor in what might be termed the 'operational fleet' i.e. the fleet intended to be capable of being used in service (however frequently or infrequently)? Are they or are they not 'an integral part' of the business? Examples of these are: new fleet to be put on the licence once brought into the operational fleet; retired fleet removed from the licence but stood up / off-road though not SORN'd; or, goods vehicles whose use is o-licence-exempt but in theory could 'flip' i.e. be used in-scope of licensing at any time, if required

It would seem that in practice operators will have to document very clearly what the fleet is and what is off-road (VOR), so there is no allegation made that a larger licence is needed. It is foreseeable that there may be debate between DVSA and operators at fleet inspections about the vehicles in possession and one hopes a sensible and pragmatic approach will be taken.

Of course, in no circumstances must any operator specify on and off the licence vehicles from a wider pool as a means of circumventing the need to have a larger licence, with the greater financial standing and operating centre capacity requirements. That will be a path to a Traffic Commissioner public inquiry and possible regulatory action. But, that has always been the general understanding of most operators anyway.

We will be updating this article – but it is likely Senior Traffic Commissioner Guidance will be adopted in full. We will then see how this area of licensing develops and is visited in new cases, as it surely will be.

## Ashtons Legal advice and representation

If you require any advice with regard to Goods and Passenger Operator Licensing, including advice concerning DVSA Investigations, correspondence with the Office of The Traffic Commissioner or Traffic Commissioner Preliminary Hearing/Public Inquiry work, then please get in touch.

**Ashtons**  
LEGAL

Contact: Tim Ridyard, Partner Transport and Regulatory T: 01284 732111 E: [Tim.Ridyard@ashtonslegal.co.uk](mailto:Tim.Ridyard@ashtonslegal.co.uk)





## Morgan Sindall Infrastructure uses Juice Technology to speed up fleet electrification and streamline the transition

The company has chosen the 22 kW Juice Booster 2 portable charging station to kit out its EV depots across the country

One of the UK's leading infrastructure companies, Morgan Sindall Infrastructure, is committed to converting its entire fleet of vehicles to all-electric vehicles by 2030 in order to reduce the environmental impact of their use. Since the company adopted a hybrid and full EV car policy, all their colleagues drive electric or hybrid cars. In addition, the company is now increasingly switching its commercial vehicles over: the company manages a total fleet of 450 commercial vehicles and around 700 company cars involved in the infrastructure business, of which fifty percent are already electric. The rest are set to make the switch in the next three years.

### Rising to the challenge with Juice Technology as a partner

Managing the fleet can be challenging due to the limited range of some commercial vehicles. Slow charging in addition to a lack of charging points in the public network puts the brakes on workers' day-to-day activities. How

can a company combine its business, focused on building infrastructure, with sustainable mobility?

Due to the nature of its business delivering some of the UK's most important and critical infrastructure, the company felt the need to independently manage the charging process for vehicles involved in infrastructure activities at its own sites, where it would like to install charging points that are available to drivers. Morgan Sindall Infrastructure needs a simple and flexible charging solution in order to supply the various electric vehicles at its sites throughout the UK with electricity. Juice Technology will supply Juice Booster 2 charging stations to support the British company in achieving its business goals by giving the EV fleet access to energy anywhere, any time.

### Portable chargers bridge gaps in the charging network

The Juice Booster 2 is a 22 kW portable charging station, designed for maximum flexibility and safety throughout the charging process. Thanks to a number of different adapters, it facilitates EV

charging wherever power is available, whether at a public charging station or elsewhere. In addition to this, the technology in the charging station allows EV drivers to safely take advantage of maximum charging speed. Simply locate a socket and plug the cable in. Whatever the connection type, this portable device will automatically adjust to the correct configuration and start charging. Taken together, these factors make the Juice Booster 2 the perfect solution for Morgan Sindall Infrastructure. The company has yet to find another product which is so flexible and easy to use, and above all with the ability to adapt to different types of vehicles and to situations in which it is not always possible to rely on public charging stations: charging infrastructure is still expanding and has not yet reached the expected efficiency.

It also provides a wealth of options in terms of connections and different adaptors, depending on the site power generator or changes during the life of the project. Charging processes on work sites, where three-phase electric power is usually available, can take advantage of the full potential of a 22 kW charging





station and bring the charging time down as much as possible, even with AC power. With its Juice Booster 2 portable charging station, Juice Technology is now helping to streamline the company's transition to electric, making this process smoother for everyone involved. Portable chargers bridge gaps in the charging network by enabling users to charge wherever their car is parked, providing access to energy whether public charging stations are available or not. Increasing use of units like these can make the transition to electric mobility faster, smoother, more flexible, and more economical.

#### **Juice Booster 2: a single solution for every situation**

Jonathan Hall, Plant & Transport Director at Magnor Plant Hire Ltd explains: "A temporary charging solution is beneficial

*because installing fixed charging points would be expensive given our sites are only set up for the duration of the project. The Juice Booster 2 makes it far easier to change the number of charging points and it provides a wealth of options in terms of connections and different adaptors. The big advantage is the flexibility to rapidly increase and reduce the charging capacity, which is something that really makes a difference because our people will move across to another project as soon as the current project winds up. Compared to other solutions, this system is very simple and straightforward, it absolutely fills the gap in the market in terms of what we are looking for."*

Juice Technology has always developed its charging solutions from the user's perspective. The Swiss producer believes that electricity is available

everywhere, you just need to make it accessible. This is what Juice Booster 2 does, helping to make the transition to electric mobility faster, more flexible, and more economical.

#### **Always staying one step ahead with innovative technology**

Morgan Sindall Infrastructure is already looking to the future and has its sights set on the next level: a device equipped with back-end software to enable monitoring and use of the logs. "We are excited to see what other innovations Juice Technology will come up with in this sector. In Juice Technology, we see the possibility of relying on a partner which is always capable of providing innovative solutions compared to other competitors on the market. That's what we call added value," Hall added, "because we always want to stay ahead of the game when it comes to innovation."

For more information visit [www.juice.world/en](http://www.juice.world/en)



## CCS's new vehicle purchase agreement helps UK green fleets

By: James Rodgers, Fleet Category Lead at Crown Commercial Service.



**The UK public sector spends around £300 billion every year on procurement. Getting the best from procurement spend allows the public sector to maximise every pound, save time and redirect precious resources where they're needed most.**

Last year, our Corporate Solutions agreements delivered over £150 million in commercial benefits across the public sector. These agreements provide our customers with the products and services they need to run their organisations, from financial services and marketing to office supplies, travel, and fleet.

### Green travel and transport solutions for the public sector

The CCS travel and transport solutions cover everything from traffic management, low-emission and electric vehicles, vehicle charging infrastructure, supporting sustainable travel for staff and citizens, street lighting, and much more. Through this, we can achieve better air quality, mobility solutions, and health for citizens while minimising the impact of travel and how we use transport on the environment for the long term.

Over 3,000 public sector customers use our fleet solutions with a combined fleet of over 125,000 vehicles. Replacement cycles mean that over 30,000 vehicles are acquired using our agreements each year, in addition to the complementary services needed to support them.

Our public sector fleet options meet a broad range of customer service requirements. For example, our output options include vehicles to help deliver frontline emergency services to green car salary sacrifice schemes that public sector and local government organisations can



implement as an employee benefit.

### Supporting the UK's transition to electric vehicles

We've seen a rise in public sector bodies using procurement to move to carbon net zero solutions. During 2020/21, ultra-low emission vehicles accounted for 39% of all new vehicles procured by the public or third sector through our agreements. That number rose to 48% in 2021/22 and is already tracking at 51% for 2022/23.

At CCS, we want customers to have access to any new vehicle and service developments available in the UK, especially solutions that reduce carbon emissions. So, for example, we support the acquisition and lease of ultra-low emission and electric vehicles. In addition, we can help implement different charging infrastructures, all of which play vital roles in helping the public sector achieve carbon reduction goals.

New vehicle purchase agreement covers a full range of motor vehicles

We recently introduced a new Purchase of Standard and Specialist Vehicles agreement (RM6244), which combines the Vehicle Purchase Agreement (RM6060), which expired in December 2022 and the Vehicle Conversions DPS (RM3814), due to expire in August 2023. This new Vehicle Purchase Agreement makes all vehicle brands in the UK market available to our customers, including emerging brands with zero-emission products.

The agreement, featuring 77 suppliers, covers a full range of motor vehicles, including currently available vehicles and those that will be developed and brought to market during the term of this agreement.

The vehicles available under this agreement include the following:



- all fuel types, including electric, hybrid and hydrogen
- complete range of vehicle sizes and types, including cars, vans and 4x4s
- light, medium and heavy commercial vehicles, including refuse collection and waste management
- minibuses, buses and coaches
- mobile trailers and mobile units for health and other sectors
- blue light emergency vehicles of all types (such as operational cars, police carrier units, dog vans, command and control units and lightweight fire fighting vehicles)

### Specialist bespoke vehicles and conversion services

Customers can also access an array of specialist bespoke vehicles and conversion services, including specification design, body build, testing and associated maintenance. In addition, customers can buy bespoke vehicles from a vehicle manufacturer or a converter that can change

standard vehicles through a direct award or further competition.

*“In a fast-moving market with great demand like fleet, supplier breadth and supply chain resilience are vital factors to consider. Our new vehicle purchasing agreement includes both traditional and emerging suppliers. As a result, customers can confidently make decisions, knowing they will have access to the newest innovations now and in the future,”* explains Kim Harrison, Senior Category Lead for Fleet at Crown Commercial Service.

### Innovative funding options to minimise upfront cost barriers

We know funding carbon net zero (CNZ) projects is a big consideration when developing your plans. Our agreements include alternative purchasing options to help you overcome upfront cost barriers by spreading costs, including opting for contract hire leasing. We have also collated a list of open CNZ grants and funding opportunities from across government into a single place.



## Purchase of Standard and Specialist Vehicles agreement (RM6244)

### Lot Structure

Lotting structure will comprise:

- **Lot 1** – Passenger Cars
- **Lot 2** – Light and Medium Commercial Vehicles up to 7.5 tonnes
- **Lot 3** – Medium and Heavy Commercial Vehicles including Chassis and Cabs
- **Lot 4** – Bluelight Cars and Motorcycles
- **Lot 5** – Bluelight Light and Medium Commercial Vehicles up to 7.5 tonnes
- **Lot 6** – Refuse Collection and other Waste Management Vehicles
- **Lot 7** – Minibuses (up to 17 Seats), including Accessible and Patient Transport
- **Lot 8** – Buses and Coaches (over 17 Seats)
- **Lot 9** – Trailers and Mobile Units, including Health Screening, Events and Mobile Office Units
- **Lot 10** – Conversion of Bespoke and Specialist Vehicles



**Crown  
Commercial  
Service**

### Find out more

Learn more about our new **Purchase of Standard and Specialist Vehicles agreement (RM6244)** by visiting: [www.crowncommercial.gov.uk/agreements/RM6244](http://www.crowncommercial.gov.uk/agreements/RM6244)

Explore the key areas we can help you **reduce your carbon emissions** and **minimise** the impact of your transport on the environment by visiting: [www.crowncommercial.gov.uk/buy-and-supply/carbon-net-zero/travel-and-transport](http://www.crowncommercial.gov.uk/buy-and-supply/carbon-net-zero/travel-and-transport)

# TBC Conversions highly commended as manufacturer of the year



INTELLIGENCE • EMPATHY • CARE

**TBC Conversions (TBC) has recently been named as the highly commended Manufacturer of the Year at a prestigious Northern Irish business awards ceremony hosted by Business Eye in association with AIB.**

The Business Eye Award for Manufacturer of the Year celebrates excellence across innovation, attention to detail, state of the art engineering, and market success.

Founded on the principles of intelligence, empathy and care, TBC specialises in mobility, minibus, and bespoke conversions that fill a gap in the market for quality products and an attentive service.

David Donnell, Managing Director at TBC, commented:

*"The entire team at TBC is absolutely thrilled to have*

*been highly commended in the competitive Manufacturer of the Year Award category, showcasing our commitment to meeting the unique needs and wants of each customer while delivering excellent customer service.*

*"There is no doubt that there was some fierce competition this year, given the wealth of manufacturing excellence in Northern Ireland, and to be recognised as a leader in our industry is a significant achievement.*

*"We pride ourselves on our ability to integrate practical solutions into our conversions whilst going above and beyond to deliver results and have a significant impact on the lives of our customers."*

Due to its ongoing innovation, TBC is the only Volkswagen recognised convertor in Northern Ireland and was

the first in the UK to secure European Whole Type approval of the VW Caddy and Crafter models.

This has resulted in a strong performance from the company and a promising future forecast, despite a turbulent market and challenging environment.

David continued:

*"This award is testament to the work of our over 70 members of staff, who are passionate about getting their customers on the road with minimal fuss whilst ensuring they are comfortable, safe, and well taken care of throughout and after the buying process.*

*"In recent years, TBC has gone from strength to strength, and we are looking forward to exploring more opportunities for growth in the future."*

**Crown Commercial Service Supplier**

Purchase of Standard and Specialist Vehicles Framework (RM6244).



## Vehicle Conversion Specialists for all your business transport needs

**TBC Conversions are recognised as one of the UK's leading vehicle conversion and adaptation specialists. Established in 2006, the company has secured a reputation for quality and reliability, converting each vehicle with intelligence, empathy and care.**

Earlier this year, TBC Conversions were delighted to be included in the MAN

Partner Program. The company are also certified as an Integrated Partner by Volkswagen Commercial Vehicles. Both demonstrate their outstanding technical expertise and experience in the conversion of Commercial Vehicles. TBC Conversions are also Approved Vehicle Convertors for Mercedes, Renault, Vauxhall, Citroen, Peugeot, Ford and Fiat. TBC Conversions were recently awarded

inclusion on Lot 7 of the CCS RM6244 – Purchase of Standard and Specialist Vehicles Framework.

The company has an expansive customer base including Local Authorities, Community Transport Operators, Commercial Vehicle Dealerships, Health & Social Care Trusts, Fire & Rescue Services and Utility Companies.

For more information visit: [www.tbconversions.com](http://www.tbconversions.com) | [info@tbconversions.com](mailto:info@tbconversions.com) | 0800 999 5090



# A hybrid choice: high efficiency, full power.

With the all-new Astra and  
Grandland GSe Hybrids.



