

VAN

A LOGISTICS MAGAZINE SUPPLEMENT

ELECTRIFYING PERFORMER

★ Interview with Paul Kirby, Director, EV Essentials

LEADING THE CHARGE

★ Logistics UK's Denise Beedell outlines the UK's EV charging strategy

CHOOSING THE RIGHT VAN

★ In conversation with Lex Autolease's Russell Adams and Andy Hill



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**David Wells OBE**

Chief Executive, Logistics UK

Welcome

The rise of the van has at times appeared unstoppable over the past decade. According to the latest figures from the Society of Motor Manufacturers and Traders (SMMT), there are now more than 4.8 million vans in the UK, meaning they now account for more than one in nine vehicles on Britain's roads.

A growth in numbers is not the only change in the van and light commercial vehicle (LCV) market. As decarbonisation has continued to climb the logistics industry's agenda, van fleets are on the frontline of this transition, with the deadline for phasing out new petrol and diesel vans just seven short years away.

To gain a unique overview of the LCV market, *Logistics Magazine* spoke to Paul Kirby, Director EV Essentials, who has established himself as a champion for electric vans in recent years. A name that I'm sure is familiar to many of you, we are delighted that Paul was generous enough to share his insights with us on this fast-evolving market (see page 4).

The first question in the decarbonisation debate is: 'Will the vehicles be available?' I believe that they will be and certainly for the van market, electric is the most obvious solution. But an equally pressing question is whether the charging infrastructure will be ready. My colleague Denise Beedell, who recently broke into the top 10 of *GreenFleet's Most Influential*, explores this question in some detail and shares her thinking and the latest data on the energy supply issue on page 10.

Finally, choosing the correct van or LCV for your fleet is not an easy process, whether you buy or lease your vehicles. Two advisors from Lex Autolease, one of Logistics UK's Van Gold Partners, share their tips and tricks on how to make the right choice for your business, whether that is a conventional ICE LCV or an electric one (see page 12).

Finding the right supplier for your business can often be a challenge. That's why we are providing details of our professional partners and suppliers at the end of this supplement.

It only remains for me to thank you for your continued interest in the LCV market and your ongoing commitment to maintaining the highest standards of safety and compliance in your van fleets.

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Paul Kirby, Director, EV Essentials

A regular speaker on the conference circuit – and known to many for the short films he shares on social media – Paul Kirby has become recognised as an independent expert on all matters relating to electric vans.

It is expertise that he has taken two decades to accrue. Following stints working in car dealerships and leasing, in 2003 he started working with Mitsubishi, whose L200 pickup proved successful with a number of his clients, before joining Mercedes Benz Vans the following year.

"I quickly got to really love the niche aspects of vans in the world of leasing in particular," Kirby said, "It always struck me that people needed to know a little bit more than they did to be able to offer a really good experience."

As he got to know the world of vans better, he started helping other people become more acquainted with their many benefits and uses. It was here that he got to drive his first Electric Vehicle, A Mercedes-Benz Sprinter which was being tested around Germany and had been shipped to the UK for an Event.

"My relationship with electric vans began, if you like, with that Sprinter back in 2004," he said.

EV ESSENTIALS

Following stints at LeasePlan, where he finished heading up the UK commercial vehicles team, then Vanarama, where he worked as head of LCV and EV strategy, Kirby decided to strike out and go into business on his own account two years ago by establishing his own electric vehicle consultancy and training company– EV Essentials.

He provides three kinds of service via EV Essentials: consultancy including proposition development, Training and media.

On the consultancy side, he works with companies to identify the opportunities for them to transition their fleet. "I help them understand the importance of charging, bringing stakeholders together in a way that perhaps they hadn't thought about previously, because it's a new way of tackling transport."

Building on his experiences of working at LeasePlan and Vanarama, he also develops propositions that are fit for purpose for companies that are looking to serve the electric van market.

"I'm just one person, right? So I can only look at one company at a time, look at what works and where I can help. I can then empower more people to be able to work with those companies effectively," he said.

As a result, Kirby works with leasing companies, manufacturers, charging companies, peripheral automotive companies and telematics providers that are looking to serve the electric van market. "I help them serve it better," he said.

He also offers training to van users, fleet managers, and people working in leasing companies looking to serve that market.

A fluent communicator and natural presenter, Kirby also undertakes media work to help highlight products that are coming to market. "I highlight the challenges that are within the products, establishing the truth in an open sort of way, so that people are not misled and they're empowered to make good, informed decisions," he said.

SHOW TIME

Given his presenting abilities, it comes as no surprise that Kirby regularly receives invitations to speak at industry events on vans and decarbonisation.

"One of my active missions or purposes in life is to support shows like Fully Charged, like Company Car in Action, like the ITT Hub and help make vans a focus," he said, "Because I think the market is very much fixated with the world of cars from an electric perspective, and there's not enough information displayed and dissemination of that information in the market."

Through his participation in the industry events, he has worked with a broad range of van manufacturers. Although he is not tied to any one OEM, he has undertaken the most work with Maxus.

"What's really interesting is that they're a brand that have come to market in a different way," he said, "They are certainly being proactive and championing the transition to electric. Over 40% of their vehicles last year were electric, this year it's something like 70%."

EV CAFÉ

In addition to his day job as a director of his consultancy, EV Essentials, Kirby is also Commercial Director of the EV Café, which he describes as "one of the most exciting projects that I'm involved with."

When the COVID-19 pandemic swept the UK in spring 2020, the whole world went online. So in order to stay connected and create a platform for discussion, electric car guru Jonny Berry set up the EV Café. He invited Kirby to become his 'Electric Van Man', with John Curtis, Sam Clarke and Sara Sloman joining shortly afterwards.

Meeting monthly, they invite special guests to chat all things EV and low emission transport.

"What we seek to do there is to educate, and bring information

to the surface, by dealing with subjects honestly and openly. I'm in there to really keep us focussed on commercial vehicles."

As well as the development of vehicles, the EV Café team look at charging infrastructure, the diversification of modes of transport into things like e-cargo bikes and new propositions that are coming to market.

Community is another important aspect of the EV Café project. "We created a community," Kirby said, "We spoke about mental health, dealt with our issues openly, and really tried to create a safe place for people to talk, which of course, given the van community cohort, is extremely important."

The EV Café has been supportive of charities that deal with men's mental well-being including CALM, the Campaign Against Living Miserably. "I love CALM," Kirby said, "It's a great organisation, because drivers really struggle and you know we all really struggled through the pandemic."

ELECTRIC VAN MARKET LAGGING CARS

It is widely reported that the electric van market is some years behind that of the electric car market. Does Kirby agree with that analysis?

"100%," he said, "The electric van market – is it three years behind the electric car market? Probably it is."

Kirby believes that the electric van market will be doomed if it follows the car market, largely because manufacturers have been lazy when it comes to vans.

"They've signed up a BT, an Amazon, a DPD, and so on and said: 'Right, we've sold our 1,000 vans we don't need to worry about it any more.'"

