

Balancing your vehicle costs - Fleetdrive announce latest seminar.

With harsher trading conditions all businesses are mindful of costs. In many businesses the vehicle costs are a major overhead. Whether you operate a fleet of vans or only a couple of manager's cars there may be savings right under your nose.

On 30th of June Fleetdrive are holding the latest of their popular seminars to help you to uncover savings in your business.

On the day find out how your business can

Pay less tax due to new CO2 based capital allowances

Save money on Van costs

Save 10% on insurance and have safer drivers

Save 10% on fuel with better vehicle choice



There will also be ample opportunity to find answers to your specific enquiries with our panel of experts from **Wayside Audi, Lloyds TSB Autolease and RAC Risk Management**.

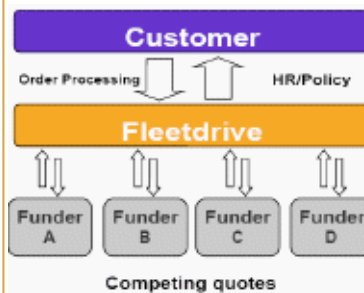
If you can make it please click on the banner below to complete your registration or

call us on **0800 1971297**. If you are unable to make it then please do not hesitate to contact us for a **FREE consultation** and written review of your vehicle operations.



Hybrid vs Diesel – which is

Get more for your money with Fleetdrive. We search for the best value for you obtaining competing quotes for each of your cars or vans.



Contact us today for quotes on contract hire, finance lease etc.

Want a quote?

Special Offers



Audi A4 2.0 Tdi Final Edition Cabriolet

Very high spec

£329 + VAT

3 in advance followed by 36 monthly rentals of £329 (All rentals exclude VAT)



the real eco fuel?

Bottom line is if you use hybrids on the motorway the benefit of regenerating lost energy while braking is minimal. At worst you are left with an overweight underpowered (and therefore less efficient) petrol car. Actual emissions are generally directly proportional to fuel economy. If you look at the figures for the Prius and the 1.6 Econetic Focus you will see the Prius is much better for town driving and the Focus much better on motorway type driving.

MPG	Urban Cold - more in town	Combined	Extra Urban - More Motorways
Prius 1.5 T3 Hybrid	50	65	78
Focus 1.6 Tdi Econetic	56	65	67

So to make sure you are truly green you need to take account of the likely journeys to be undertaken and the hybrid really will only be economically better for intensive town driving. Don't forget also to consider disposal of the batteries and production costs (economically and ecologically).

I think the article from the USA below expands on this topic very well.

Mike Potter MD – Fleetdrive management ltd.

Article by Cary Russ

Should You Buy Hybrid or Diesel? - Just The Bottom line Facts

Hybrids are trendy, and, as an automotive writer, I've had the opportunity to drive all of the current production gasoline-electric hybrid cars and a few prototypes. Knowing this, friends and acquaintances have asked me if they should buy a hybrid.

The first thing I do is ask them a question: how much city and traffic driving do you do? Because that's where hybrids have the most advantage in fuel economy. When a hybrid is stopped at a light, or in traffic, where a regular car will get zero miles per gallon, it doesn't use any fuel. And when running at slow, steady speeds and light engine loads, as in under 35 mph or so on level ground, a hybrid will run under electric power, using no gasoline.

Under acceleration and at highway speeds, the hybrid uses its gasoline engine, perhaps with an assist from the electric motor while accelerating. Because the gas engine is smaller than the one in a similarly-sized gas-only car, it may be running under a higher load, particularly under acceleration or while climbing a hill. Because of that, fuel savings might be less than expected.

The dirty little secret of the hybrid world is that EPA highway fuel economy ratings are more than a little optimistic. Because of the abstract way that the ratings have been calculated, internal-combustion engine fuel economy is also inflated, but not usually by as much. Changes in calculation methodology have been announced, which is good, because most of us do not drive at a steady 50 mph on level ground when on the highway.

Audi TT 2.0 tdi

139 g/KM CO2

£ 289 + VAT

3 in advance followed by 35 monthly rentals of £289 (All rentals exclude VAT)



Lexus 2.2d SE 4dr man

New model 148 g/km

£ 269 + VAT

3 in advance followed by 35 monthly rentals of £269 (All rentals exclude VAT)



BMW 116D Sport 5dr

118 Co2

£ 259 + VAT

3 in advance followed by 35 monthly rentals of £259 (All rentals exclude VAT)

All the above are based on 36 months agreements unless otherwise stated. Based on contract hire agreement. Written details available on request. Specs may differ to the picture so please check. Subject to credit approval and manufacturer lead times.