## Astra GSe

225 PS | Up to 256 mpg\* | CO<sub>2</sub> from  
25 g/km | BiK from 8% †

## Grandland GSe

300 PS | Up to 235 mpg\* | CO<sub>2</sub> from  
27 g/km | BiK from 8% †

Call 0203 476 2268 for more information  
or search **Vauxhall Fleet Range**.



**VAUXHALL**

\*Fuel economy and CO<sub>2</sub> results for the Astra GSe Hybrid. Combined mpg (l/100 km): 256 (1.1). CO<sub>2</sub> emissions: 26–25 g/km. Electric range up to 43 miles. (WLTP – EAER). Grandland GSe Hybrid. Combined mpg (l/100 km): 235 (1.21). CO<sub>2</sub> emissions: 28–27 g/km. Electric range up to 43 miles. (WLTP – EAER).

†The fuel consumption, CO<sub>2</sub> emissions and range figures mentioned comply with the WLTP test procedure, on the basis of which new vehicles are type approved from 1 September 2018. The fuel consumption, CO<sub>2</sub> emissions and range figures may vary depending on actual conditions of use and on different factors such as: charging frequency, driving style, speed, specific equipment, options, class of tyres, outside temperature and thermal comfort on board the vehicle. †2022/2023 tax year. Please contact your Vauxhall Retailer for further information. Correct at time of publication.

# Telematics, Fleet Software and Data-Led solutions



**Fleet Managers have a need to meet increasingly stringent standards in compliance, risk management and in achieving an overall reduction of environmental impact. Not surprisingly, the appetite for Telematics based systems that support complex fleet operations has increased and the market has expanded significantly.**

The latest telematics systems have developed wide ranging capabilities over recent years, but fundamentally they provide two main opportunities. The first is that they provide a great aid to day-to-day operations through GPS functionality combined with an on-board computer that takes data from the vehicle's systems. Information can both be recorded and shared in real time – or at chosen intervals. Benefits include enhanced vehicle and driver safety, better route planning, driving standards, efficiency and of course, the alerting of critical incidents.

Secondly, data can be used to inform longer term planning such as predictive maintenance, driver training requirements and even provide a large part of the data required for a fleet decarbonisation strategy.

Over time, as networks have become

faster and cheaper, more and more data can be captured and this, combined with advanced analytics techniques, has allowed fleet professionals to drastically improve operations and develop future efficiencies. As the regulatory environment becomes ever more complex and pressure to decarbonise operations increases, finding the right telematics system is now vital. At the same time, it is also important to recognise the opportunities provided by any telematics system and crucially, understand that the data alone will not change anything; it is how data is used that makes the difference.

This article therefore, seeks to provide a summary of the main things to look out for when acquiring a telematics system, either for the first time or when a contract has expired, along with suggestions as to how to get the very best out of the system, once in place. It will also look at the operational, financial and legal benefits and how the latest innovations in, for example, camera technology, are increasingly integrated to provide security and efficiency across the most complex and largest fleets.

## **Evaluation & Procurement**

The procurement process behind the acquisition of any product or service

with a medium to long-term impact on a business is often exhaustive. In a large business or Public Sector Organisation, it is not usually enough for the supplier to gain the approval of – in the case of telematics – the fleet team. They will often need to resell their decision to other departments such as finance and HR. Different departments do not always have priorities that align, so it is vital that the front line fleet department understands the features and benefits for fleet operations, but also how they translate into benefits for other departments and indeed, the whole business. The fleet management team must also have a strategic understanding of the future priorities of the whole business and adopt a system that is future proof and will remain fit-for-purpose amidst a changing landscape.

Once the system has been selected, further checks on the supplier's customer service support must be conducted. A great example is the extent to which the supplier provides training to ensure that all members of the fleet team can derive maximum benefit and ensure that the organisation is gaining maximum value. Therefore, as well as a full understanding of the basic functions that support compliance, tracking and





journey recording, all other functions need to be understood. Suppliers have developed ever more sophisticated systems that can be of huge benefit in improving efficiency, risk management, driver performance and wellbeing and of course, informing the journey to decarbonisation and Carbon Net Zero. Additionally, extensive training by the supplier of the existing fleet team is to be regarded as fundamental, and also if this is ongoing as new features are added, or as new members join the fleet team. If not, it will be down to the Fleet Manager to take time out of busy schedules and this can be potentially, highly disruptive.

### Implementation

To optimise the potential of any telematics system, we have already stressed the vital importance of training and preferably that it is available over the whole contract duration. However, although some suppliers will offer additional analytics services that assist in interpreting data, they should not be relied upon. The fleet team needs to be equipped with the analytical skills that will take both historical data to inform strategic decisions and data from real time to address issues as they emerge. In both areas, sophisticated analysis is followed by management decision.

Again, it needs to be stressed that any fleet operation will directly affect multiple parts of the whole organisation. The telematics system may be used to address departmental priorities so for example, the fleet team may wish to focus on vehicle utilisation and fuel efficiency and at the same time, HR may be concerned about driver welfare. Departmental priorities need to be carefully managed to avoid conflict and it may be worth establishing a fleet steering committee involving all stakeholder departments. Fleet performance and insights derived from data analysis can be discussed between departments and agreements can be reached on any actions for improvements.

As well as an understanding of how fleet operations affect the whole organisation, it is also important that the telematics system is part of the entire IT infrastructure. Otherwise, it can be seen as simply a fleet department "tool" and many of the benefits can be overlooked. Therefore, having established all the pre-conditions necessary for gaining maximum value, there must be a sustained management focus throughout the organisation.

### Established Benefits & Innovations

The basics of a telematics systems provide significant benefits to organisations and it is worth summarising here the fundamental parts of any given system and the data that is provided and recorded:

- **Engine Control Module** – Mechanical data & diagnostic codes, speed, mileage and brake use
- **Tracking/GPS** – Vehicle location and speed
- **Advanced Driver Systems** – Following distance, lane departures, distance to other vehicles and objects
- **Electronic Logging** – Location information, engine hours, vehicle mileage, driver information

It is clear to see how together, these functions and features provide the data for both reactive decisions and for predictive planning. Certainly, the correct use of any of this data will result in improved SMR schedules, less vehicle off road time, more efficient vehicle utilisation and higher driving standards. However, suppliers have reacted brilliantly to complex regulation,

pressures on costs, environmental priorities, and risk reduction, with a number of innovations that not only help the organisation achieve improvements, but also ensure that these can be proven. These can provide legal safety for an operator, for example, in the event of a collision it can be legally demonstrated that the driver was not at fault and/or the vehicle was roadworthy.

One of the most significant developments in recent years has been in video telematics. Put simply, this technology addresses the fact that telematics alone, will tell you what has happened, but it will not tell you why. By taking visual information from a dashcam, video data becomes part of vehicle data. Therefore, the widest possible context can be provided to explain any behaviour or incident and ensure that improvements are made.

Data from telematics systems, especially when video data is included, can help an organisation achieve industry accreditations that demonstrate that the highest standards in compliance and safety are being maintained and this is a very positive addition to any organisation's public profile. Proving that an organisation is reaching and maintaining high standards is also, increasingly, a prerequisite in gaining contracts from other organisations, particularly those in the public sector. Lastly, there is also a huge opportunity to drive down fleet insurance premiums and to protect organisations from debatable or outright fraudulent claims.

### In summary

Altogether, a telematics system that meets current needs and provides the flexibility to adapt to future requirements, so long as the data is analysed and utilised properly, can provide huge benefits for the fleet operator in improving efficiency, managing costs, maximising standards in driving, and minimising risk. They can also help demonstrate corporate responsibility and provide legal protection. Suppliers will continue to innovate in line with developments in regulation, legislation and organisational goals such as meeting Carbon Net Zero, so the last piece of advice is to choose a supplier for the long term and develop a collaborative relationship.



# M&Y Maintenance and Construction transforms its fleet operations

*"I reviewed just about every telematics system out there."*

- Justin Toole, Fleet Manager at M&Y

**One of the largest housing maintenance and construction companies in the Northwest, M&Y, supports over 13,000 homes as a division of the Regenda Group Housing Association. While supplying electricians, decorators, plumbers, brick layers, and ground workers to service those homes, it also has a construction team working on new builds.**

When Fleet Manager Justin Toole joined M&Y in 2018, he reviewed how its 190-vehicle fleet was managed, and found several ways to create efficiencies and economise. Evaluating M&Y's use of telematics made it clear that the business wasn't getting all it needed from its previous supplier, so Justin went out to market. *"I reviewed just about every telematics system out there. I had a good understanding of all the key players and what we were looking for, and I narrowed it down by price and usability,"* Justin explains.

Quartix vehicle tracking soon became the obvious choice for M&Y. *"We were going to save money with Quartix and were able to confirm its system was exactly the right fit for us. Quartix could show me everything in one place; it worked with the systems we already used,"* says Justin. *"I was planning to bring in 128 new vans and the OBD plug-in tracker was perfect for us because as the new vans came in, we could easily remove the kit."*

## **A universal tool that helps all departments**

The use of the Quartix system stretches across a wide range of roles at M&Y. Planners regularly log in to co-ordinate



the volume of work and check drivers' locations, using Quartix to aid their daily decisions. Supervisors rely on Quartix to certify that staff are completing their shifts at the correct times, and, if there is ever an issue, the system provides a fast and reliable audit of who attended each job and when. Justin uses the Quartix insights to supply updates to the M&Y Heads of Service and Directors at their monthly board-level operations meetings.

*"Quartix makes it easy to gather data. The beauty of the scheduled report function is that everything comes straight to me. I would rather spend time studying the data than producing it, so it's an efficient way of working."*

## **High-level insights to assess driver performance**

On the first day of every month, Justin is emailed a selection of Quartix reports that allow him to update his colleagues on the following:

1. The five drivers with the highest mileage
2. The driver with the best driving score
3. The driver with the worst driving score and any history that person has in the bottom of driver league table

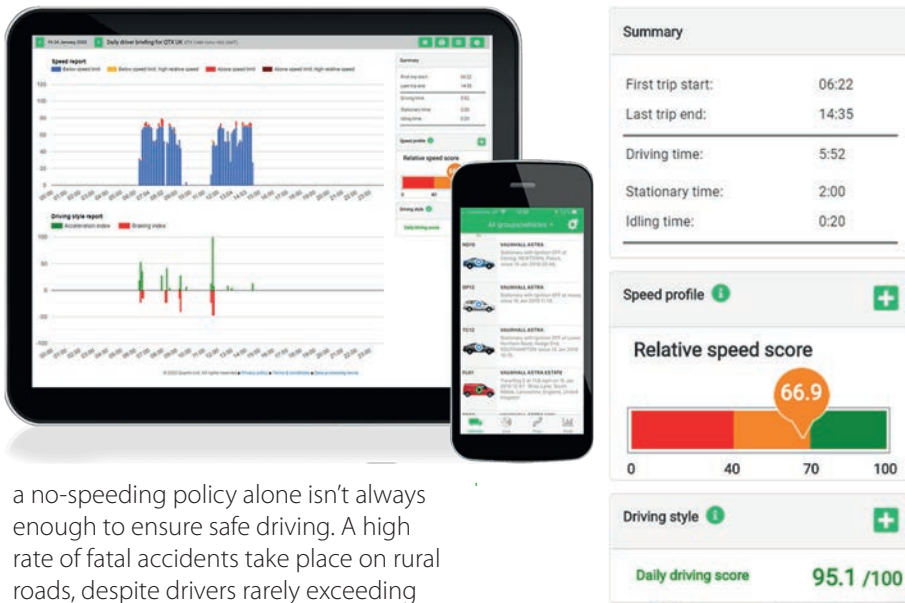
*"Highlighting inefficient vehicle use and excessive mileage is important because it costs the business money. When staff are driving, they A. aren't working, and B. are using fuel. We want them to spend as little time on the road as possible, but to do so safely."*

M&Y awards the driver at the top of the Quartix driver league table each month a cash prize in their wages. *"There is real competition amongst staff to get to the top. I love how the system also enables me to address those at the bottom of the table and find ways to help them. Not in a disciplinary way, just by pinpointing where the drivers are going wrong and asking them to think about what's causing that. In general, we get through to the drivers before there's any need to take action and it's a proactive way of managing behaviour."*

## **How Quartix benchmarks driver performance**

Quartix driver scores not only assess levels of speeding, harsh braking and accelerating in driver behaviour, the system also utilises a unique database of driver speeds collected from roads across the UK. While important to enforce,





a no-speeding policy alone isn't always enough to ensure safe driving. A high rate of fatal accidents take place on rural roads, despite drivers rarely exceeding these roads' legal speed limit. Tight bends on 60mph roads should safely be taken at sub-30mph speeds, which makes 'contextual speed' a crucial aspect of defining safe speeds.

Quartix offers a better measurement of safety and driving performance. Using this rich database, the system also presents a 'relative speed score' indicating how much a driver deviates from the average speed driven on the same sections of road, and signalling the level of risk that they take. This enables businesses to pinpoint risky driver behaviour, and coach the relevant staff to reduce the likelihood of accidents taking place.

### Supporting drivers with proof of activity

M&Y's gardeners regularly visit thousands of homes in the region and sometimes a customer will claim they haven't been visited. "Our telematics data can guarantee that we've been to a site, or if it shows that we haven't, we ask the staff member why. The proof is there either way," explains Justin. Similarly, telematics aids drivers in other ways. "If someone calls up claiming our drivers have been speeding or have cut another driver up on the motorway, I can consult the system and know whether there may have been an issue. I take everything very seriously as a fleet manager – telematics can either prove your drivers weren't at fault or conversely, highlight where you need to have conversations with them. The integrated dashboard cameras we have are solid gold for us and have more than paid their worth already."

Several teams at M&Y share the use of vehicles, such as the cleaning team, therefore driver ID fobs are being installed in these vans. Justin will see driver behaviour reports for each staff member,

regardless of which vehicle they drive, and be able to reference who was in the driving seat at any time.

### Insights that enable further savings

The M&Y fleet is not authorised for personal use, although employees park vehicles at their homes overnight. Geofencing alerts allow Justin to govern the personal use of the vehicles and ensure they stay parked after hours. But Justin uses this to create more efficiencies, "The reports can help us spot things such as vans parked at an employee's home for a long period of time, if they are on long-term absence, we can put their van to use."

By creating geofences for the local waste disposal sites on the Quartix system and reporting on when the vehicles enter these, Justin has been able to find discrepancies between the waste disposal charges M&Y incurred and the number of visits that were showing. He also matches waste disposal trips with the associated jobs to make sure all charges are accounted for.