A leasing company recently commissioned Kirby to talk to the proverbial 'man on the street' and ask them how they felt about electric vans.

"I went to Wickes and I went to B&Q and I asked them questions and just showed them an electric van and said: 'What do you need from us? Is this a good idea? Should we be doing this? What are the barriers? What are your fears? What do you think?'"

They responded that they seldom get the opportunity to drive electric vans, they don't know how much they cost, they were unaware of the advantages or the benefits, where to plug them in or how far they will go.

"I think that's all fair," Kirby said, "We need to be more proactive if we are to see this market move forward because the big companies are struggling to continue on the trajectory on which they're travelling because charging is a problem, the cost of energy is a problem and they're finding that power not being in the right place is a problem."

BARRIERS TO UPTAKE

What is the single thing, in Kirby's experience, that prevents operators from taking their first steps to decarbonising their van fleets?

"Awareness, understanding and knowledge," he said. People are too quick, he believes, to place too much trust in unreliable anecdotal evidence, such as a third-hand account told by a friend or acquaintance down the pub.

"We all remember the negative stories and what we need to do is celebrate the positive stories. And there's a lot of good news out there – DPD, Centrica, Mitie and the Post Office, they're all great, but what about "AJ Paints" and the little company down the road, the flower shop and the bakery? How do we get to all those guys?"

At the EV Café, Kirby and his colleagues try to celebrate all the positive activity that's going on in the market.

"I think it's awareness, knowledge, insight and opportunity that is needed, like the guys I talked to the other day who wanted the opportunity to drive, to experience, to learn and to understand, whilst also getting on with their own daily job. So I'm not saying it's easy, but we need to go back old school, knocking on doors, telling people about stuff, the business centres of old. People are not coming out looking for electric vehicles."

ICE BAN DEADLINE LOOMS LARGE

The deadline for ending the sale of new petrol and diesel vans is now just seven years away. Was Kirby surprised when this deadline was brought forward by ten years and does he think the government will stick to it?

"Given the fact that we're already at a critical point in the evolution of the climate change process, I think it was essential to bring it forward. If we don't reverse the effect on climate in



the next three years, and it's probably the next two and a half years now, then we're already missing our long-term goals. The results of missing those long-term goals are catastrophic, maybe not for you and I, but they're catastrophic around the world."

While Kirby believes the government was right to bring it forward, he is less certain that it will stick to its 2030 deadline. One reason for his doubt is that unlike the 2050 net zero target, the ban on the sale of new ICE Vans and cars is not yet written into law.

"It's a little-known fact," Kirby said, "but the 2030 target isn't yet legislation, so therefore is potentially moveable."

While he believes that the 2030 ban on the sale of new ICE cars is likely to stay in place, as the pace of change is meeting the need in that market, Kirby is ambivalent about whether the ban on the sales of new vans will remain as it is.

"If we look at the van market and the potential opportunities, look at all the statements from all the manufacturers and their direction of travel, we would also be ill advised to move the target for vans for 2030 currently. If it was me, I would state an intention to review it in two years, because I think the direction of travel is positive and will be much clearer by then."

One reservation he has on whether the 2030 ban is right for vans is that there are still some use cases that are currently

near to impossible to meet with electric vehicles. Examples include long trunking where operators have a timed deadline and the vehicle is travelling a significant distance from base, or more local "on call" types of business where charging time may mean that you are not able meet SLA's.

"Bear in mind that we're looking at it today, we're not trying to fast forward future three years into the future," Kirby said, "You've got to have a vehicle that is fit for purpose today, not nine months' time."

CHARGING AHEAD

While there is a general consensus that the development of electric vehicles is progressing at pace, the EV charging network in the UK is still lagging behind, particularly in more remote areas of the country.

"What I'm seeing as I travel about is that much more of the major road networks is being electrified," Kirby said, "Almost every week I notice that there's another bank of chargers."

However, on the question of whether the charging infrastructure is keeping pace, he argued that you must look at the business model and ask whether it is going to be able to start generating revenue for the businesses that are installing it.

"The answer's yes. It does mean though that you are looking to maximise the utilisation of each charger. Are you able to meet the whole need all of the time with that? No, you're not and it's



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like recognising that there are times of the day where it's better not to be on the road because there's too much traffic."

Kirby argues that there will be times when public charging is not ideal for commercial operators, for example when demand from the general motorist is at its peak.

"When I talk to commercial vehicle fleets I say: 'Try and have ownership of your charging. Do not rely on the public network.' The charging network is not primarily for commercial vehicles, it is designed for cars first and then vans are a secondary consideration. It's that simple."

On the question of whether the public charging network is fit for purpose for vans, he said in many cases it probably is but there are plenty of challenges to overcome, height restrictions, bay sizes and ability to book being just a few.

"It is moving forward at a tremendous pace. Companies though need to be responsible for their own energy as far as possible for it to be effective for them as a whole. You need to be relying on public charging a really small amount to be operating electric vans."

Taking the longer view, however, Kirby is optimistic that the charging infrastructure will be equal to the task of refuelling the next generation of electric vehicles, once the initial teething issues have been ironed out.

"I do see the infrastructure ecosystem will come to meet the need in the longer term, but in the short term there will be challenges of course as we move forward."

THE HYDROGEN QUESTION

As the self-styled 'electric van man' it comes as little surprise that Kirby does not believe that hydrogen will have a significant role to play in decarbonising van fleets.

Although he commends the testing and learning that is happening with hydrogen-fuelled vehicles, he maintains that the vehicle development is not really there.

"There is some testing and learning going on but I'm not seeing any sort of shift towards hydrogen," he said.

Hydrogen, he argues, works better when it acts as a range extender, much like the EV-hydrogen truck recently launched by Tevva.

However, it is the inefficiency of hydrogen which rules it out as a contender in the van market, Kirby believes.

"Hydrogen is desperately inefficient, unfortunately. It takes maybe three and a half to four kilowatts of energy to create one kilowatt of energy in the hydrogen world. So you're walking out of the door with a pound and coming home with 30p and you've spent nothing. It doesn't make sense."

There is also the question of how it is created in the first place, and unless hydrogen is generated via renewables like wind and solar it is far too energy intensive so Kirby doesn't see it meeting the need of the zero emission world the UK is aiming for.

"You've got a number of challenges and it doesn't add any significant benefits," he said.

LOOKING AHEAD

According to SMMT's latest figures there are now 4.8m vans

in the UK, meaning that they now account for more than one in nine vehicles on Britain's roads. How does Kirby see their role evolving in the coming decade?

Firstly, he would like to see a more holistic and joined-up approach to the entire commercial vehicle sector.

"I would like to see a more connected approach to transport from the smallest e-cargo bike all the way up through to the long-haul 44 tonners," he said.

Vans will remain in significant numbers, he believes, but they may become diluted in some areas where they are currently the default option.

Parcels, for example, are predominantly delivered by vans currently, but this sector may evolve into a more multimodal market.