Still, if you do a lot of city driving or commuting, a hybrid makes sense. If you want better fuel economy and do more highway driving, buy a diesel> Yeah, you heard that right. Modern diesels are less like the ones we'd rather not remember from the 80s than modern gasoline engines resemble their counterparts from the 1950s. They are quiet, smooth, and smoke-free, thanks to new design and construction technology and new ultra-low sulfur fuel. Spark-ignition (gasoline) engines have been the focus of development for passenger car use, especially in the US, for the past century. Compression-ignition (diesel) engines are just beginning a period of development. Consider the diesel of today to be where the gasoline engine was in about 1970. New fuels and emissions technologies are about to make some major changes for cleanliness and efficiency - and the diesel is already more efficient than the spark-ignition engine.

The Lexus RX 400h I drove recently got 24 mpg overall in a week of mostly highway driving. Not bad for a two-ton vehicle. But I recently drove a 2007 Mercedes-Benz E320 Bluetec turbodiesel under similar conditions, at mostly higher speeds, and got 34 mpg. Yes, the Benz is lighter, by about 500 pounds (a 13 percent difference), but the diesel's fuel economy was 40 percent better than the hybrid's.

Diesel-electric hybrids? Likely in the future. Note, too, that diesels are amenable to alternative fuels. Biodiesel, produced from used cooking oil, is available today. No surprise that a diesel engine can run on cooking oil - the petroleum product known as diesel fuel was not available when Dr. Rudolf Diesel developed his compression-ignition engine. Among the fuels he used before the development of a petroleum-based fuel was peanut oil.

Money back from your vehicles? - Sale and leaseback on the increase.

With even more tax advantage now given to contract hire we are seeing a lot more enquiries for sale and leaseback for company cars and vans. Without having to acquire any new vehicles you can take advantage of reduced administration and tax efficient funding with contract hire:

The process is fairly simple:

- Tell Fleetdrive what vehicles you have and current mileage / finance agreements (e.g. if you have HP or any other financed outstanding)
- We will quote for contract hire with full maintenance for the remainder of the vehicles service life (min 6 months remaining).
- Credit Line agreed
- Payment made for purchase of vehicles (any finance is settled directly)
- Vehicles now on contract hire - you pay monthly and all maintenance etc is taken care of.

Fleetdrive offer sale and leaseback - call us today to find out how much your vehicles are worth.

Contact Mike Potter or Adam Kemp for more details on 0800 197 1297.

Opportunities to review employee choice lists

Increases in contract hire prices and funding costs will trigger a huge shift in company car choice lists or leave fleets facing increased costs.

As a result, employees' company car aspirations must be carefully managed to avoid problems if vehicle status is downgraded to save money now that the global recession and the disparity between sterling and the euro, which has resulted in manufacturers increasing prices, would see fleets paying more for their vehicles.

In addition, the cost of borrowing money and the decline in residual values will further impact on costs." Businesses that provide their staff with a company car choice list based on whole-life costs, vehicle prices, a fixed cash allowance or monthly rental rates must review current available options,"

"If they maintain the status quo then the penalty will be a substantial increase in funding costs." However, if they downgrade or downsize company cars made available to employees then they must clearly communicate the decision to drivers or the consequences for staff recruitment and retention could be significant."

But, considering the current economic climate there has never been a better time to make these changes when employees are more concerned about job prospects rather than car choice, according to Mycompanyfleet. "While we are not necessarily advocating a hair shirt approach, now is an ideal time for fleet managers to take a more pragmatic view, and look at introducing choice lists that cut costs and reduce the corporate carbon footprint at the same time," said Mycompanyfleet.

"Moving as many cars as possible into the 160g/km or less category will not only offer clear financial cost benefits, but also fuel consumption and NIC savings, driver P11D benefits, and a reduction in a fleet's carbon footprint – and this in the perfect time to do it." Property adviser DTZ operates a user-chooser fleet rather than a fixed list of cars for employees to choose from.

Case study

If employees are above a certain grade, they are entitled to a company car or allowance and DTZ prides itself on providing an excellent benefits package, including company cars. However, with a UK fleet of around 430 vehicles, plus another 900 employees taking a cash allowance, it is investigating restricted badge options.

No decision has been made, but Liz Hollands, fleet manager at DTZ, explained the "current economic climate" was behind the

move. "I am always looking for ways to improve on what we already do," said Hollands. A money-saving move it has already employed is rarely terminating leases when employees leave.

It instead reallocates cars to new employees or others who become entitled to a company car.

"It saves us short-term hire costs whilst waiting for a new car and reduces our overheads should the employment not continue for any reason, explained Hollands. "If we had simply terminated leases, we would have spent another £180,000 a year, based on average reallocations."

Need Documentation for your fleet?

Contact us or [CLICK HERE](#) to obtain your FREE driver handbook and car policy templates.

Freephone 0800 1971297

Fleetdrive Management Ltd, Harleyford Marina, Henley Road, Marlow, Bucks
SL72DX

Tel 0800 1971297 - Fax 0870 224 5056

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