"There is still another 30-40% more I could be doing with Quartix if I were to spend more time getting to know the reports. Its integrations are helping us automate so much and saving us time, so we are using that time to learn. We get more than what we need out the system already – anything extra is a bonus."

### Driving down fleet emissions

Justin has been keeping a close eye on his fleets' CO2 emissions using the Quartix reports to support the Environmental & Social Governance Strategy, and with 11 electric vehicles on the fleet already, M&Y is procuring more. "We carry a lot of equipment in the vans and some operatives do 250 miles in a day. So, we're starting small, but I'm hoping that by the time we get around to replacing the bigger vans, the technology and infrastructure will have progressed," says Justin, who is lucky to have in-house electricians installing the vehicle chargers. "We charge the EVs when the workers are on-site. For us, that's the most efficient and practical option."

"I feel happy that the M&Y fleet can now run itself. Everything is in check. The changes we've been able to make with the help of telematics have transformed the way the fleet operates."

Justin has already recommended Quartix to other businesses that are looking for a telematics supplier. "One of our contacts in the social sector knew the process we'd been through and how I'd reviewed all the options, so he trusted my judgement. They are now happily using Quartix too. I can vouch for the great service level that Quartix demonstrates as well as the capabilities of its telematics system."



# Quartix

## Real-Time Vehicle Tracking

To find out more about how Quartix vehicle tracking can benefit your business, visit [quartix.com/en-gb/](http://quartix.com/en-gb/), email [enquiries@quartix.net](mailto:enquiries@quartix.net) or call the team on 01686 806 663.

# Benefits of telematics

**If you asked a fleet manager how telematics played a role in the day-to-day running of their fleet, even 10 years ago they would probably tell you that it's great for knowing where and when an accident happened, but its capabilities were essentially capped there.**

Being aware that incidents are occurring in a fleet is vital, but in order to prevent them from happening again, or at least minimise this risk, it's key to know why it happened in the first place. Without this piece of information, fleet managers often find themselves taking a stab in the dark in regard to risk management and hoping the changes they implement make somewhat of a difference.

This was revolutionised by the introduction of video into the world of telematics. Combining camera footage with analytics data provided operators with a much better understanding of what their drivers were doing on the roads and placed another set of eyes in somewhere they were once completely detached from. The development of telematics in this way also brought about benefits for drivers, as it now meant for massively increased visibility around a vehicle and acted as a preventative measure for accidents.

From minimising risk to lowering insurance claims, the potential benefits of video telematics are vast. This is why it's a good idea to explore these advantages in more depth and assess whether this type of technology could help you overcome any of the challenges you are facing within your fleet or that might occur in future.

## Benefit 1

A point touched on previously but worth delving deeper into is the fact that video telematics takes the knowledge a fleet manager has on an accident from 'what happened' to 'why did it happen.' This added context is at the core of why this technology is likened to a holy grail amongst fleets universally. Video footage along with telematics data of the moments leading up to, during and after an accident paints a complete picture of the circumstances surrounding a crash which is then directly placed into a fleet manager's hands to look at and understand. This is advantageous for a number of reasons.

Firstly, it instantly highlights areas of concern in driver behaviour which can mean for more targeted training of employees who need additional help in a particular aspect. It also provides clarity on who or what contributed to an accident which could be anything from the actions of a reckless driver, a fleet driver exceeding the speed limit, harsh braking or even all three.

The combination of video footage and telematics means that fleets managers are able view the footage, assess the data and subsequently make more informed decisions about how to prevent accidents or near misses in the future.

## Benefit 2

Linked to the previous point, video telematics massively protects other road users. The leading cause of road traffic accidents in the UK is a driver failing to look properly which accounts for 37.8% of all collisions. Placing a camera that is able to trigger an alert in-cab, can mean the difference between spotting a cyclist coming up behind the side of a HGV, and only realising before it's too late.

Over recent years, video cameras have transitioned from being a simple dashcam placed on a dashboard, to pieces of innovative technology that can capture a 360-degree angle around a vehicle, make drivers aware if they're driving while distracted, and collect data such as whether or not a driver had enough space when overtaking another vehicle. This provides fleet managers with an extra layer of reassurance that while their drivers are out on the roads, they have everything they need to facilitate safe driving.

## Benefit 3

Clearly this type of technology does not completely remove the possibility of an accident ever occurring as situations are bound to happen on the roads that are beyond a fleet driver's control. However, when they do occur, video telematics can simplify an insurance claim from what could otherwise be a painstakingly long process to one that is resolved in a matter of minutes. Relying on witness testimonies can be time-consuming, unreliable and can quickly descend into a 'he-said-she-said' type of dialogue.

Having footage and telematics data that captures exactly why an incident has happened provides undeniable evidence of who was at fault and helps to protect drivers from being caught up in fraudulent claims.





## How VUE's video telematics can help your fleet –

If you're considering introducing video telematics as part of your fleet risk management plan, it's important to choose a provider that is dependable, able to adapt to the needs of your fleet, and are absolute experts in this field.

VUE has been providing vehicle CCTV and video telematics solutions to fleets of all shapes and sizes over the past 20 years, making their operations safer and more efficient. Their innovative technology minimises the risk a vehicle poses including Pedestrian AI; the camera system which detects when a pedestrian or cyclist is around the sides or rear of a vehicle, and Driver Distraction AI, a device improves safety by monitoring driver behaviour in real-time and alerting them in-cab when a distraction such as tiredness is identified.

**To learn more, email [hello@vue-cctv.co.uk](mailto:hello@vue-cctv.co.uk) or call them on 0161 877 2257**

## Visit VUE at the CV Show

**At this year's Commercial Vehicle Show, we'll be showcasing our new Pedestrian AI camera system, Driver Distraction AI and our Low Bridge Alerting System. We'll also be exhibiting our proven hardware cameras and equipment, and our innovative software solutions to make sense of fleet and driver data.**

### Pedestrian AI

Pedestrian AI significantly reduce driving accidents caused by blind spots by using AI technology to detect when vulnerable users are in areas of risk within three zones around the vehicle; both sides and rear.

If a human is detected by any one of the cameras, an alert is created and sent back to VUEhub for review. When this occurs, the in-cab monitor will display the live footage for the driver. The cameras provide a real-time visual and audio alarm in-cab to alert drivers to potential dangers.

- Real-time alerts to alert drivers in-cab to potential risk
- Accurate identification meaning it only picks up humans - not static objects
- HD image to provide drivers with a clear view
- Online alerts can also be sent to VUEhub for fleet managers to review

### Driver Distraction AI

Monitoring driving behaviour in real time, the device aims to improve safety and reduce accidents by identifying distractions such as, tiredness, taking a phone call, eating, and more.

- Monitors behaviour in real time
- Audible alerts made to the driver
- Preventative measure – stopping accidents before they happen
- Ability to provide fleet managers with real-time, tailored alerts
- Links to reporting tools to evaluate performance
- Helps fleet managers take steps to create safer drivers

### Low Bridge Alerting System

An innovative bridge strike solution that prevents bridge strikes, and collisions with other road height restrictions.

Vehicle heights are inputted during installation and as a driver travels to their destination, our predictive AI technology identifies potential risks within 60 seconds based on the direction the vehicle is travelling. If a bridge lower than the height of the vehicle is detected, an in-cab alert is triggered to warn the driver.

- No driver input needed
- False positives are eliminated with our revolutionary algorithm
- Remote configuration and adjustable set up meaning for easy installation
- Cost effective solution
- Suitable for all vehicles

Clearly with all of these new products – and all our services – the intention is to improve safety in order to reduce accidents and save lives.



**Visit the VUE stand in Hall 5, 5B73**

## Driving change: The importance of telematics in shaping driver behaviour

**When it comes to making positive change to driver behaviour, few resources are as valuable to fleet managers than telematics systems.**

When used correctly, telematics devices can provide businesses with a wealth of data rich, actionable insights into a driver's habits. Access to such data can help fleet managers identify areas where additional training may be required, reducing indicators of hazardous or inefficient driving styles. What's more, this data can also help fleet managers optimise vehicles, ensuring their assets are being utilised in the most productive, cost-effective means possible.

Trakm8 is the recognised leader in technology solutions for fleet management, driver monitoring, optimisation and dashboard

camera systems. Trakm8's cutting edge technology offerings are adaptable for fleets of all sizes; providing intelligent, game-changing insights that can improve fleet efficiency and reduce risk across fleet operations.

Working alongside some of the world's most recognisable brands, including Iceland Foods and GSF Car Parts, Trakm8 goes beyond vehicle tracking to provide fleets with a customisable business intelligence platform, providing greater insight into a range of key areas – from carbon emissions and fuel expenditure, to road safety and driver behaviour.

To help fleet managers ensure drivers have access to this useful feedback, Trakm8 has pioneered its ACC750 driver feedback device. The ACC750 gives fleet managers access to a wide array of easy-to-interpret data sets that allows operators to identify and track trends, group issues and overall driver performance. The device presents the driver with live feedback through an auto-dimming display in-cab. Using the ACC750 is proven

to significantly improve driver behaviour, by delivering live driver updates that notify users of inefficient driving habits, including heavy-footed braking, idling, and revving. The system also incentivises good behaviour, encouraging drivers to proactively prioritise safety and efficiency while on the road.

Driver ID options with the ACC750 allows drivers to keep their driving score and activity when they switch vehicles. This key feature empowers drivers to make improvements and encourages users to engage in friendly competition with colleagues. This system engages drivers and allows them to measure their performance and gauge improvements to better control their performance and skill development.

At a time when most businesses are closely counting every penny, ACC750 delivers real benefits in terms of reductions on fuel spends. Heavy braking and engine idling are two of the biggest causes of accelerated fuel usage, so by encouraging drivers to tackle these inefficient habits head on, the ACC750 can help businesses save on fuel

expenditure over time. Trakm8's driver behaviour solutions are proven to cut fuel costs by up to 10%; reduce instances of speeding; and help you negotiate lower insurance premiums due to a decrease in your at-fault accident rate.

The ACC750 is compatible with a range of other Trakm8 devices, including the RH600 4G integrated telematics camera. The RH600 combines an in-cab camera system with the same technologies found in Trakm8's most sophisticated telematics devices. The RH600 includes a flexible camera which can be positioned anywhere in the cab, alongside industry leading diagnostics provisions that help save fleet managers time and money on the identification of underlying vehicle faults.

This gives fleet managers further resources to collect and access useful data to drive performance and safety. This multifunctional system provides data-rich insights to managers that affords fleet managers an intuitive and detailed overview of fleet performance and vehicle health.



**ACC750 driver feedback device displays**

**RH600 4G integrated telematics camera**

*For more information on the full range of Trakm8's products and services, please visit [www.trakm8.com](http://www.trakm8.com)*





**Emily Hardy**, Marketing Manager UK,  
Brigade Electronics

## Road safety technology benefits revealed in Brigade Electronics survey

**The myriad of reasons logistics and road transport professionals invest in fleet safety technology have been brought to light by new research commissioned by Brigade Electronics.**

The road safety pioneers commissioned an in-depth survey of transport operators across a range of disciplines to get their views on the reasons they use technology on their vehicles, how they have enhanced operations and safety, and what features influence their decisions to invest.

Those surveyed comprised of third - party logistics companies and own account operators (80%), with the remainder being made up of public sector, municipal waste and other.

And despite over half of respondents

saying that vehicle safety technology had improved driver safety behaviour and half reporting that they had seen a reduction in insurance premiums, a whopping 32% claimed that they did not have any technology fitted and did not plan to do so in the next year.

Furthermore, although DVS star rating requirements will be increasing to three stars in 2024, requiring more operators driving through Greater London to fit safety devices this will not improve safety outside of the area.

Emily Hardy, Marketing Manager UK, of road safety specialists Brigade Electronics, said: *"Seeing industry professionals' thoughts on road safety is always fascinating and it is good to see amongst some a wider adoption life-saving technology and a better understanding of the benefits.*

*"However, the results reveal there is a long way to go. Aside from the cost saving benefits, the reduction in road collisions is priceless and it is startling to see there is still so much education to do in the industry."*

Out of those responding, 54% said the fitment of camera systems/digital recording had improved driver behaviour

A total of 50% said safety technology had seen a reduction in insurance claims, with 32% seeing a drop in incident reporting and 21% seeing evidence of an increase in fuel economy.

Main drivers for the installation of systems were a desire to improve fleet standards, recording insurance costs, improvement in driver behaviour and Direct Vision Standard compliance.

Brigade, which introduced the reversing alarm to the UK back in 1976, has been at the forefront of road safety for over 40 years. The company sells aftermarket solutions for heavy goods vehicles and mobile plant – including ultrasonic obstacle detection, white sound reversing alarms, camera systems, live digital recording devices and artificial intelligence based systems.

Brigade believes HGV drivers need a combination of direct and indirect vision and other cutting-edge safety equipment, such as sensor and audio technology, for optimal safety.

**Visit Brigade at this year's Commercial Vehicle Show in Hall 5, Stand 5C46 or find out more at [www.brigade-electronics.com](http://www.brigade-electronics.com)**



## VisionTrack targets road safety at Commercial Vehicle Show with AI video telematics

Road safety will take centre stage on VisionTrack’s stand (5E80) at the Commercial Vehicle Show as it showcases a growing range of industry leading AI video telematics solutions. The company will be using the event to introduce an AI detection camera for vulnerable road users (VRUs) as well as demo its AI-powered post-analysis software, NARA, which was launched earlier this year.

*“We are embracing the latest advances in machine learning and computer vision to develop innovative AI video telematics solutions for the road transport sector,”* explains Richard Lane, Commercial Director of VisionTrack. *“The Commercial Vehicle Show will provide us with a platform to share our technology expertise and provide guidance on how best to improve road safety and eliminate fleet risk.”*

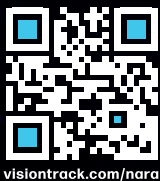
The AI-powered VRU detection camera will be able to identify pedestrians, cyclists, motorcyclists and people on scooters, while disregarding street furniture. Footage will automatically be displayed on an in-cab monitor, and supplemented with an audible, spoken warning with the precise location of nearby VRUs in relation to the vehicle. This will keep the driver more engaged by providing highly accurate and useful information.

Meanwhile, road transport operators will have the opportunity to experience AI-powered post-analysis solution, NARA, first hand, with demos running throughout the Commercial Vehicle Show. The device agnostic, cloud-based software is revolutionising how vehicle camera footage is assessed and helping vehicle operators to save time, costs and most importantly lives, by providing proactive risk intervention and accurate incident validation.