"You could easily see drones coming in, you can easily see e-cargo bikes, you can see a more stepped approach with the new manufacturers of this world, such as Volta or Tevva. But also the established manufacturers like DAF and Mercedes all playing a part to bring goods to the edges of towns."

Another big trend on the near horizon that Kirby identifies is the growing role of autonomy in the van market.

"Will there be a white van person in the vehicle in the not-too-distant future? I think that's up for debate," he said, "I see autonomy beginning to affect the market, I think it's already in test in a number of parts of the country so that will certainly be a part of it."

Ultimately, he believes that driving for work needs to be made easier and that electric vehicles will make it more comfortable and enjoyable for the driver.

"It's a better environment to be in and once the infrastructure is in place I see that the van market as a whole will probably hold steady," he said.

He also predicts that local authorities will double down on banning the dirtier vans still on the roads, by introducing ever more stringent Clean Air Zones and urban air quality regulations.

"The Euro 5 diesels are not pleasant and there is a lot of them on the road," he said, "All the vehicles sold before 2016 are pretty grim in terms of their CO2, particulate matter and NOX output."

With the importance of clean air climbing the agenda in town and city halls across the land, Kirby believes this will help drive the electric van market.

"I think the market will change considerably," he said, "in different ways to include more autonomy, more drones."

How would he like to see it evolve? "I'd love to see a more connected transport ecosystem, from small to large with the backdrop of moving to a zero emission future firmly in place." ■

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Denise Beedell

Senior Policy Manager,
Logistics UK

With almost three quarters of million electric vehicles (EVs) now registered to operate on UK roads according to the Society of Motor Manufacturers and Traders (SMMT), EVs are becoming an increasingly familiar sight. For van operators, the 2030 deadline for the phase out of sales of new petrol and diesel vans is fewer than seven years away, or little more than a single vehicle replacement cycle, so decisions are being taken now by operators on how to manage this change. For the majority of van operators, electrification is the alternative technology they will opt for.

Most van operators with large fleets will seek to charge vehicles at their depots and addressing the challenges of ensuring sufficient power supply will be a major exercise for them. However, ensuring the move to electrify van fleets of all sizes, including those of the smallest micro businesses will be hampered if there is inadequate public charging infrastructure provision. The scale of the challenge to ensure the whole of the UK is ready to support public EV charging in time for the net zero 2050 targets must not be underestimated.

LONDON AND SCOTLAND LEAD THE CHARGE

On 1 January 2023, the Department for Transport (DfT) reported that just over 37,055 public electric vehicle charging devices were installed across the UK, with London and Scotland reporting the highest levels of chargepoints per 100,000 head of population in their areas. This is good news, but given that it is estimated by the Competition and Markets Authority (CMA) that up to 480,000 public charging points will be needed across the UK by 2030, it is vital that the pace of the roll out of this essential public infrastructure accelerates and is delivered in time.

LEVI FUND OFFERS MUCH-NEEDED BOOST

In welcoming February's announcement of £56 million to fund more EV charging infrastructure and expand the current Local Electric Vehicle Infrastructure (LEVI) pilot, Logistics UK said that this is a much-needed boost to help local authorities secure dedicated resource to develop their in-house expertise and capability to co-ordinate public charging plans and installations with private chargepoint operators.

NEED FOR LOCAL AUTHORITY EXPERTISE

While Logistics UK is pleased to see that the need for EV chargepoint expertise at local authority level has been recognised, this must extend to include a deeper understanding of the specific needs of commercial electric vehicles. According to SMMT, new electric van sales have been very buoyant so far this year, and it is imperative that this momentum is not stymied owing to a lack of suitable public charging infrastructure.

RAPID UPLIFT REQUIRED

There are around 4.8 million vans and half a million trucks currently registered on UK roads. These are the vehicles that deliver the goods and support the services we need at home, in our local communities and to grow our economy. For the logistics sector to have the confidence to invest in new EVs,

there must be an immediate and rapid uplift in the number of public chargepoints that can be used by battery electric vans and a recognition of the future needs of battery electric trucks. Commercial vehicle operators need to be confident that the infrastructure to support investments in electric vehicles will be there in time and at scale.

PUBLIC INFRASTRUCTURE REQUIRED FOR OVERNIGHT CHARGING

Small business owners and many van drivers take their vehicles home at night but do not have off-street parking and will rely on the public chargepoints near their homes in order to move to an EV. Tradespeople working at domestic properties and with local business will also benefit from being able to use public chargepoints during their working day, particularly when engaged at residential locations. To support all businesses, small and large, public chargepoint provision for vans must be urgently addressed, with plans in place as soon as possible to also provide more van-suitable chargepoints on the key routes around and between towns and cities to ensure drivers can top up their electric vans during a shift or in emergencies.

POWERING UP NEIGHBOURHOODS

Looking to the future, more electric trucks are set to come to market in response to the phase out dates for new non-zero tailpipe emission trucks from 2035, so local authorities will need to work closely with the distribution network operators (DNOs) in their area and neighbouring authorities, to ensure sufficient power supply can be supplied where it is needed as we move towards the net zero 2050 target. While public chargepoint provision is a key part of the decarbonisation challenge, there will be many more on the route to net zero. Electrification will not be the only solution to decarbonise our commercial vehicle fleets, but as an established technology it is set to make a significant contribution in helping the UK logistics sector meet its net zero obligations." ■

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Choosing the right van for your operation

Choosing the correct van or light commercial vehicle (LCV) for your fleet can be a time-consuming process. With a dizzying array of options and accessories to choose from, as well as the question of whether an electric van is suitable for the intended job, it can be a challenging task. Especially as choosing the wrong LCV(s) could have an adverse impact on your business operations – making it important to get this decision right first time.

Lex Autolease, a Logistics UK Van Gold Partner and one of the UK's number one vehicle leasing companies*, has been helping its customers choose the right van for their operation for decades. Its advisors ensure that they are not just getting a van that is fit for purpose, but also a vehicle that supports employees to do their jobs more effectively.

Logistics Magazine caught up with two Lex Autolease advisors who were happy to share their insights and advice.



Russell Adams, Senior Commercial Vehicle Engineer, Lex Autolease

Russell Adams has been working with LCVs for more than three decades, and his seven-strong engineering team at Lex Autolease works hard to ensure that any commercial vehicle it provides is the right vehicle for the right job.

What's the first question you ask customers looking to choose a vehicle?

The question I get asked many times is: 'What is the best van?' And I always give the same answer: 'What do you want your van to do?' It's very important that we fully understand the type of work that a van will be used for. This allows us to specify the correct size, weight and body type for the role.

How do you establish what function the van will need to perform?

To drill down further, I have a roster of subsidiary questions for customers: 'What are the characteristics of the load in terms of weight, size and volume? Does the load have any special transport needs?' For example, temperature control, the need to carry dangerous goods, or the need for ventilation.

How do you discover whether their operation is short or long haul?

I ask: 'Where does the load typically need to be delivered, and what distances are involved? Does the customer need

frequent offload use? This helps establish several important characteristics, such as the drivetrain needed.

How do you determine what tools your customers need to carry?

A good question is: 'Do specialist tools and equipment need to be stored and carried on the van?' An affirmative response here is a signal that the customer might need racking to secure their tools, providing greater control of the stock being carried for safety.

Another key question to ask is: 'Do they need onboard power? Or ancillary equipment, such as trailers or platform lifts?' This triggers different health and safety related questions, and allows us to ensure that the vehicle has a crane large enough to lift the weight required.

Why is choosing the right vehicle critical to its uptime?

A van that can't support the intended job will be subject to increased strain. This leads to unreliability, taking the vehicle off the road and increasing maintenance costs.

The person procuring a vehicle isn't always the person operating it – does this ever cause issues?

It's important to us that the customer knows we care about ensuring they have the right vehicle. I want to do the job once and do it right. This often entails conducting several site visits, meeting key stakeholders and hearing from those doing the jobs to get a real in-depth understanding of the way they'll use the van and the challenges they need it to overcome.

Do drivers have specific requirements in your experience?

If you ask a driver what type of van they want, they'll have a wish list as long as their arm. It's important to understand which of these requirements are 'nice to have' and which they do actually need. Then you can easily explain to the person procuring the asset why certain accessories and options are necessary to help the driver work smarter and safer.

How do you show the customer what the interior and exterior of the vehicle will look like?

I use 3D CAD drawings to illustrate what the van will look like, based on the requirements given. This allows the customer to visualise the layout and design, from where the racking goes and the location of the ancillary equipment, to the business' branding, fonts and colours, and easily make any tweaks before it is built.

It means there's no ambiguity. We take a consultative approach, so the customer can see exactly what they're going to get.

What's the next step?

After a CAD drawing is agreed, the next step is often to build and demonstrate a prototype for the customer. A single van can then be sent out to be tested by drivers, allowing them to feed back.

What is the benefit of producing a prototype?

With retrofit bills capable of running into the thousands, a prototype reduces the risk involved for customers placing large orders. It allows us to make the changes at an early

stage, without the time and financial investment of building a large fleet of vehicles which don't meet a customer's needs.

When does this approach work best in your experience?

I find this consultative approach particularly helpful when working on complex builds for specialised jobs. For these types of jobs, I like to meet the stakeholders at the premises the vehicle will be used at, to demonstrate how a prototype van might work 'on the job'.

Can you give an example?

Yes, a customer ordered a custodial vehicle. We had the door aperture in, but not the walls. We invited the security guards to do a test run to check the clearance of the door aperture, to ensure they could get a passenger in and out of the vehicle safely.

Testing with the end user ensures it is fit for purpose and provides efficiencies in the build, as it allows us to alter the door aperture before the walls go in, if needed. There may be little tweaks that the customer has forgotten about, and this offers a great opportunity to fix these before all the vans are fully built.

How important is it to reassess customer requirements regularly?

Within a four-year contract, the company services they deliver and the job their employees do may change.

It's essential that vans are monitored and reviewed in-life and customers aren't allowed to place the same order four years later without another full assessment, as this could result in a vehicle which can't support the intended job role.

A van must be fit for purpose to carry goods. If it doesn't carry the goods that the customer wants it to carry, it's not the right vehicle for the job.

How important is it to select the right servicing option for your vehicle?

Coming from a truck background, I've always believed in servicing while you sleep. Increasingly, van dealerships are extending their workshop hours to allow vans to be serviced while their drivers sleep. I believe this may incentivise businesses which are in close proximity to a certain dealership to choose their vans over a competitor's, as the vehicles can be serviced more easily overnight. While initial costs will differ between manufacturers, when considering the whole life cost of leasing there may be a benefit to choosing the more expensive option, ensuring your vans are ready to go straight to work in the morning, having been serviced overnight.

How do you help businesses to maximise the value of their vehicles?

By choosing the right van for the right job, consulting carefully with the customer, including a period of testing and tweaking, and then ensuring that any maintenance is completed in the most efficient way possible, businesses can maximise uptime and make sure they are getting as much value as possible from their vehicle.



Andy Hill, Senior Commercial Vehicle Manager, Lex Autolease

Andy Hill has been with Lex Autolease for 25 years and has been involved with commercial vehicles his entire career. This has provided him with a unique insight into the way that the sector has evolved, particularly in the past five years.

How important is decarbonisation to your customers?

For most customers, sustainability and electrifying their fleet is at the forefront of their minds currently. This is largely down to the government's deadline prohibiting the sale of Internal Combustion Engine (ICE) vehicles in the UK after 2030.

Many commentators say that the electric van market is lagging behind the EV car market – do you agree with this?

In my view, the LCV electric market is probably two years behind that of the car market, but it's catching up very quickly. There's new models, vehicles and technology coming to the marketplace all the time.

Do you think the need to decarbonise will transform the LCV market?

I believe that the journey to sustainability we're currently on is the most significant change that the industry has experienced in my working lifetime. But change never comes without challenges. You've got all the usual considerations around LCVs, and now these are compounded by concerns around range, how you're going to charge them, where you're going to charge them and so on.

Do you believe that most fleet managers will have started transitioning to zero emissions by 2030?

Change is going to need to take place rapidly. We should have two fleet change cycles maximum left before the ban on new ICE vehicles after 2030. When you consider an LCV fleet, which typically tends to run for a little bit longer than cars, it's not a lot of time before customers need to make quite fundamental decisions quickly.

How has the shortage of components affected operators' ability to transition to electric vans?

There are undoubtedly longer lead times due to component supply issues. This is driving people to run vehicles for longer, meaning that some customers are now just one change cycle away from that all important target.

What does the future look like for electric van technology?

If you look back a few years ago, we were lucky if we could get 50-70 miles range out of the early EVs which came to the market, and a pretty poor payload alongside. But we're now seeing some vans come to market with a range of 200 plus miles. Technology's moving apace and I'm optimistic that by 2030, or even before then, range really won't be a problem at all.

Will the charging infrastructure be ready by 2030?

There has also been clear investment into the UK's charging infrastructure to enable the transition.

I recently took part in the GBEV Rally, driving from John O'Groats to Lands' End in an electric commercial vehicle. I drove a Fiat Scudo with a 205-mile range, doing just under 1,400 miles across the whole journey.

What was your biggest surprise during the GBEV Rally?

The investment which has gone into the infrastructure in Scotland in particular. I would almost say it was easier for us to find a chargepoint that was working and available in the Highlands of Scotland than it was on the M4 corridor!

The A9 down the east coast of Scotland has earned the moniker the 'electric highway', owing to its availability of chargepoints. Even once we crossed the border into England there were plenty of opportunities, with only short distances between each.

Our experience was also a comfortable one. It was really no different to driving an SUV car. A nice high setup, very comfortable seats and armrests, with everything to hand.

What is your advice to customers looking to choose an electric van?

The things that need to be taken into consideration when choosing an electric van aren't so different to an ICE one. We still need to look first and foremost at the job role of that vehicle. What does it need to do?

On the charging element, what should customers consider?