For more information visit: [www.visiontrack.com](http://www.visiontrack.com)





visiontrack.com/nara



# Cut through the noise. Remove false positives.

Notification Analysis and Risk Assessment (NARA) is an automated cloud-based AI video analysis module, enabling fleets to eliminate the manual review of video footage, detect collisions, near-misses and remove false positives.

- ✓ Automatically identify and remove **false positives**
- ✓ Effectively monitor **driver behaviour**
- ✓ Achieve rapid risk and **FNOL intervention**
- ✓ Validate **driver welfare** within seconds
- ✓ Conclude **fault claims** settlements within 24 hours
- ✓ Identify **driver training** needs for near-misses



For more information, please call us on +44 (0) 1246 225 745 or visit [visiontrack.com/nara](https://visiontrack.com/nara).

VisionTrack Ltd. Copyright © 2023 - All Rights Reserved.

 **VISIONTRACK**  
powered by  AUTONOMISE.AI



## DCW gets connected with Fleetclear

**The South West's leading Zero to Landfill waste management and recycling company, DCW, has teamed up with fleet solution provider, Fleetclear to enhance safety and keep track of its fleet and driver workforce.**

The DCW fleet is large and diverse ranging from LCVs and transit vans to 18t delivery vehicles, 26t and 32t Refuse Collection Vehicles (RCVs), top loaders, front end loaders, skip lorries and RoRos. The company was looking for a fleetwide, easy to implement technological solution to encompass vehicle safety and tracking, and monitoring of its driver workforce who make up around 70% of DCW employees.

The entire 55 strong fleet has now been equipped with Fleetclear's market leading RX Lite LIVE camera recording systems. DCW also uses the Fleetclear Connect web-based fleet software platform, which is suitable for all vehicle types and provides a simplified, user-friendly way to manage vehicles and drivers. It combines vehicle hardware and safety technology with tachograph information, GPS tracking, telematics including fuel and carbon analysis, driver behaviour and compliance monitoring.

Richard Smith, Commercial Waste Operations Manager at DCW, commented:

*"We now have full LIVE cameras on all our vehicles and thanks to Fleetclear's superior technology we can download the footage within minutes. In the case of any incidents, it's crucial to get the information to our insurance company as soon as possible. The footage from the RX Lite camera system is so clear that where there is doubt over the cause of an accident it can help to disprove any false claims immediately. In fact, we've probably already saved the cost of the cameras already."*

The Fleetclear Connect footage sharing system also enables users to send weblinks to specific footage. Using a customisable dashboard, DCW can track vehicles LIVE and view telematics information, identify drivers, and monitor different aspects of driver and vehicle performance.

Richard added: *"Fleetclear Connect is a powerful tool for fleet operators. We don't want the hassle of using multiple systems; we want to go to one place and access all the information we need, immediately. If there is a potential incident we need to know when and where it happened, so that we can take appropriate action. With Fleetclear Connect we can create driver records and scores and send relevant information to managers to feed into training plans."*

## Hydrogen's Role in decarbonising transport, an insight into the future of commercial fuelling

**There is currently a lot of conjecture throughout the industry with regard to which technology will prevail in the race to decarbonise transport.**

Some argue electrification is the way to go, while others fervently insist that CNG or hydrogen is the most appropriate solution, and many support of the application of biofuels, like HVO (Hydrotreated Vegetable Oil), as an intermediate solution until new drive train technology reaches maturity.

The fact is that to meet the 2050 target of Net Zero, a combination of all these existing and possibly even new technologies will be necessary.

As industry continues to decarbonise,

looking to the future, Hydrogen will certainly have its role to play, especially when it comes to the commercial vehicle sector. This gaseous fuel will be fundamental for heavy transport and off-road applications. Commercial Fuel Solutions Limited are one company who are looking to escalate Hydrogen's uptake and have already developed a reputation as an authority in this emerging sector.

Managing Director, Robin Futcher, is an accomplished engineer with a wealth of experience spanning over 26 years and has worked on a diverse range of projects, from developing equipment for the British Antarctic Survey to use in sub-zero temperatures to providing systems for leading Formula 1 teams.

Robin also has extensive expertise in developing regulatory guidance and currently serves on numerous technical committees for gaseous hydrogen fuelling, including BSI, British Standards



Institute and ISO, the International Organisation for Standardisation.

This April, at the upcoming CV show, Robin will bring his knowledge and expertise to the fore and will be presenting at this year's 'Road Ahead' Theatre Programme, where he will deliver a concise insight into the Role of Hydrogen in Future Transport, followed with an open Q&A session.

**Robins' presentation takes place on Tuesday the 18th April at 14:30 at the 'Road Ahead' Theatre located in the main halls.**

**COMMERCIAL  
VEHICLE SHOW**  
18-20 APRIL 2023 NEC BIRMINGHAM

'Road Ahead' Theatre

18th April at 14:30



## Ways to reduce your workshop staff training costs without sacrificing quality



Workshop employees need to be given opportunities to expand their expertise and knowledge to meet current market demands and stay up-to-date with technological and legal developments in the automotive industry. For any technical staff, continuous upskilling is a necessary part of their job, but, obviously, it comes at a price. Here are some cost-reduction options offered by Autotech Training that won't jeopardise the quality of training.

### 1. Host our training at your premises

Autotech Training is able to deliver the majority of our IMI-approved training courses at client's premises which means:

- Lower cost per delegate
- Reduced workshop downtime
- Training times can be scheduled around your business's needs (weekend courses are one of the options)
- No hotel or travel costs
- Tailored training content

### 2. Join up with other garages to receive a discount

There's no doubt it's not just your staff that need training, other local garages are probably in the same situation. Why not join together to take advantage of our cheaper multi-delegate rates and book a course to cover the requirements of all the businesses.

### 3. Book a 'training bundle' and save

If you are looking to complete your IMI EV training Levels 2, 3, and 4 we can offer you a discounted training package. Our courses are rated excellent by our customers and we offer flexible payment options and dates. The courses can be delivered at our new EV training suite in Milton Keynes or onsite at your premises.

Not every business's requirements fit into the "one course fits all" model and we might be able to help you find even a more cost-effective solution to suit your needs. We have a great track record in successfully tailoring our training courses, most recently electric/hybrid vehicles, to meet clients' bespoke requirements. Get in touch with the Autotech Training team for more information.



Autotech  
TRAINING

Part of Autotech Group




**Danger**  
Electricity

## ELECTRIFYING YOUR FLEET? THE SAFETY OF YOUR STAFF SHOULD BE YOUR NUMBER ONE PRIORITY!

We can provide **Electric/Hybrid Vehicle Training (IMI Levels 1-4)** at either your own workshop or at our bespoke training suite in Milton Keynes.



See our reviews on  Trustpilot

Tel: 01234 432981

Email: [hello@autotechtraining.co.uk](mailto:hello@autotechtraining.co.uk)

Web: [autotechtraining.co.uk](http://autotechtraining.co.uk)



## ADAS safety features are woefully underappreciated by drivers

Venson calls for regular fleet training on car safety technology

**Newly registered plug-in vehicles now represent more than one in four new cars on the UK roads, which means there are a lot of first-time EV owners getting to grips with battery based motoring this winter.**

Fitting Advanced Driver Assistance Systems (ADAS) on all cars in the United Kingdom could reduce car crashes by 24%, but the jury is out about whether drivers are willing to accept this technology, according to Venson Automotive Solutions. The latest survey of 300 UK motorists by the fleet specialist has revealed that although nearly three quarters (73%) of drivers would use parking assistance if they had it, many of the features more commonly used at speed and designed to reduce accidents are less popular.

Venson research shows that only 45% of drivers say they would use Automatic Emergency Braking (AEB) if it was available on their vehicle and although more were willing to use a Collision Warning System (64%), only 43% saw the benefit of Lane Keep Assist.

Meanwhile, just 44% of drivers questioned say they would use overtaking sensors if they had them. Comments Alison Bell, Operations Director for Venson, "Car technology is moving at pace, but our research suggests that drivers' willingness to adopt it may not be keeping up. With semi-autonomous technology providing such clear safety advantages, it is vital that drivers feel comfortable using it. These results suggest that businesses should incorporate the benefits of and how to use ADAS into their regular driver training programme."

Meanwhile, whilst reducing fuel consumption remains a high priority for many businesses, research reveals that a significant number of drivers would choose vehicle performance over efficiency – with just 56% of drivers saying they would use eco driving mode if they had it. As fleet management plays its part in hitting corporate environmental targets, drivers of fleet vehicles should be encouraged to use the use eco driving mode when it's appropriate to do so. This will not only save money but also help prevent harmful emissions.

Despite a muted enthusiasm for some

of the current ADAS features, drivers showed interest in the technology of the future 50% of the drivers asked would like to see Adaptive Wheels technology on their car when it's available, for automatic adjustment to best suit the road conditions. 57% liked the idea of Intelligent Glass, built-in sensors that darken the glass in bright sunshine. Once again though, there seemed a reluctance to accept technology that is used at speed to automatically move or stop the car. Only 38% of drivers would welcome Turning Assistance in their future vehicle, which is being developed to sense vulnerable road users and will automatically stop a car from turning.

Alison Bell concludes: "The technology in the cars we drive is changing quickly. In theory, self-driving cars could be on UK roads by 2025 but it seems that many drivers still have a steep learning-curve to take with the current technology. Helping drivers to understand ADAS will pave the way for adoption and acceptance of future technologies, all supporting the objective of reducing accidents on our roads."

For more information visit: [www.venson.com](http://www.venson.com)





## Fleet Solutions for Business

Our innovative approach can help you navigate your organisation through the changing face of fleet management

Funding,  
Procurement  
& Disposal

Vehicle  
Fit-out

Vehicle  
Administration

Vehicle  
Maintenance

Accident  
Management

Duty of Care

Daily Hire

Our industry white papers arm the Fleet Manager with the knowledge to future proof their fleet

[www.venson.com/white-papers](http://www.venson.com/white-papers)



Get in Touch  
**Tel: 0330 0947 803**  
[www.venson.com](http://www.venson.com)

## Sunderland City Council's drive toward becoming carbon neutral has moved up a gear with the new-look £9m Washington Parsons Depot

**The depot and its workshops are a hub for the council's 450 strong vehicle fleet and it has now been re-built and updated with the latest hi-tech and low carbon features.**

These include 25 fast charging and five rapid charging points for electrical vehicles (EVs) that can be charged up with energy from roof mounted solar panels.

One-in-ten council vehicles (44 EVs) are

now EVs and this is set to increase with Parsons now on line and staff settling into the updated six acre (2.58 ha) site in Parsons Road, Washington.

Work started on updating the site in summer 2021 with North East-based construction contractors Esh Group.

Deputy Leader of Sunderland City Council and Cabinet Member for Clean Green City, Councillor Claire Rowntree is the council's Climate Champion.

She said: "We are moving towards our aims of being a carbon neutral city and the Parsons Depot is part of this big picture. The hi-tech updates for energy consumption, carbon emissions and its environmentally friendlier facilities allow us to expand our capacity for specialist electric and other low carbon EVs.

"Parsons helps towards meeting our moves of making the council carbon neutral by 2030 and having a carbon neutral city by 2040. We have to look ahead and the new building here with all these facilities is a foundation stone for more low carbon work.

"Our City Plan is delivering a more dynamic, healthy and vibrant Sunderland and moving towards becoming carbon neutral - Parsons is part of this."

Alongside the EVs, Parsons includes new workshops, maintenance and testing bays for class 8 vehicles up to 42 tonnes. It has accommodation and garaging for winter maintenance, ground-works and environmental and cleansing plant and equipment, from street sweepers, and ploughs to grass cutters. Highways and horticultural services in and around Washington also use Parsons.

Paul Waller, Operations Director at Esh Construction said: "Esh Construction is proud to have delivered a scheme which leads the way in improving sustainability and carbon reduction for the City Council's vehicle fleet. "As a local contractor we delivered social and economic value throughout this scheme, with a key focus on procuring a local supply chain, employing a local workforce and providing on-site training opportunities."

## Essex County Council takes delivery of new fleet from NRG Riverside

**After deciding to move its Recycling Centres and waste transfer service in-house, Essex County Council (ECC) recognised the need to establish a specialist, diverse and reliable fleet with ongoing maintenance provision. Following a diligent tender process, they awarded the contract to NRG Riverside.**

As one of the largest counties in England, Essex councils manage around 700 000 tonnes of waste from Essex households per year, some 52% of which is recycled. As part of its waste management strategy, ECC encourages its residents to reduce waste and increase recycling to minimise the negative impact of waste on the environment. ECC works with the Essex Waste Partnership (EWP) to ensure that sustainable and cost-efficient waste management is delivered across Essex.

Working with chassis maker and dealer Harris DAF, NRG Riverside has



subsequently delivered 16 x 32t DAF Boughton hook loaders which is the vehicle of choice for lifting large waste containers. Its simplicity in design and operation, rugged strength, durability, and reliability make it an obvious choice for ECC. The 11 Boughton trailers will provide additional fleet support for effective bulky waste removal, transport, and treatment across the region.

Mr Craig Shuttleworth, Transport Manager for ECC commented: "As we are one of the largest Local Authorities and these Vehicles are on the front line for ECC, we wanted a vehicle that looks the part and is up to the job. We are very happy with the end result and are looking forward to working with

NRG Riverside over the coming years. Having them on a full maintenance package helps us to keep these vehicles in top condition with regards to Compliance and will hopefully keep rising costs down."

NRG Riverside's Kirsty Hillsden said: "As one of the UK's largest fleet operators, NRG Riverside has the knowledge and experience to recommend and provide specialist fleet solutions to local authorities looking to long-term contract hire vehicles, rather than buy them outright. It is a more cost-effective option, especially since hire rates are fixed for the term of the contract and with the inclusion of a maintenance package, fleet reliability is assured."





## CTS Hire continues to invest in latest vehicle technology

Municipal vehicle rental company CTS Hire is continuing its ongoing fleet replacement programme with the arrival of 11 brand new refuse collection vehicles (RCVs) this month. The new tranche of vehicles comprises 8x 7.5t RCV's on Isuzu chassis with NTM bodies and 3 x 36t Twin Pack Dennis Eagle RCVs.