When the driver takes that vehicle home, can they charge it? What sort of range are they expecting during the day? What's the driver's work cycle like? What kind of payload will they need? EVs tend to be a little bit heavier than ICE vehicles, so we need to make sure we're not going to sacrifice payload, where possible, for the sake of going electric. At the end of the day, the vehicle still needs to fulfil the customer's role and needs.

What advice do you give customers looking to transition their fleet to electric vans?

I advise that they look at their operation and identify the easiest areas to transition first. Perhaps vehicles which return to base every day, and don't have to travel very long distances with heavy loads.

How do you secure driver buy-in?

Consider who in your staff is particularly open-minded and let them try it first, as they will positively influence the rest of your team?

Despite some people's trepidation, there's also a lot of anticipation for what will come next. It's a really interesting time in the market, and a really exciting one.

How do you inspire fleet managers to decarbonise with confidence?

Choosing whether to go electric is just another consideration for fleets, like selecting the body type, size or weight. It might seem confusing at first, but with trusted advisors to help make the right decision, fleet managers can be confident they're getting the right vehicle for the right job. ■

*FN50 Fleet Data, Nov 2022: <https://www.fleetnews.co.uk/fleet-leasing/fn50-data>

TO FIND OUT MORE ABOUT HOW LEX AUTOLEASE CAN HELP YOU FIND THE RIGHT LCV FOR YOUR BUSINESS VISIT:

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VAN PARTNER SUPPLIERS' DIRECTORY

The Van Partner scheme has more than 30 Partners who agree to support its aims by promoting the development of safe and efficient best practice and recognising excellence in the operation of vans and light commercial vehicles. They are also committed to publicising these aspirations across their media and PR contacts. The Gold Partners support our van events during the year including; Vans Today, Next Generation Van, the prestigious Van Awards and Van Driver of the Year. We have Gold, Silver and Industry Partners.



LOGISTICS UK
GOLD VAN PARTNER

Gold Partners

Support a wide variety of Van Partner activities including the Vans Today events and Van Driver of the Year contest.



LOGISTICS UK
SILVER VAN PARTNER

Silver Partners

Support the Van Partner Scheme in a significant way or are a Logistics UK Affinity Partner.



LOGISTICS UK
INDUSTRY VAN PARTNER

Industry Partners

Made up from a variety of suppliers to the van industry.

Van Gold Partners





The AA

The AA needs no introduction as the UK's leading provider of roadside assistance services to both personal members and over 10 million business customers, attending more than 3.2 million breakdowns every year – that's equivalent to one every nine seconds.

With more than 2,500 Patrols on the road, as well as numerous key partnerships, the AA is also quickly becoming the UK's leading technology company for fleets.

The AA prides itself on delivering excellent customer service, putting customers at the heart of everything. Whether it's Patrols rescuing a driver at the side of the road, its garage network providing service, maintenance and repairs or its new electric vehicle charge post support, the AA is there for its customers at every step of their journey.

The AA's commitment to innovation does not start and end at the roadside. It is continuously striving to satisfy and anticipate customer requirements. This is evident through the recent launch of the AA's Charge Post Operator Support Service, giving power to electric drivers by providing assistance at public charge points and providing insights and reassurance in the adoption of electric vehicles.

All of the AA's recent innovations, such as the Freewheeling Hub and investment in customer service, mean they have a unique platform from which to explore and spearhead future mobility solutions in this rapidly changing and high energy environment

- AA's services for businesses: 0800 55 11 88
- www.theaa.com/business

Bott Ltd

Need an organised workspace on the road to help you work more efficiently?

Whether you're a fleet manager looking to improve the productivity of your workforce or work within a trade and need your tools and equipment storing safely, securely and neatly, bott have you covered.

The Bott Group was established over 90 years ago in a workshop near Gaildorf, Germany. Bott Ltd have been manufacturing workplace storage and van racking equipment in the UK for over 40 years. Collectively the Bott Group has three European manufacturing sites, the UK, Germany and Hungary. We have three sites here in the UK. Our manufacturing site in Bude, Cornwall, specialising in our workshop storage solutions and our vehicle conversion centres in Ashby de la Zouch, Leicestershire and Cumbernauld, Scotland with each of these sites being pivotal to serving our customers.

We combine years of industry experience with our passion to provide high quality van racking and storage solutions. We don't just stop at van racking and storage. We provide a full range of services including tailored specification design, van racking manufacture and installation, electrical systems, in-vehicle technologies, van graphics design and decal fitting, plus specialist vehicle builds. Catering to vehicles of all sizes and from all industries, our van racking and storage ranges are flexible and adaptable to the ever changing working environment. From simple designs to complex requirements, our van racking and storage solutions can provide an efficient and effective workspace whilst you're on the road.

Our support doesn't stop once your converted vehicle has been delivered, we have teams based in our Ashby and Cumbernauld offices and on the road, who are on hand to assist you through your bott experience. We've got you covered every step of the way, from your initial consultation through to keeping your business on the road, we pride ourselves in providing first class customer service.

- 01530 410 600
- v-sales@bottltd.co.uk



Brigade

Brigade Electronics is a market-leading supplier of safety devices, with solutions to suit all commercial vehicle and industry types. Through 40 years of expertise, Brigade has developed a comprehensive range of products to reduce the risk of collision and maximise efficiency, assisting the driver whilst also protecting vulnerable road users. Brigade's comprehensive product portfolio includes 360° camera monitor systems, white sound® warning alarms, ultrasonic detection sensors, mobile digital recorders and radar systems. Brigade continues to lead the way in vehicle safety, by pioneering, developing and patenting new technology, such as AI products.

In addition, Brigade offers an outstanding installation service through its nationwide network of Brigade approved, professional and trained fitters who ensure all products are fitted to the highest standards.

Brigade has also recently launched the Brigade Van range to help combat safety challenges faced in the van sector, exclusively for the fast-moving market. Working alongside the primary Brigade range, Brigade Van's portfolio has been especially selected to offer quality products at competitive prices.

- +44 (0)1322 420300
- hello@brigade-electronics.com
- <https://brigade-electronics.com/>



Lex Autolease

Lex Autolease is one of the UK's largest leasing providers* and has more than 79,000 light commercial vehicles in their fleet, with over 1,900 pure electric LCVs. Our Commercial Vehicle (CV) Specialist Engineers can work closely with you to understand your specific business and operational challenges. This includes managing complex builds, designs and specifications tailored to your business needs. Our range of leasing, funding and service options come together to form a fully bespoke and insight driven solution.

Our commercial vehicle expertise is evident throughout your complete journey with us with CV Specialist teams managing quote, order and delivery, purchase, supplier and build management and in-life.

We can also assist in shaping your fleet's environmental agenda, balancing your operational requirements with the need to reduce emissions. This includes implementing electric vehicles where suitable, designing the infrastructure to support it and also reviewing your fleet to identify opportunities to downsize vehicles and maximise utilisation.

We remain at the forefront of fleet trends and developments by sharing findings and strategies with trade organisations, vehicle manufacturers and industry specialists, allowing you to respond to both today's commercial and regulatory environment and preparing your fleet for the future.

Subject to status, eligibility, terms and conditions apply.

*FN50 Data 2022 (www.fleetnews.co.uk/fleet-leasing/fn50-data)

- For more information visit www.lexautolease.co.uk/vans



TVL Security

With more than 80 years' combined experience in keeping your vans and livelihoods safe, TVL Security is the leading UK specialist in designing, manufacturing and installing advanced vehicle security systems. Our products are fitted both on the vehicle factory production line and sold in the aftermarket sector.

Whether you're a sole trader or a big business, we've got everything you'll need in the largest range of products you can find. We innovate, not imitate and we're constantly developing our range to ensure we keep our edge over both the criminals and our competitors.

We refuse to rest on our laurels. Our Innovation Team works tirelessly to anticipate potential problems and react quickly to new methods employed by thieves. Meanwhile, our unique approach to joined-up manufacturing means we move from initial idea to market release with unmatched speed.

TVL Security is part of the TVL Group, where we understand the importance of working together. We're made up of several businesses, each pooling our combined talents to build the biggest range of bespoke security products available. Our goal is simple: to give you peace of mind and unrivalled choice when it comes to the safety of your van – and your livelihood.

We make sure you're prepared for the worst before it happens.

■ www.tvl-ltd.co.uk



Webfleet

Webfleet is Bridgestone's globally trusted fleet management solution and was recently named 2022 European Commercial Fleet Telematics Company of the Year by Frost & Sullivan. Webfleet is trusted by over 60,000 businesses across the world use it to improve fleet efficiency, support drivers, boost safety, stay compliant and work more sustainably. For over 20 years it has been empowering fleet managers with data-driven insights that help them optimise their operations.

Webfleet is a reputable company that specialises in the Light Commercial Vehicle (LCV) sector. They are skilled in assisting businesses to operate in a more sustainable, compliant, and cost-effective manner. In the year 2022, Webfleet made significant progress with the introduction of innovative LCV products like WorkApp. Additionally, Webfleet is proficient in supporting fleets as they transition to electric vehicles by utilising cutting-edge tools that are specific to EVs.

Webfleet embraces Bridgestone Mobility Solutions' mission to move the world towards a sustainable future with data-driven mobility solutions and contributes towards the delivery of The Bridgestone E8 Commitment. This broad, global corporate commitment clearly defines the value Bridgestone is promising to deliver to society, customers and future generations in eight focus areas; Energy, Ecology, Efficiency, Extension, Economy, Emotion, Ease and Empowerment. These provide a compass to guide strategic priorities, decision making and actions throughout every area of the business.

■ For further information please visit www.webfleet.com/vangold



LOGISTICS UK

Fuel Card

Logistics UK Fuel Card

With this free-to-join scheme you can benefit from cost savings of up to 10p per litre, fixed diesel prices, and peace of mind knowing you are in control of your fleet. Logistics UK recognises that fuel costs account for a significant percentage of annual expenditure and their successful management can be pivotal to the success of our members' profitability. To address this, we constantly strive to secure the best fuel deals possible on behalf of our member companies to ensure that you can keep your fuel costs as low as possible.

As one of your member-only benefits, the Logistics UK Fuel Card has been developed in partnership with The Fuelcard Company to provide you with a host of benefits that include extensive cost savings through discounted fuel prices, interest free credit, risk management and streamlining of your administration processes. With more than 3,000 multi-branded sites nationwide, the Logistics UK Fuel Card is designed to give you peace of mind that you are reducing your fuel costs, remaining fully informed and in control of your fleet, and reducing your administration time.

■ For more information visit www.logistics.org.uk/fuelcardvs

LOGISTICS UK

Driver Medicals

Logistics UK Driver Medicals

Logistics UK is proud to offer its new service, Driver Medicals powered by D4Drivers, the UK's largest supplier of driver medicals with over 95 locations nationwide.

Why use us to book your driver medicals?

- Booking your own or your driver's medical is now quick and easy – there's no need to wait for weeks to see your GP. In fact, many GP surgeries are no longer offering this service at all.
- Members can book discounted HGV medicals at any of our 95 locations nationwide using our quick and easy online booking system.

Log into your Logistics UK member's page to get a discount code TODAY. For larger operators, we offer two different FREE business accounts depending on whether the company book the driver medicals, or if it's the responsibility of the driver to book their own.

■ www.logistics.org.uk/drivermedicalsvs

Portland Pricing

Portland's fuel price information service offers five online toolkits, covering the full downstream fuel supply chain from refinery to pump, enabling you to monitor supplier premiums, set fuel surcharges and track the wholesale price of traditional and renewable fuels.



FUEL CARD

Average weekly fuel card prices across various card networks



FORECOURT

Prices available at forecourt sites across the UK, broken down by region



DELIVERED-IN

Average bulk fuel rates and industry standard surcharge calculator



WHOLESALE

Underlying wholesale fuel cost prices for monitoring supplier premiums



RENEWABLES

Prices and emissions data for alternative fuels - HVO, FAME, propane

For more information, visit our website where Logistics UK members can save 5% on subscriptions using promo code **LOGISTICSUK5**.

www.portlandpricing.co.uk | 01904 570029 | logisticsuk@portland-fuel.co.uk



Logistics UK's Driver Licence Checking

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Checking Service

Accessed through
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*Calls may be recorded for training purposes.

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LOGISTICS UK

Fleet Management
Software

■ For more information visit www.logistics.org.uk/fmsvs

Logistics UK Driver Licence Checking

Health and safety legislation requires you to have a robust procedure and audit trail when it comes to driver licence checks.

Developed in conjunction with Licence Bureau, Logistics UK's Driver Licence Checking Service is only available for Logistics UK members and is designed to minimise the hassle and risk associated with checking whether your drivers are safe and legally compliant to operate your vehicles.

Managing this labour-intensive job on your behalf ensures your business will be operating legally whilst you immediately profit from time and cost savings.

LOGISTICS UK

Driver Licence
Checking Service

■ For more information visit www.logistics.org.uk/dlcsvs



LOGISTICS UK

Fuel Price Information Service

Logistics UK Fuel Price Information Service

Portland Pricing is the home of UK market fuel price data for commercial fuel users. For over a decade, we have been making fuel purchasing simple by providing insight into the way that fuel is priced, offering a service designed to monitor costs and reduce spend.

Our client base includes fleet operators, manufacturers, wholesalers, retailers, construction firms, bus companies, local governments and over 300 logistics businesses. Services particular to the van sector include our Fuel Card Toolkit which enables users to monitor supplier margins across various networks and our Forecourt Toolkit which shows the average forecourt prices inclusive of retailer costs and margin.

As the official Fuel Price Information Service of Logistics UK, we offer all members a 5% discount on pricing subscriptions.