Bob Sweetland, Managing Director, CTS Hire: *"We are constantly updating our fleet with the latest low emission, high specification vehicle technology. The arrival of these vehicles is just the start; we have many more vehicles on order that are due to arrive throughout the year."*

Pending additions to the CTS Hire fleet include 18t and 26t Dennis Eagle RCVs, 26t Mercedes Econic RCVs and a new fleet of caged tippers.

CTS Hire is the municipal vehicle rental division of contract hire



and fleet management company Specialist Fleet Services Ltd (SFS). CTS offers a wide range of high-quality, FORS, LEZ and DVS compliant vehicles, featuring the latest technological and safety enhancements, supported by a 24/7 national mobile engineer and workshop network. The fleet includes 3.5t-26t Refuse Collection Vehicles (RCV), specialist recycling vehicles, caged tippers, hook loaders and skip loaders, all available for short to long-term hire including contract hire options.

For more information visit: [www.ctshire.co.uk](http://www.ctshire.co.uk)



## Torfaen Council's new recycling vehicles now in service

**Torfaen Council's new recycling fleet is now in operation as part of a multi-million pound investment in the borough's waste and recycling service.**

The Council has invested £2,793,864 in 19 new vehicles which are able to collect a wider range of recycling materials at the kerbside.

The new trucks are fitted with 360-degree cameras to help with customer enquiries and staff training.

In the future these vehicles will also have in-cab technology which will send crews

real time information, such as where recycling has been missed or emergency road closures that could affect collection rounds.

Rachel Jowitt, Strategic Director for Economy and Environment, said: "We received the first two vehicles in October last year and we are delighted to now have all 19 in service. We would like to thank residents for their patience while we have been waiting to replace our ageing fleet.

"The new trucks will improve the reliability of our service and we are also investing in staff training and development to improve the overall quality of our service."

Staff are being given additional training in areas such as team leadership and health and safety, and team leaders will be made recognisable for residents to direct any questions to. Team leaders

will be in orange uniforms, and team members will be in yellow.

The new vehicles will play a pivotal role in increasing the amount of waste recycled in Torfaen.

Currently 63 per cent of rubbish in Torfaen is recycled but the Welsh Government wants all local authorities in Wales to recycle 70 per cent of rubbish by 2025.

Increasing recycling rates is just one of the ways Torfaen Council is committed to helping to tackle climate change. Using recycled material produces fewer carbon emissions than creating new material such as metal or plastics.

Last year, thanks to Welsh Government funding the Council also invested £893,000 in two new electric waste lorries to help reduce carbon emissions.

## Lancaster City Council is making it easier for people to make the switch to using more sustainable modes of transport

**Lancashire City Council has taken delivery of three new electric vehicles as part of the council's partnership with Co Wheels car club - which provides the opportunity to hire an electric vehicle for as little as £5 an hour - and are perfect for those who may only need a vehicle for short periods of time.**

The cars have been purchased using external funding provided to the city council for public health initiatives. They are now available for the public to book 24/7 in the following locations: Dallas Road Car Park (Lancaster), Salt Ayre Leisure Centre, and Preston Street (Carnforth).

Councillor Kevin Frea, cabinet member for the climate emergency, said: "One of the ways we can all make a difference to CO2 emissions and help to reduce air pollution is by cutting down our use



of private vehicles and instead use a sustainable mode of transport.

"For those times when a car may be needed, our partnership with Co Wheels is an excellent option as it provides the opportunity to hire an electric vehicle for short periods of time.

"I'm delighted that these new vehicles have been delivered and are now available for use."

County Councillor Phillippa Williamson, leader of Lancashire County Council, said: "Lancashire has made a good start to the transition to electric vehicles by installing 150 on-street electric vehicle charging bays throughout the county, and are currently pursuing opportunities to

be able to invest in more infrastructure to support them in the future.

"We're pleased to support the Co Wheels scheme by designating one of the electric charging bays in Carnforth for the exclusive use of the shared-use vehicle."

Councillor Chris Smith, Carnforth Town Council Mayor, said: "Carnforth Town Council is delighted that Carnforth has been chosen as a preferred location for one of the three new Co Wheels electric vehicles. The Co-wheels initiative is a cheap and convenient way of reducing the impact of unavoidable car journeys. We are confident that once the scheme becomes established the vehicle will become very popular."





## Jardine Motors Group cuts carbon through Veolia's fully circular waste oil management solution

**Jardine Motors Group have become the first of the UK's leading automotive dealer groups to take decisive carbon cutting action through the sustainable management of their waste oil contributing 100% of their used oil to the circular economy.**

Through servicing customers' vehicles at their 50+ sites nationwide, Jardine generates significant volumes of used lubricating oil which is now sent through a re-refinery process supported by oil recovery specialists, Slicker Recycling. This process transforms the oil back into a high-quality base oil product which is used as a key component for new lubricating products.

Of the 700,000 litres of used oil Jardine sends to be recycled each year, approximately 60% is processed into high-quality base oil, with the remaining material reused for new purposes. By recycling the used oil into new base oil products, this preserves valuable resources and will save over 340,000 kg

of CO<sub>2</sub> each year, which is 37% more carbon efficient compared to Processed Fuel Oil (PFO) production, a commonly used outlet within the UK automotive retail sector.

As part of the JMG contract, Veolia will also continue to implement wide-ranging carbon-efficient recycling routes for all other waste streams including dry mixed recycling, cardboard, metal and hazardous materials, and general waste. Recycling of materials from waste streams has a lower carbon footprint than using virgin materials so this new initiative will continue to significantly lower carbon emissions.

By accurately monitoring the performance of the recycling processes, using the Veolia customer hub, Jardine can also access the real time data on all their waste streams giving greater traceability, minimising the carbon footprint and impact on the environment.

David Muir, Finance Director at Jardine

Motors Group commented.

*"We are proud of the steps we are taking to combat climate change in our industry. Through our ongoing relationship with Veolia and Slicker Recycling, we have found a simple but effective way to manage our carbon output and minimise our environmental impact by now recycling 100% of our waste oil back to base oil."*

Keith McGurk, Managing Director - Commercial & Fleet, from Veolia added

*"Our ambition is to achieve ecological transformation by tackling climate change, resource depletion, pollution, and biodiversity collapse. Key to addressing these is effective recycling that significantly reduces carbon emissions. By using existing and new innovative solutions this contract now highlights the way the automotive industry can accelerate this process and achieve a low carbon future. We look forward to helping the Jardine Motor Group advance their sustainability goals"*

Visit [www.veolia.co.uk](http://www.veolia.co.uk).





## Don't take short-cuts on Commercial EV fit-outs

**In 2022 Battery Electric Vehicles (BEVs) comprised 16.6% of all new vehicle registrations, surpassing diesel for the first time to become the second most popular powertrain after petrol.**

Whilst it's clear that increasing numbers of fleet operators are making the switch to the latest zero emission vehicles, Venson Automotive Solutions is urging businesses to maximise their BEV investment by ensuring the vehicles are fully-equipped for service.

While new vehicles come with the promise of maximising payload efficiency and getting the job done efficiently, unless vehicles meet operational needs, businesses could be waiting some time for their return on investment.

Alison Bell, Operations Director at Venson Automotive Solutions explains, "When fitting out a commercial fleet there is always a careful balancing act to play between maximising efficiency and keeping a watchful eye on Total Cost of Ownership (TCO). That's why it's so important to choose an LCV fleet supplier who can advise on how to get the right conversion and fittings, such as external roof systems and internal storage, ventilation and security, to ensure the most appropriate layout for the vehicle, which in turn, will deliver operational cost savings."

*"While it's great for an LCV to look good, a van is a work horse, not a show pony. Getting the job done efficiently is the prime concern. Key to this is getting relevant stakeholders input into the conversion requirements. So selecting an LCV supplier who will take time out to listen carefully and understand the job required of the vehicle means a conversion that will ensure employees will get their work done efficiently and safely, while at the same time helping the business control its operational costs."*

It is not only the daily functionality of vehicle modifications that need to be factored in. Fit-outs can have a huge impact on TCO. With the escalating cost of fuel, electric or otherwise, commercial fleet operators should bear in mind the extra weight of certain fittings and ask themselves if they are 'nice to have' or essential.

Concludes Alison Bell, "It may not be front-of-mind when acquiring a new van, but businesses should always consider what will happen to the fit-out at the end of the contract. Can it be reused? Are there any additional costs that might be incurred in transferring the equipment to a different vehicle? It's fantastic to see that commercial fleets are switching to zero and lower emission vehicles, but consideration must be made before purchase of the day-to-day needs of these vehicles and the de-fleeting process to maximise resale values."

### Venson's top tips for choosing a commercial vehicle conversion supplier

- **Fit for purpose?** – consider what the vehicle is being used for, perhaps using a pick-up instead of a van means the driver can get closer to where the work needs to be carried out.
- **Plan Ahead** – anticipate the reuse of racking and other equipment to work out your lifetime costs for the conversion.
- **Cost savings** – running correctly specified vehicles is critical to the efficiency and productivity of the business. The right conversion ensures the best layout delivering operational savings.
- **Customised racking** – a provider that can design the maximum storage capacity will save money and time. It will also provide the opportunity to understand whether there's an opportunity to downsize the vehicle.
- **Turnkey solutions** – can lead to more efficient handovers and finance process.
- **Key-for-key handovers** – a supplier that can provide a one-stop-shop speeds up the time from vehicle order to in-service which helps support minimising fleet downtimes.
- **Reuse** – you can expect to get up to 10 years of use from some equipment. Consider equipment lifecycles when specifying conversion requirements and selecting new vehicle models.
- **Understand transfer costs** – if you are intending to transfer equipment from one vehicle to another, understand the cost implications including repairs and refurbishments.
- **Payload** – productivity and the impact on the vehicle's performance should be a key consideration when determining equipment specification.
- **DIY racking risks** – Don't try cutting costs and let a skilled workforce build their own racking to save money. This can prove costly and unproductive and can lead to health, safety and duty of care issues.

For more information visit: [www.venson.com](http://www.venson.com)





## First Hydrogen prepares LCVs for deployment

**First Hydrogen, automotive and energy developer, is undertaking mileage accumulation and vehicle evaluation to optimise the efficiency of its zero-emission light commercial vehicles (LCVs) ahead of the vehicles' deployment with fleet customers by the end of this month.**

Based on the vehicle weight, battery size and powertrain energy consumption, First Hydrogen's two demonstrator vehicles have an expected range of 400-600km, depending on the route, on a single refuelling, which takes less than 5 minutes. Conducted with powertrain specialists AVL, the tests will put the vehicles through a range of real-world duty cycles, including urban, rural and highways routes.

Data collected from the two hydrogen fuel cell-powered vehicles using onboard instrumentation will allow First Hydrogen to accurately determine fuel consumption and vehicle range in different driving scenarios. It will enable the Company to utilise AI for predicting energy consumption, optimising fuel efficiency

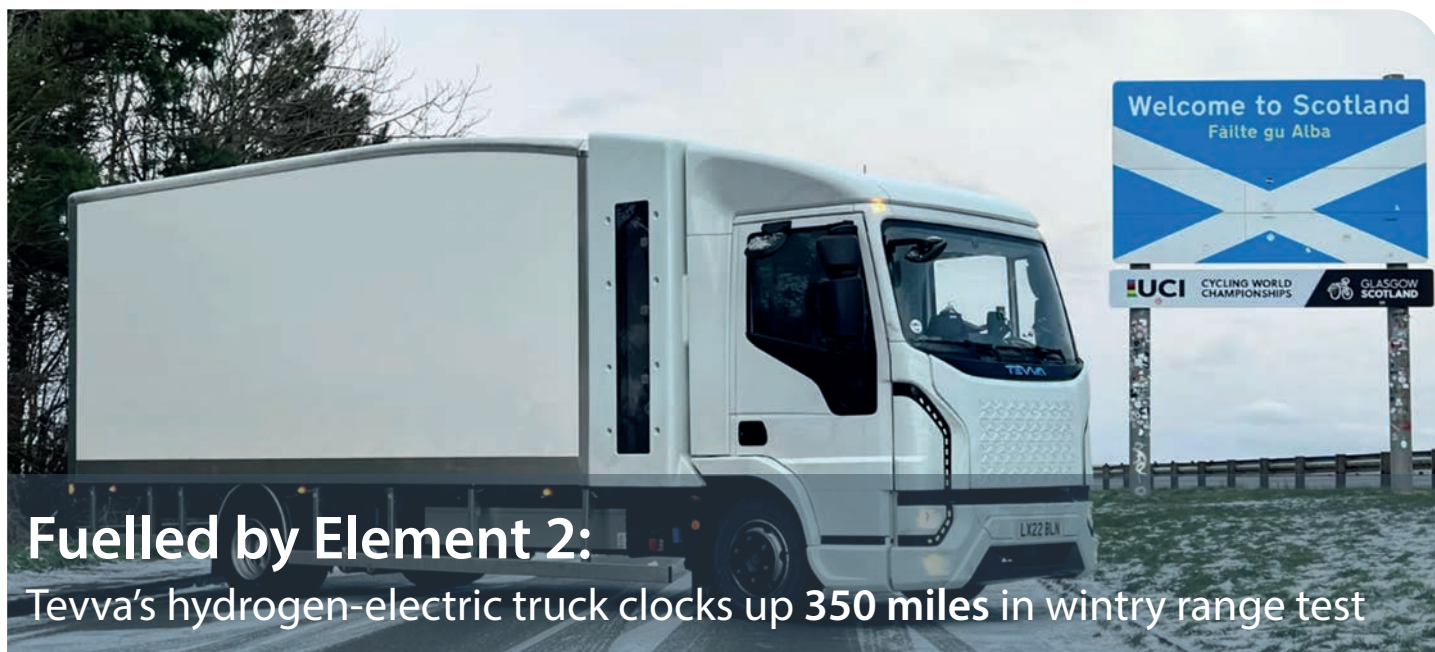
and identifying areas for further development. The data will capture real-world capabilities of First Hydrogen's future zero-emission vehicles, including its Generation II concept vehicle.

The process also allows comparison to simulations made for the Worldwide Harmonised Light Vehicle Test Procedure (WLTP) testing that is part of EU law. A global standard, WLTP is used by buyers and commercial fleet managers to compare vehicles' energy consumption, emissions, and, for electric vehicles, range calculations. Tests will take place until mid-March and data analysis will follow. Initial figures are expected by mid-March 2023 and will support First Hydrogen engineers to showcase the vehicles' competitive Total Cost of Ownership (TCO), which is key information for commercial fleet managers investing in new vehicles. The data will also allow potential customers to draw true comparisons between fuel cell electric vehicles (FCEVs), battery electric vehicles and vehicles with internal combustion engines.

The tests will be completed before First Hydrogen deploys its two vans for trials with major fleet operators in the UK as part of a programme with the Aggregated Hydrogen Freight Consortium (AFHC). These operational trials commence from 20 March 2023. They offer companies including national supermarkets, utilities, roadside assistance, and healthcare providers the chance to experience zero-emission LCVs alongside their own fleets.

Stephen Pendrey, Chief Engineer for First Hydrogen Automotive, says: "These tests are an important part of our vehicle development and help us to ensure the vehicle is performing as efficiently as possible and in line with expectations. The data enables us to factor in vehicle weight and payload to calculate the amount of energy used for propulsion. The results provide verifiable data on expected range per kilogram of hydrogen used. This information shows commercial vehicle owners and fleet managers the output they can expect in specific conditions and illustrates the financial benefits of switching to a FCEV."

For more information visit: [www.firsthydrogen.com](http://www.firsthydrogen.com)



## Fuelled by Element 2: Tevva's hydrogen-electric truck clocks up 350 miles in wintry range test

**Four Tevva engineers: Charlie Cordell, Byron Dolman, Ryan Clark and Toby Hurst recently carried out a 'range test' of Tevva's dual-energy prototype truck. The exercise saw the foursome accumulate more than 620 miles in the 7.5t hydrogen-electric vehicle, driving between Tevva's London HQ and the Scottish border at Berwick-on-Tweed – England's most northernmost town.**

The return journey saw the truck cover almost 350 miles alone, without needing a single stop for recharging. This was made possible by the truck's hydrogen fuel cell which tops up the range-extended (Rex) vehicle's lithium battery when needed.

Lead Engineer, Tevva Rex, Charlie Cordell said: "It was an amazing trip and we were so pleased the truck covered so many miles on the return leg, without the need to stop for a charge.

"The trip was a terrific demonstration of the range you can achieve in a truck that uses a blended system of electric and hydrogen. The freezing conditions were extremely challenging, but helpful too, in allowing us to gather important data about vehicle performance, meaning we could make tweaks here and there and tailor its development."

Temperatures rarely climbed above freezing during the trip, and at one point it dropped to minus 10.

The Tevva engineers stopped off for hydrogen refuelling at Element 2 in Teesside on the first leg of the journey, as well as an earlier stop in the midlands. Element 2 is currently building a national infrastructure of hydrogen refuelling sites.

Impressions from the road

The company's Chief Development Officer Dr Andrew Hagan said: "Providing the hydrogen for this significant journey is a proud moment. The superior range on this fuel cell vehicle is a comfort and reassurance for organisations ordering new vehicles and updating their fleets.

"We are building refuelling stations where they are needed most and removing diesel from our roads. This infrastructure will enable Tevva truck drivers to go the distance."

Engineer Ryan Clark, 25, joined Tevva two years ago after completing his engineering degree at Glasgow University. He says the exercise demonstrates the direction of traffic as far as hydrogen is concerned.

"On paper, of course, the range it achieved was expected", he said. "But it's still a great feeling, to put the prototype together and see it blasting that kind of mileage.

"What we're doing here is exciting. I talk to friends who are working in automotive and typically new engineers only get the chance to shadow teams working on significant projects. At Tevva, there's a sense of empowerment, an opportunity to get your hands dirty."

Graduate Engineer Toby Hurst, 24, agrees. He said: "With the distance it did, it performed extremely well – considering the conditions we faced.

"We had a good laugh getting the job done too. We like to enjoy what we're doing but we're deadly serious about testing our vehicles and playing our part in the zero-emission revolution."

During the trip, Ryan said the futuristic truck drew lots of admiring glances from fellow travellers and just as many questions.

"There was quite a bit of surprise when we told people it's a hydrogen-electric truck", he said. "I guess people just aren't used to seeing one. But they will be... eventually."

Charlie added: "One person asked us if it was an electric truck and we told them about the fuel cell, they said 'I see... makes sense'."

### Tevva's approach to hydrogen technology

Tevva's revolutionary hydrogen fuel-cell range extension technology enables its vehicles to do all the work of diesel, with total peace of mind about cost, range, and environmental impact.

By adding hydrogen into the energy mix, Tevva delivers a solution that gives operators the ability to decarbonise their fleets at the pace needed by climate science and demanded by society.

The company is taking a dual-energy approach to zero-emission mobility, utilising the best of battery-electric and hydrogen technology to maximise the performance of our vehicles.

Tevva is an active player in helping build the battery-electric and hydrogen infrastructure ecosystem, and recognises that the speed and scalability of hydrogen refuelling systems will be crucial to adoption while keeping costs under control.

Tevva is committed to making hydrogen convenient, affordable and sustainable for its customers.





## Mid and West Wales Fire & Rescue Service switches to DAVIS

**Mid and West Wales Fire and Rescue Service (MAWWFRS) with over 1,300 drivers, has switched to our fully automated DAVIS platform DAVIS compliance platform from Licence Check, with what it describes as 'excellent results'.**

MAWWFRS is responsible for providing public safety information, prevention and protection programmes, and emergency response cover for mid and west Wales – an area covering around two-thirds of Wales.

The Service runs 58 fire stations with 1,350 staff comprising 400 full-time firefighters, 709 on-call firefighters, 22 joint fire control staff and a further 220 support staff, operating a fleet of fire engines, light goods vehicles plus company and pool cars.

With a mission statement to 'make mid and west Wales a safer place to live', compliance is a hugely important issue for the Service and it came to the fore when it needed to switch from its existing supplier last autumn.

The timing was perfect as the Service was able to take advantage of a new tender award by the Welsh Government Commercial Procurement team for automated fleet compliance services, which had been awarded to Licence Check as sole provider in late 2022.

As a result, any public authority in Wales, including the NHS, local authorities, housing associations and blue light services, can now take advantage of the framework agreement and choose to work with us for fully automated

fleet compliance services including licence checking.

In a very short space of time, all MAWWFRS staff have been migrated to our award-winning cloud-based driver and vehicle compliance management solution, signing electronic mandates to allow fully automated licence checking via the Driver and Vehicle Licensing Agency (DVLA) Access to Driver Data service.

Sarah Davies, Health & Safety and Welfare Officer at MAWWFRS, has been responsible for introducing DAVIS across the Service and she praised the ease of the implementation process.

*"Our account manager, Joe Meakin, and the IT support team have been extremely useful; they have been especially quick in responding to my queries and very helpful throughout the whole set up process.*

*"Via DAVIS and the e-Permission method, we were able to email every staff member with a link to the driving licence check mandate which they then could sign electronically and allowed a licence check to be carried out immediately.*

*"The fact that DAVIS is a real-time digital checking service is very important to us as it allows us to check and verify the status of our drivers' licences in a matter of seconds. This is vital to us as we have so many operational staff who may be called out on urgent driving tasks 24 hours a day, seven days a week, across a huge area of Wales.*

*"So, it is very important that we know that those staff are entitled to drive the class of vehicle they have to drive as quickly*

*as possible in what are often emergency situations," she said.*

*"Our training delivery instructors really rate the new automated service as they are able to instantly check the status of staff they are training, whether they have a Category C licence which entitles them to drive a fire engine on a public road, for example. It makes their lives so much easier," she added.*

Sarah Davies said another major benefit of DAVIS was the report summaries it could generate on-demand. *"Now it is very easy to see the number of HGV and other classes of drivers we have, who they are and their licence status. Our previous system couldn't produce these very useful summaries.*

*"And with new recruits, every new driver has to undergo a driving assessment and submit to licence checking before they join the Service to speed up the recruitment process.*

*"We have found DAVIS very easy to operate with very little or no additional training required," Sarah continued.*

Managing Director, Keith Allen, commented: *"Given the nature of MAWWFRS's business which is rapid response 24/7 service with a high number of emergency calls including not just firefighting but road traffic accidents and flooding, occupational driving obviously poses one of the highest risks to the Service, so it makes perfect sense to go down a fully automated compliance route,"*

*"As a result, the Service is seeing a number of real operational benefits through the use of DAVIS to automate its driving licence checking processes and manage its driving risk more effectively and efficiently."*



# Mercedes-Benz Arocs puts Interlink Scaffolding in pole position for efficient deliveries

**Interlink Scaffolding is saving time and restricting its labour costs after commissioning an eight-wheeled Mercedes-Benz Arocs with a highly unusual, demountable crane body.**

The operator, which is commonly known as ISL and currently celebrating its 20th anniversary, is based in Birtley, Tyne & Wear.

The Arocs 3248 ENA has a single front steer axle and lifting, rear-steer axle, both of which are uprated to 9.0 tonnes and fitted with 'super single' tyres. The 12.8-litre 'straight six' engine's 350 kW (476 hp) output is smoothly transmitted to the double-drive bogie via a 12-speed Mercedes PowerShift 3 automated manual gearbox.

The ClassicSpace M-cab has a rest bunk and boasts a full complement of advanced technology. Highlights include MirrorCam, Mercedes-Benz Trucks' revolutionary alternative to conventional mirrors, and Multimedia Cockpit, interactive, the optionally upgraded version of its intuitively-operated twin screen dashboard

– in addition to a larger, 12in instrument panel, this comes with extra functionality, such as satellite navigation.

The Arocs was fitted by Notterkran in Switzerland with a Multilift Ultima Z tilt and slide hooklift and a demountable split dropside body with integral stabilisers on which is mounted a remote radio-controlled 33.5 tonne/metre Hiab X-HiPro 362 EP5 crane capable of lifting 1,860 kg at a distance of 15.1 metres.

Other features include a winch, for lowering scaffolding over the sides of bridges or down wells (Northumbrian Water is an important ultimate client), and a VBG drawbar coupling which allows the truck to pull a tri-axle trailer.

ISL undertakes housing, commercial building, civil engineering and industrial projects throughout the North East, and serves the rail infrastructure sector on a national basis.

Its first 32-tonner has joined a fleet of 16 trucks in which two other manufacturers are represented. The line-up includes a pair



*Agile Arocs: Its ENA configuration with rear-steer axle means the new 8x4 Mercedes-Benz is every bit as manoeuvrable as Interlink Scaffolding's established six-wheelers*



*Hooked on efficiency: Its use of demountable bodies allows Interlink Scaffolding to maximise productivity from its trucks*



of pre-owned 18-tonne Axors that have provided outstanding service since 2018.

The company was already running four 26-tonne Multilifts that work with demountable bodies which can be left on site for unloading and loading without delaying the truck. *"The demountable concept is ideal for our operation, but we realised that a crane would provide valuable extra flexibility,"* reported Director Mark Eddy.

*"The Hiab will reach to the back of the drawbar trailer and allows us to lift a tonne-and-a-half pack of scaffold tubes 16 metres in the air, so the lads don't have to handball it all up. Not only does that save a lot of costly time and effort, but it also provides health and*

*safety benefits."*

By moving to a 32-tonne chassis, ISL has ensured that despite the heavy crane the Arocs offers a 12-tonne payload, which is on a par with its six-wheelers. "One or two of our drivers who'd seen 8x4 tippers struggling to get out of tight spots expressed concerns about manoeuvrability but thanks to its ENA configuration the new Mercedes-Benz is every bit as agile as our 26-tonners," said Mr Eddy. He continued: *"We might only use the crane a couple of times a week and there's no point in carrying all that weight around when it's not required. At such times we'll send the truck out with one of our standard, much lighter bodies, and take advantage of the*

*increased carrying capacity."*

Commenting on the decision to place its prestigious order with Mercedes-Benz, Mr Eddy explained: "We were able to specify an Arocs built to N3G (off-road) specification, whereas our established supplier could only offer a standard N3 (on-road) chassis.

"We also put it to our drivers. The dealer provided us with a demonstrator and the feedback after the two-week trial was entirely positive. The guys quickly took to MirrorCam but what really impressed them about the Arocs was its high ground clearance – we're often on rough sites and up to our axles in mud, so that's going to be a big advantage."





## Sky goes Zero with Mercedes-Benz eVito

**Leading media and entertainment company Sky has purchased 11 new Mercedes-Benz eVito electric panel vans – as part of its drive to go net zero carbon by 2030.**

Sky opted for the latest eVito van, featuring a 66kWh battery with rapid DC charging, thanks to its 162-mile range and versatility.

The vans will be used by engineers to service TV and broadband customers across the UK.

All 11 vehicles have been converted to incorporate the bespoke racking and telematics systems required by Sky and impressive graphic wraps recognisable to the public.

The purchase, made with the help of Dealer Midlands Truck & Van, aligns with the Sky Zero mission; to cut its carbon emissions and those of its

suppliers by at least 50% within the next seven years while inspiring people to "#GoZero".

Rob Hannam, Head of Fleet at Unipart Logistics, which works with Sky as a repair and customer service partner, said: *"There are very few electric panel vans on the market, and even fewer that are suitable for carrying the equipment engineers need to fix problems quickly – so the eVito was the obvious choice."*

*"I am sure drivers will love its excellent handling and comfort, while most importantly the new vehicle will help Sky cut its carbon footprint even further."*

Carol Kirk, Vans Fleet Business Manager, Midlands and South at Mercedes-Benz UK, said: "We are thrilled that Sky has selected the eVito as a perfect combination of fantastic practicality, extensive range and, best of all, zero

emissions.

"The new model is proving popular with business customers from sole traders to large corporations; there seems to be very little the eVito cannot handle.

"Ben Redding and the team at Midlands Truck & Van have been excellent in supporting Rob Hannam and have worked with all parties to prepare and deliver the vehicles for conversion to Bott, and will further assist in the onward delivery to the engineers with a full handover.

"This vital service will include an in-depth product overview, charging guides and driving style tips, providing Sky engineers with an invaluable education into the world of electric mobility, as well as all of the features and benefits the eVito has to offer."



*"The eVito is a 100% electric model that means there is no need for us to compromise while taking a greener path."*

*"The size and specifications of the vehicle make it an ideal workspace for our engineers once it has been customised to our needs by converter and we can enjoy the confidence that comes with Mercedes-Benz manufacturing."*

Lorraine McNiven, Fleet Operations Manager at Sky

For more information about the eVito electric panel van, visit [www.midlandstruckvan.com](http://www.midlandstruckvan.com)



# Midlands Truck & Van Electric commercial vehicles

## Why choose an Electric Vehicle for your fleet

Midlands Truck & Van are here to help you make the right choice when it comes to picking your electric van.