■ For more information visit www.logistics.org.uk/fpisvs

LOGISTICS UK

Recovery Service

Logistics UK Recovery

Operated by the AA, Logistics UK Recovery is a cost-effective 'pay as you go' vehicle recovery service. Breakdown assistance for your transport is vital in business, but it can represent a significant cost, particularly if your company is running a large number of vehicles including cars, vans or HGVs.

If your company does not want to take out insured cover, then Logistics UK's pay-for-use Recovery, operated by the AA, could be right for you. Entitlement to Recovery is free for Logistics UK members; you can decide which services you are likely to require should any of your vehicles break down, and your company only gets charged if it uses the services.

There is no annual fee too, so no breakdowns mean no cost!

■ For more information visit www.logistics.org.uk/recoveryvs

LOGISTICS UK

Fleet Management Software

Move away from spreadsheets or paper-based systems with Logistics UK's fleet management software.

Designed for fleets of any size and mix to make fleet management easy.

Key benefits:

- **Increased compliance:** Supporting key industry accreditations including DVSA Earned Recognition.
- **Maintain peace of mind:** Proactive 'traffic light' alerts for all upcoming vehicle and driver events.
- **Engage drivers:** Vehicle walkaround check app included as standard.
- **Reduce costs:** Accurate reporting to highlight cost savings and analyse inefficiencies.



0371 711 2222* www.logistics.org.uk/fmsvs

*Calls may be recorded for training purposes



2Rent

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■ www.2rentuk.com

ALPHABET

Alphabet (GB) Limited

With a wealth of commercial vehicle expertise and award-winning customer service, Alphabet has been a leading provider of business mobility for over 25 years. We pride ourselves on being a partner our customers can trust to deliver tailored funding, fleet management, and in-life solutions for vehicles up to 3.5 tonnes.

From e-mobility consulting and policy reviews to bespoke conversions, our dedicated commercial vehicle team offers specialist support every step of the way. We are passionate about making vehicle specification, preparation, and mobilisation as easy and stress-free as possible while ensuring even the most complex requirements are expertly implemented.

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■ LCVSales@alphabet.co.uk

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■ 0141 332 2626
 ■ www.acvm.com



Athlon UK

At Athlon, we know mobility. By working with us, you're taking one step closer to a more sustainable future. Our knowledge and experience, together with a legacy of over 100 years, allow us to provide tailored solutions that work towards a sustainable future. Our teams work to guide, support and deliver solutions for every individual customer across the private and public sectors. With our local expertise, Global knowledge and support from one of the world's leading brands – Mercedes Benz Mobility - we are able to offer a range of effective leasing solutions, management and consultancy across all multi-marque cars and vans.

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■ info@axtec.co.uk
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CoolKit

As the largest converter of temperature-controlled and refrigerated vans in the UK, we are widely recognised by OEM's, fleet funders and operators alike as the foremost specialist in the industry, providing our customers with solutions to complex transportation problems which optimise vehicle productivity whilst minimising owning and running costs.

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■ www.coolkit.co.uk

**LOGISTICS UK**

Van Driver Safety Training

Protecting your brand and your business!

Before a driver gets behind the wheel, our van driver safety training helps to make sure they keep themselves and other road users safe, whilst protecting your brand.

Benefits of Van Driver Safety Training

- A low-cost basic safety training tool for new or existing van drivers.
- Manage, track and see the results of all of your drivers in one place.
- Can also be used as a shortlisting tool for driver recruitment.
- Covers core safety areas and legal responsibilities.
- Fully interactive, fast and easy to use digital learning.
- Easy to use – drivers can complete our online van driver safety training course in less than one hour.
- Clear content – our learning modules use clear spoken language, pictures, text and videos.
- Course content based on feedback from members on the important core competencies for van drivers.

Visit www.logistics.org.uk/vdstVS or call **0371 711 2222****Calls may be recorded for training purposes

DAVIS – Licence Check Ltd

DAVIS is an automated, modular system enabling businesses to manage and mitigate driver and vehicle risk by performing essential checks.

The licence checking solution returns DVLA driving licence results quickly and enables fleet managers to automate rechecks based on risk, or at regular intervals throughout the year.

The driver risk score presents a real-time measure of individual driver risk and provides a summary of your overall fleet risk via dashboards.

DAVIS also offers e-learning to educate your drivers and improve their attitude and behaviour, with the aim of improving road safety.

- sales@licencecheck.co.uk
- www.licencecheck.co.uk



Fraikin Ltd

While you focus on your business, we take care of your fleet.

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You Drive your business growth while **We Care** for your fleet needs. Want to know more?

- Talk-to-us@fraikin.co.uk
- www.fraikin.co.uk



Jaama Ltd

Ensuring that vehicle software is cutting-edge to improve operating efficiencies and business effectiveness is vital for any conscientious fleet. Key2 is Jaama's multi award-winning web-based vehicle, driver and workshop management solution used by vehicle operators including: DHL Supply Chain, Hertfordshire County Council, Interserve, MITIE, Skanska and Speedy. Jaama is committed to working in partnership with customers and industry bodies to promote best practice and raise standards across the fleet industry by providing market-leading fleet management software, innovative technology and process management to ensure vehicles are operating in tip-top condition and comply with legislation. Jaama has been a Logistics UK Supplier since 2012 and is the industry's benchmark for quality and innovation and is established as the UK's most recommended software and driver licence checking supplier in the fleet, leasing and hire markets.

- enquiries@jaama.co.uk
- www.jaama.co.uk



KINTO UK Limited

Step Inside KINTO's commercial vehicle division and meet a team of LCV technicians managing over 16,000 specialist and equipped vehicles.

Our commercial vehicle team has a clear role in making sure you meet your service commitments. We also have expertise across a multitude of market sectors, including utilities, corporate, housing associations and not-for-profit.

With accurate, concise and timely management information, a focus on vehicle downtime, a well-managed support network, a range of cost effective and bespoke commercial vehicle fleet management solutions, and a service in line with your own SLAs (Service Level Agreements) and KPIs (Key Performance Indicators), why not talk to us and find out how we are different?

■ www.kinto-uk.com



LeasePlan UK

With over 50 years' experience and a fleet of more than 1.7 million vehicles across 29 countries, LeasePlan has the experience and resources to understand your specific requirements and provide the commercial vehicles that are right for you.

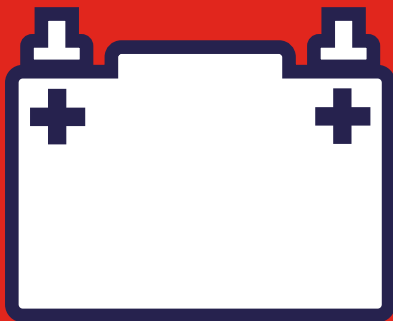
In the UK, we have a wide range of customers, including some of this country's largest fleets, and we've been a Logistics UK Van Excellence Partner for over a decade. Our areas of specialisation include the electrification of commercial vehicle fleets (with a free online tool to help companies see if they're ready to switch), vehicle finance and fleet management.

Perhaps the best indicator of our quality as a provider of van fleets is that we are WhatVan's Leasing Company of the Year 2022. We also won this award in 2021, 2020 and 2019.