**eVito** - Change the game with the all-new eVito. Designed to keep business moving into a sustainable future. Our new eVito raises the standard for the mid-size electric market once again, with a game-changing WLTP combined range of 162 miles and rapid DC charging of up to 80% in 35 minutes. It also has enhanced connectivity and safety features

**eVito Tourer** - Keep your passengers and your business moving in style with the game-changing eVito Tourer. With an impressive 217-221 mile combined WLTP range, plenty of room for the driver, 8 passengers plus luggage, and the ability to rapid charge up to 80% in just 40 minutes, the eVito Tourer is the most efficient and sustainable people carrier around.

**eSprinter** - The intelligently connected, hardworking large van in our electric line-up, the eSprinter can keep businesses moving cost-effectively and sustainably. The eSprinter is a powerhouse with all of the reliable practicality you'd expect from the UK's class-leading large van, plus advanced MercedesMe software to help you manage security, schedules, routes, charge and range.



For more information contact,  
Ben Redding  
Fleet Van Sales Manager  
07990 674882  
[ben.redding@midlandstruckvan.com](mailto:ben.redding@midlandstruckvan.com)



Midlands Truck & Van  
Mercedes-Benz Commercial Vehicles  
Birmingham | Coventry | Wolverhampton  
[www.midlandstruckvan.com](http://www.midlandstruckvan.com)





## Specifications: Mercedes-Benz eVito

**The next level, fully electric Mercedes-Benz eVito new panel van offers significant advances in efficiency, reliability and connectivity. It also offers an impressive 162-mile range, making electric mobility a feasible proposition for many businesses that have yet to switch from diesel.**

What's more, its 66 kWh lithium-ion battery can be restored to 80% of full usable capacity in just 35 minutes†, using a publicly available rapid charging point. As a result, a short stop to recharge can extend the vehicle's range by approximately 105 miles (WLTP combined).

AC fast charging to 100% capacity takes six-and-a-half hours using an 11kW Wallbox Type 2 charger, and approximately 20 hours using a regular domestic power outlet. eVito customers can take advantage of Mercedes-Benz Vans' home charge point offers, which are redeemable via its infrastructure partners EO and New Motion. EO charging can also support customers with depot and business charging rollouts.

As with previous eVito models, gearshift paddles allow drivers to adjust the recuperation mode by which battery

charge is extended through the recovery of energy when decelerating. A 'first' for the latest version is the DAUTO recuperation mode, which determines whether the van should glide with least possible resistance, or decelerate and recover energy into the battery.

The eVito's electric motor drives the front wheels, delivering peak and steady outputs of 116 hp and 95 hp respectively, and up to 360 Nm of torque. The 3.2-tonne vehicle offers a payload allowance of up to 807 kg and a maximum load volume of 6.6m<sup>3</sup> – the battery is safely housed beneath the floor, so does not impinge on the available space. The cargo area is easily accessed via sliding doors on body sides of the vehicle, as well as from the rear.

Mercedes-Benz Vans is widely acknowledged as the market leader when it comes to safety, and the new eVito achieves a 'Gold' rating from the independent crash testing body Euro NCAP. Additions to the outgoing version's standard specification include Active Brake Assist with pedestrian recognition technology; Attention Assist, which detects drowsiness in the driver and encourages them to take breaks when

tired; and Cruise Control with Adaptive speed limiter function.

As with all Mercedes-Benz vans, the eVito comes with a three-year, unlimited mileage warranty, although the battery cover extends to eight years or 160,000 km. Anti-theft protection in the form of double locks and a Thatcham Category 1-approved alarm, and award-winning MobiloVan support with free, round-the-clock emergency roadside assistance including out-of-charge cover, add further peace of mind for customers.

The new van is also equipped as standard with an intuitively-operated, seven-inch touchscreen with smartphone integration, and comes with a three-year subscription to the Mercedes me app. This provides connectivity via digital devices to a variety of services, including remote eCharging, Navigation with Electronic Intelligence, which allows routes to be plotted with reference to public charge points, and live tracking and remote locking.

Drivers can use the pre-conditioning function in the Mercedes me app to programme cooling or heating of their van while it is charging, conserving battery life and maximising range,





Drivers can use the pre-conditioning function in the Mercedes me app to programme cooling or heating of their van while it is charging, conserving battery life and maximising range, while simultaneously ensuring the cab temperature is perfectly comfortable from the 'off'.

while simultaneously ensuring the cab temperature is perfectly comfortable from the 'off'.

To minimise vehicle downtime, Mercedes me also monitors the 'health' of critical parts and provides real-time updates on upcoming maintenance requirements that can be relayed remotely to the customer's official Mercedes-Benz Dealer. Choice is extended too. Like its predecessor, the new eVito is available in the PROGRESSIVE trimline – standard

specification includes air conditioning, a Comfort driver's seat with heating, a reversing camera, and the AUDIO 30 entertainment system with DAB radio, Apple CarPlay and Android Auto.

Now, though, customers can opt for the enhanced specification of the new PREMIUM line. This adds styling features such as metallic paint with colour-coded bumpers, 17-inch, aerodynamically-optimised light alloy wheels, a chrome grille and a leather-covered steering

wheel, along with practical driver aids including PARKTRONIC parking sensors, front fog lights, electrically-folding door mirrors and lumbar support for the seat. To simplify its offer and provide extra value, Mercedes-Benz Vans UK has also introduced four option packages. These incorporate additional features in attractively priced bundles. They are: Load Area Package, Technology Package PLUS, Comfort Package PLUS and Driver Assistance Package.

For more information about the eVito electric panel van, visit [www.midlandstruckvan.com](http://www.midlandstruckvan.com)





## The new eSprinter: the most versatile and efficient Mercedes-Benz eVan of all time

### Efficiency, range and load capacity makes the new Mercedes-Benz eSprinter a versatile all-rounder.

This first variant of the panel van will launch in Europe at the end of 2023, with the cab chassis variant and other battery variants gradually following, making the eSprinter a viable option for numerous new sectors, as well as for converters and body manufacturers.

The vehicle will be based on an original concept consisting of three modules. The front and back modules can be used with all available variants, regardless of wheelbase and battery sizes, ensuring maximum synergies in production, and greater economies of scale.

The module for the integrated high-voltage battery is housed in the underbody of the front module between the axels to save space and creates a low centre of gravity, which has a positive influence on handling and increases driving safety.

The rear module features an electrically driven rear axle and a powerful electric motor.

The electric range, based on a simulation using the WLTP cycle, will be up to 248 miles. The simulated range based on the WLTP city cycle will be up to 310 miles.

The main components of the electric powertrain (eATS) in the new eSprinter are two new developments: the efficient motor and the innovative electric rear axle, both of which are being used for the first time in a battery-electric van from Mercedes-Benz.

The permanent magnet synchronous motor (PSM), which weighs only around 130 kilograms, is characterised by particularly high efficiency and optimised thermal management. The motor is available in two power levels, with 100 or 150 kilowatts of peak output, and delivers a torque of up to 400 newton metres.

The electrically driven rear axle makes cab chassis variants possible in addition to the classic panel van. For the customer, this brings advantages with regard to conversions and superstructures, vehicle lengths (A2 and

A3), maximum gross vehicle weight (up to 4.25 tonnes) and trailer loads (up to 2 tonnes).

In keeping with the three modules, Customers will also be able to choose between three different batteries for the new Mercedes-Benz eSprinter, depending on their individual range and payload requirements, with usable capacities of 56, 81 or 113 kilowatt hours. Lithium/ion phosphate (LFP) cell chemistry allows the battery variants to be kept free of cobalt and nickel, while active thermal management to ensure maximum efficiency.

Like all electric vans from Mercedes-Benz, the new eSprinter is capable of charging with both alternating current (AC) and direct current (DC). The on-board charger, which converts the current in the vehicle when charging with alternating current, for example at a Wallbox, has a maximum output of 11 kilowatts. The new model can be charged with up to 1151 kilowatts at rapid-charging stations, enabling customers to charge from 10 to 80 percent in around 28 minutes for the





*“With the new eSprinter, we are taking the electric large van segment to a new level. The triad of efficiency, range and load capacity with simultaneous Total Cost of Ownership optimisation makes the new eSprinter the most versatile Mercedes-Benz eVan ever.”*

*Mathias Geisen, Head of Mercedes-Benz Vans*

56 kWh battery and around 42 minutes for the 113 kWh battery.

The new eSprinter will offer a multitude of technical innovations, including and the cloud-based services in the Mercedes me3 digital ecosystem. It also comes with the latest software generation of Mercedes-Benz User Experience (MBUX). Features include Navigation with “Electric Intelligence”, which helps customers plan ahead efficiently and effectively. For example, it shows the current range in real time depending on the current traffic

situation and the topography of the route. It also calculates the best possible charging strategy to get to the destination as quickly as possible, or to have the desired state of charge (SoC) at the destination. Authentication at the charging station is simple via MBUX, with payment via Mercedes me. Other highlights include increased performance, extensive personalisation options and optimisations of the “Hey Mercedes” voice control assistant. Mercedes-Benz Vans has firmly anchored its leadership aspiration for

electric mobility in its strategy. With the Vito E-CELL, Mercedes-Benz Vans was already a pioneer in the market for locally emission-free vans in 2010. Today, Mercedes-Benz has electrified all segments from the Small Van to the Mid-size Van and the Large Van.

From the middle of the decade, Mercedes-Benz Vans will be implementing the next stage of its electrification strategy with VAN. EA (Mercedes-Benz Vans Electric Architecture): From 2025, all new models will be allelectric.



## European Whole Vehicle Type Approval received for all-electric Volta Zero

**Volta Trucks, the all-electric commercial vehicle manufacturer has announced another significant milestone on its journey to production, receiving European Whole Vehicle Type Approval for its 16-tonne all-electric Volta Zero vehicle.**

The European Community Whole Vehicle Type Approval (ECWVTA) certification allows Volta Trucks to produce and sell the all-electric Volta Zero in volume. It's the process used to ensure that all vehicles meet the stringent and relevant environmental, safety and security standards.

The certification of the all-electric Volta Zero comes as the second-generation 'Production Verification' prototypes are soon to be delivered to customers across Europe as part of a Pilot Fleet of vehicles. These vehicles will be loaned to customers for extended periods of

time, allowing fleet operators to fully understand how the all-electric medium duty truck will integrate into their operations.

To achieve the required accreditation, Volta Trucks worked with the experts at ATEEL UK Ltd and ATEEL S.à r.l., the international Technical Service, and SNCH, The Société Nationale de Certification et d'Homologation, the Luxembourg approval authority who oversee approval for international UNECE and European regulations. These approval bodies oversaw the testing and reports to secure the certification of the Volta Zero. The vehicle underwent multiple systems and individual component testing on areas such as braking, steering, lighting and glazing, along with the vehicle safety systems.

Customer's own Series production Volta Zeros are due to start rolling off the line

of the company's contract manufacturing facility in Steyr, Austria, in early Q2 2023. The plant is ready to meet the strong customer demand for the purpose-built, all-electric medium duty urban delivery truck.

Essa Al-Saleh, Chief Executive Officer of Volta Trucks, says; *"Receiving the European Community Whole Vehicle Type Approval is a huge milestone for Volta Trucks, and our mission to make city centre streets safer and more sustainable for all. We've developed a completely new vehicle from the ground up, and it's a testament to our Engineering and Developments teams that the Volta Zero has passed these stringent and demanding tests so quickly. We are now all set for the start of Series Production at our manufacturing facility in Steyr, Austria, to put trucks into the hands of our customers, and start the work of delivering on our mission."*



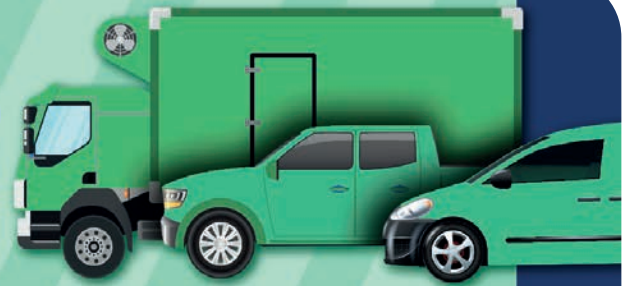
FEBRUARY 2023

NEW LCV REGISTRATIONS

TOTAL: 17,540

8.5%

YEAR-ON-YEAR CHANGE



Pickups	1,563	↑	42.3%
4x4s	145	↑	90.8%
Vans <=2.0t	346	↑	5.2%
Vans >2.0-2.5t	3,361	↓	-16.5%
Vans >2.5-3.5t	12,125	↑	14.0%
Rigids >3.5-6.0t	341	↑	37.5%

YEAR-ON-YEAR CHANGE



## Best February in quarter of a century for UK van market

The UK new light commercial vehicle (LCV) market grew for the second consecutive month in February, rising by 8.5% to 17,540 units, according to the latest figures published today by the Society of Motor Manufacturers and Traders (SMMT). While February is traditionally a volatile month due to small volumes as many operators delay procurements until March and the new number plate, the increase marks the best February performance since 1998, the year before the bi-annual plate change was introduced.<sup>1</sup>

Registrations of vans weighing greater than 2.5 to 3.5 tonnes rose by 14.0% to reach 12,125

units, more than two thirds of the total market (69.1%), while vans weighing up to and including 2.0 tonnes increased by 5.2%. Conversely, medium-sized vans weighing greater than 2.0 to 2.5 tonnes fell by -16.5% to 3,361 units, reflecting the broader long-term trend towards larger units. The smaller volume pickup and 4x4 utility segments both saw double-digit growth, up 42.3% and 90.8% respectively.

Deliveries of battery electric vans, meanwhile, declined to 966 units, down -44.5% on a particularly strong February in 2022, with traditionally smaller volumes in the month accentuating natural

fluctuations in fleet investment. With more new models set to hit the market in the coming months, growth is expected to resume, with the latest market outlook anticipating electrified van registrations to rise by 64.5% to some 28,000 units this year.<sup>2</sup> Long-term growth to meet net zero ambitions, however, will depend on a strong, flexible market and dedicated infrastructure, which is so far lacking.

Year to date, overall LCV registrations are up by 17.5% on the same period in 2022 and by 5.3% on the first two months of 2020,<sup>3</sup> pre-pandemic, reflecting demand for these critical vehicles from key sectors.

*"Following a torrid 2022, the UK van market is returning to sustained growth that is exceeding even pre-pandemic levels. Given the importance of vans to keeping the British economy and society on the move, this growth is good news. With the ZEV market still at a very early stage, however, a concerted effort by all stakeholders to accelerate van-suitable chargepoint installation must become an urgent priority, enabling long-term net zero fleet investment at the scale necessary."*

**Mike Hawes,**  
SMMT  
Chief Executive

Commenting on the latest figures from the SMMT, Nick Williams, Transport Managing Director, Lloyds Banking Group said:

*"February has seen another promising month for EV uptake, with 12,310 new vehicles registered. However, if our charging infrastructure is to adequately service the growing number of EVs, it will need significant expansion, both in terms of the volume and the distribution of chargepoints across the country. With the new Chancellor due to deliver his Spring Statement this month, drivers will be looking to the Treasury to confirm investment that will support the UK's charging network."*

# Hyundai announces i10 N Line specifications

**Along with Hyundai's other N Line models, the i10 N Line introduces a number of external and internal design features influenced by the lauded i30 N, as well as chassis enhancements specific to the model. i10 N Line also introduces the 1.0 T-GDi petrol engine, offering 100PS and 172Nm of torque from only 1500rpm.**

N Line styling changes include exterior features such as a bespoke N Line front grille with integrated LED daytime running lamps, unique design N Line 16" alloys, N Line badging to the front wings, dual chrome exhaust tips, rear LED combination lamps and red stripe finishing to the front and rear bumpers. Interior design. In addition customers get a N branded steering wheel and gear stick, N Line cloth

seats with red stitching, rear privacy glass, black roof liner and red air vent details.

i10 N Line also introduces a number of powertrain changes over the standard model. These include the introduction of the 3 cylinder 1.0 T-GDi petrol engine with 100PS and 172Nm of torque, giving a 0-62 time of 10.5 seconds and a 115mph top speed.

Whilst i10 N Line features different styling features, the model still follows the rest of the i10 range with a high level of standard connectivity in the form of standard Bluetooth® with steering wheel controls and voice recognition and an 8" display audio system with subscription free Apple CarPlay™ and Android Auto™. An optional Tech Pack adds both navigation and Hyundai's Bluelink® telematics system which

carries a free of charge 5 year subscription.

In terms of safety i10 N Line also includes the same comprehensive SmartSense safety package which includes Lane Departure Warning System with Lane Keep Assist (LKAS), Driver Attention Warning (DAW), High Beam Assist (HBA) and Forward Collision Warning System (FCWS) with integrated Autonomous Emergency Braking (AEB), and eCall.

i10 N Line is available in a choice of four colours, with a no cost option solid finish and as an option a choice of three pearl and a two tone finishes.

All New i10 N Line models come with Hyundai's industry leading five Year Unlimited Mileage Warranty, Roadside Assistance package, 5 Year Annual Health Check, and 12 Year Anti Corrosion Warranty.





# Vauxhall: GSe

All three GSe variants offer upgraded electrified performance with enhanced driving dynamics and styling

**Vauxhall has opened order books on the Astra GSe and Grandland GSe models, with first customer deliveries due from early summer. Astra Sports Tourer GSe will go on sale towards the summer.**

GSe stands for Grand Sport Electric and is the new performance sub-brand from Vauxhall, integrating electric performance credentials with sharp handling and styling. Each of the GSe models features unique styling upgrades, inside and out, and comes with upgraded electrified drivetrains and improved handling thanks to suspension and steering upgrades.

## Astra GSe & Astra Sports Tourer GSe

Both Astra GSe and the Astra Sports Tourer GSe feature styling upgrades to help them stand out on the road. A 10mm lower profile thanks to revised suspension and damping, and 18-inch 'Commodore' wheels give the vehicles a distinct stance, while a black roof and black Griffin logos are also featured. Inside Alcantara®-trimmed performance front seats, certified by Germany's AGR ('Aktion Gesunder Rücken' or 'Campaign for Healthier Backs') and a GSe-specific leather steering wheel are included as part of the GSe upgrades.

Across both Astra GSe and Astra Sports Tourer GSe models, the suspension has been enhanced with 11% stiffer springs and come with Frequency Selective Damping (FSD) technology by specialists KONI for further improvement in ride and handling.

The steering has also been recalibrated to deliver a response that is 9% faster, for a sportier feel, while the electronic stability control (ESC) has been set to engage slightly later.

Both models feature Intelli-Drive technology with Forward Collision Alert and Active Emergency Braking with Pedestrian Detection. Also included is Drowsiness Detection, Lane Departure Warning and Traffic Sign Assistant, Cross Traffic and Side Blind Spot alert and Automatic Speed Assistant with Stop Function.

Both Astra GSe and Astra Sports Tourer

GSe come with upgraded performance from the Plug-in Hybrid powertrain seen on the conventional model range. Both models are powered by a 180PS 1.6-litre four cylinder petrol engine, connected to an 81.2kW (110PS) electric motor for a total power output of 225PS and maximum torque of 360Nm. Featuring a 12.4kWh battery, Astra GSe models achieve up to 40 miles of electric range, while Astra Sports Tourers achieve 39 miles between charges. With emissions as low as 25g/km CO<sub>2</sub> and 26g/km CO<sub>2</sub>, both models are eligible for a Benefit-in-Kind rate of just 8% and 12%, respectively.

## Grandland GSe

The Grandland GSe is Vauxhall's most powerful model with 300PS and all-wheel drive thanks to the combination of a 200PS 1.6-litre petrol engine and two electric motors, an 81.2kW (110PS) at the front and an 83kW (113PS) at the rear axle. With emissions as low as 27g/km CO<sub>2</sub>, and a fully electric range of 41 miles thanks to the 14.2kWh onboard lithium-ion battery, the Grandland GSe qualifies for the 8% Benefit-in-Kind tax bracket.

As with the Astra GSe and Astra Sports Tourer GSe, Grandland GSe models come with several styling upgrades, including 19-inch 'Monza' alloy wheels. Inside, AGR-certified seating and a GSe-specific steering wheel can also be found.

On top of the technologies featured in Astra GSe models, Grandland GSe models also come with Advanced Park Assist. Night Vision is also available as an optional extra.

With MacPherson struts at the front and a multi-link axle at the rear, the Grandland GSe is also fitted with firmer springs and dampers with KONI FSD (Frequency Selective Damping) technology, enabling different damping characteristics for the optimum balance between ride comfort and handling. As a result, it offers more precise and consistent responses while retaining superior stability under braking, in corners and at higher speed.





Grandland GSe is Vauxhall's most powerful new car, featuring 300PS and all-wheel drive





## Peugeot: New 48V Hybrid powertrain for the 3008 and 5008

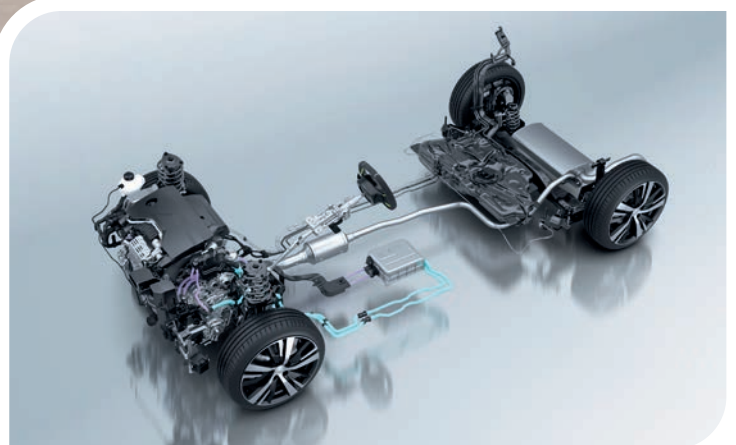
**Peugeot has announced a new 48V Hybrid powertrain for the 3008 and 5008. The new powertrain complements the existing Peugeot electrified range, and couples a 136hp PureTech petrol engine with a 6-speed dual-clutch electrified gearbox that features an integrated electric motor which helps reduce fuel consumption by 15%.**

This new powertrain takes the place of the PureTech 130 EAT8 offering and will soon be available on other models in the Peugeot range, including 208, 2008, 308, 308 SW, and new 408.

During everyday driving the combustion and electric motors can run concurrently or separately to maximise efficiency with drivers being notified via the Peugeot i-Cockpit® of which power source is in use. When the battery charge allows it, the Hybrid system makes it possible to start, manoeuvre and drive at low speed in heavy traffic in 100% electric mode. In urban driving, the Peugeot 3008 and 5008 Hybrid can be driven more than half of the time in 100% zero-emission electric mode.

The new 48V Hybrid powertrain results in a drop in fuel consumption of 15% with these savings mostly being achieved during urban driving, while motorway efficiency remains unchanged. When the car is decelerating, the petrol motor shuts off completely, allowing the electric motor to generate energy to recharge the battery.

At higher speeds the combustion engine stops when the driver releases the accelerator pedal at a steady speed and when slowing down. When the engine is under high load, such as during overtaking, the electric motor provides additional torque with a one-off boost that compensates for the turbo's response time. This will avoid downshifts and provides more driving



comfort and dynamism. When the driver presses the accelerator fully, the electric engine provides an additional 9 kW (approx. 12 hp) of power.

The 48V Lithium-Ion battery is installed under the front left seat to ensure the full boot volume is maintained. It has a gross capacity of 898Wh and an available capacity of 432Wh. It is designed to maintain the same level of performance throughout the life of the vehicle and comes with an 8-year/100,000 mile warranty.

Peugeot models equipped with the new Hybrid powertrain have a specific display embedded into i-Cockpit®. The digital display shows 100% electric driving (speedometer in blue), the flow of energy in the system, the battery charge level, its operating status via a power meter (Charge, Eco, Power) and the percentage of distance travelled in electric mode at any one time or at the end of the journey.

In addition, these models will be equipped with an AVAS (Acoustic Vehicle Alerting System) which emits a sound outside at up to 18mph to warn pedestrians and cyclists that the vehicle is approaching.



# Peugeot: New 508

**The new Peugeot 508 range, available in Fastback, SW and the high-performance Peugeot Sport Engineered variants. Available from June 2023 onwards, the new 508 range adds new styling, improved performance and advanced technologies for fleet customers.**

With the new 508, Peugeot reveals a new design for its top-of-the-range executive cars. The new front end brings further dynamism and bears the brand's new emblem at its heart.

These models feature a new front end fully integrating the distinctive grille lower into the bumper - a family trait shared with the new 3008 and 5008, plus the signature lighting system with three claws at the front. Across all versions, these claws feature a unique design that integrates them into the extremely slim Matrix LED headlamps.

At the rear, the new LED lights incorporate the signature 3-claw design with scrolling indicators.

Inside the new 508 and 508 SW, a new emphasis is placed on the quality and modernity of the materials. This includes a new premium upholstery and a new gearbox control unit for improved ergonomics.

Inside every new 508, infotainment technology takes a step ahead thanks to the new Peugeot i-Connect® Advanced infotainment system. This system is equipped with a 10-inch high-definition central screen, connected navigation, natural language voice recognition, wireless smartphone connectivity and over-the-air (OTA) updates.

The new 508 range represents the best of Peugeot in terms of driving pleasure

and comfort, complemented by an extensive suite of driving assistance systems. These include:

Night Vision, using infrared camera technology to alert the driver of any hazards ahead before they are visible under high beam lighting.

- Level 2 semi-autonomous driving assistance, consisting of Adaptive Cruise Control with Stop and Go and Lane Keeping Assist.
- Parking assistance with HD camera technology.
- Adaptive suspension with 3 settings (Normal, Comfort and Sport).

The range of powertrains available for Peugeot 508 and 508 SW includes two Plug-in Hybrid versions, a new 180hp and a 225hp version. Also available are a 130hp PureTech petrol version and a 130hp BlueHDi diesel version. All engines are combined with the EAT8 8-speed automatic transmission. The thrilling 508 Peugeot Sport Engineered features a 360hp Plug-in Hybrid drivetrain and all-wheel drive.



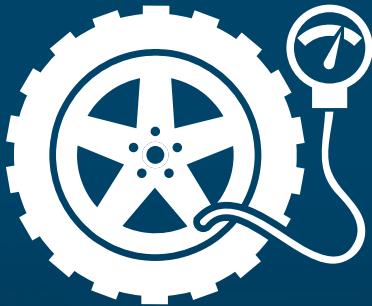
Find out more visit: [www.peugeot.co.uk](http://www.peugeot.co.uk)

EASY REFERENCE GUIDE

# CAR TYRES

CAR TYRES ARE ESSENTIAL FOR KEEPING YOU AND YOUR PASSENGERS SAFE ON THE ROAD. **THE DRIVER** IS RESPONSIBLE FOR TYRE CONDITION.

## CHECK YOUR TYRES AT LEAST ONCE A MONTH



### AIR PRESSURE

Check your tyres are at the manufacturer's recommended pressure. This may be in the door shut, fuel filler cap or owner's manual



### CONDITION

Remove any stones or objects from the tyre's tread. If you spot lumps, bumps or cuts, get your tyres checked by a professional.



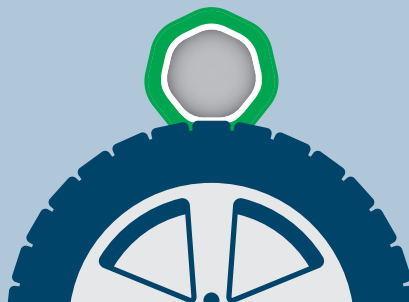
### TREAD

The UK legal minimum tread depth is 1.6mm across the central three quarters of the tread. Check you're safe with the 20p test below.



Simply place a **20p coin** into the main tread grooves of your tyres.

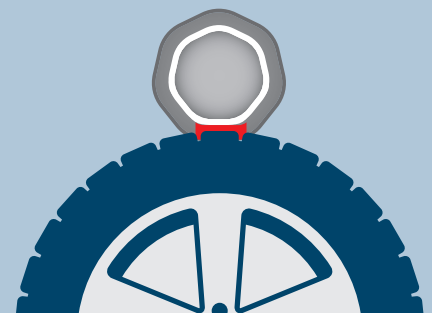
Check at least three locations around each tyre.



If the outer rim of the coin is **obscured**

Your tread depth is above the legal limit.

Stay safe by checking your tyres at least once a month.



If the outer rim of the coin is **VISIBLE**

Your tyres may be illegal and unsafe.

Get them checked immediately by a tyre professional.