■ lcv@leaseplan.co.uk
■ www.leaseplan.com

LOGISTICS UK

Recovery Service



**If you don't
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no charge**

An award winning year round service, backed by the AA, that won't let you down

- Cutting edge technology in all AA vans to help diagnose and fix vehicle faults, usually getting your drivers going again in around 30 minutes.
- The AA's mechanics have 35 centuries of experience between them, fixing 8 out of 10 vehicles at the roadside.
- Cost effective 'Pay as you go' service with FREE registration for Logistics UK members and no monthly fees.
- Assistance with a wide range of breakdown problems such as misfuelling services for vehicles of all sizes, lost keys and flat tyres (often not included in manufacturer breakdown cover).
- Preferential breakdown and recovery rates* (including minibus rescue).

*compared to standard AA PFU rates

Register today for free, and you'll only pay for Logistics UK Recovery when you need it

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Lens-Tech Co Ltd

We're experts at bending light – that's our business.

We design and manufacture Fresnel lenses in clear PVC and acrylic to help truck and van drivers see into their vehicle blind spots.

Our **Vantage Point** lens simply sticks on the **van's** nearside window to remove mirror blind spots behind and outwards of the side panel, so providing 30° of extra vision to reduce cyclist and other VRU (Vulnerable Road User) accidents.

A **Hi Vue** Fresnel lens press-fits inside the truck's passenger window in landscape mode and is held firmly in place by its own 'peel-back' self-adhesive to provide an extra downwards view alongside the passenger door. Or, when a **Hi Vue** lens is fitted in portrait mode on a truck's DVS 'peeper' window, it provides a 30° forward view to reveal any hidden dangers behind the truck's nearside window pillar and mirror array.

www.lens-tech.com**ogilvie**
FLEET

Ogilvie Fleet

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Ogilvie's dedicated LCV experts can manage every aspect of your commercial fleet from fit out and branding through to vehicle disposal.

With over 40 years' experience and over 20 industry awards in the last decade, Ogilvie is the partner of choice for some of the UK's biggest commercial fleets.

Our daily rental division has access to thousands of LCVs across the UK, while our specialist EV teams are supporting our customers with their transition to electrification.

- www.ogilvie-fleet.co.uk
- [linkedin.com/company/ogilvie-fleet-ltd](https://www.linkedin.com/company/ogilvie-fleet-ltd)
- twitter.com/OgilvieFleet

PENDRAGON
Vehicle Management

Pendragon Vehicle Management

Pendragon Vehicle Management (PVM) is a division of Pendragon plc, built on offering choice, value, service and convenience for our customers, with over 35 years' experience managing complex fleets. PVM is considered an expert within its field. We can help you design your optimal fleet policy, choose the right funding options for your needs and manage all of your vehicle orders for you. Our customer services teams will effectively act as your own internal fleet team, enabling you to outsource services such as fines handling, accident management, downtime and driver communications. We provide an account manager to give expert advice, a dedicated customer service team to handle your drivers' queries and detailed reporting on fleet performance.

- 01332 267367
- www.pendragonvehiclemanagement.co.uk

RED
TRAINING

RED Training

RED DRM and RED Wellbeing form RED Training, a full-service driver risk management business delivering practical in-vehicle, classroom and webinar training, supported by an online DRM platform.

With Driver Profiler, Licence Checking and E-Learner modules, the platform provides ongoing, bespoke training to all drivers, and a comprehensive suite of administrator reports.

Each driver has a 'live risk score' which takes feeds from telematics, fleet management and driver apps.

The RED training centre at Donington Park delivers training in Skid Training, 4x4, B+E, C and C1; RED also has trainers covering the whole of the UK and a range of engaging Driver CPC modules.

- www.reddrivingschool.com/driver-risk-management



Reflex Vehicle Hire

Reflex Vehicle Hire are committed to supplying commercial vehicles to businesses when they need them most. Our flexible vehicle rental services are equipped to deal with the busy environment of a thriving business, supporting customers unique requirements as needed.

Reflex offer an extensive selection of vehicles so that we can support customers with the transport solutions they need, whenever and wherever they need them.

Whether you want to hire a van with crew capacity to transport your whole team, or hire an executive car, we will support your business with the safest of vehicles.

We pride ourselves in assisting our unique customers with tailored transport services: from racking and livery, to towbars and technology.

- sales@reflexvehiclehire.com
- www.reflexvehiclehire.com



Ridecell

Ridecell is leading the way in the digital transformation of fleet businesses and operations. Their fleet automation and mobility platform modernises fleets by combining data with digital vehicle control to turn today's manual processes into automated workflows. The result is unmatched levels of efficiency and control for shared services, motorpools, rental and logistics fleets.

Through our unique approach to fleet automation, our goal is to equip fleet customers with smart, actionable data. The technology provides insights into how fleets operate today, providing fleet owners and operators with information on how to make positive, long-lasting changes tomorrow. Our intuitive platform provides robust solutions to better manage day-to-day fleet operations and helps increase productivity, safety and customer service while lowering the total cost of ownership for fleets. For additional information, please contact Kenneth Malmberg, Director of Market Development and Alliances using the email below.

- kenneth@ridecell.com
- <https://ridecell.com/>



Solera

Solera is the leading global provider of integrated vehicle lifecycle and fleet management software-as-a-service, data, and services. Solera's global fleet management solutions connect your people, vans and data with the latest AI-powered fleet safety technology that optimises efficiency and reduces operating costs. From video safety and risk management to driving intelligence and personalised performance solutions, Solera provides van fleet operators with a comprehensive view of fleet and driver behaviours, giving you the tools to decrease preventable collisions, exonerate not-at-fault drivers and improve delivery efficiency and customer satisfaction.

Solera Fleet Solutions:

- Solera SmartDrive
- Solera Mentor
- Solera Roadnet Anywhere
- Solera Protect

- www.solera.com/fleet-solutions-international



Zenith Vehicle Contracts Ltd

Zenith is the UK's leading independent leasing, fleet management and vehicle outsourcing business.

For over 30 years, Zenith has been trusted by many of the UK's leading blue-chip companies to deliver solutions that support their strategic priorities and keep their fleets moving. And because we're independent, we have the freedom to give our customers the flexibility they need.

We deliver innovative and intelligent solutions across corporate, commercial and consumer sectors with our digital direct-to-consumer leasing business, ZenAuto. We now manage over 150,000 vehicles, from vans, cars and trucks to trailers and specialist vehicles. You name it, we can manage it, 24/7/365.

- 0344 848 9311
- oneteam@zenith.co.uk
- www.zenith.co.uk

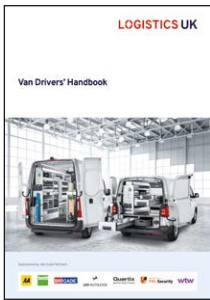
As a trusted supplier to the industry for over 50 years, Logistics UK's Shop is open to both Logistics UK members and non-members and the requirements of our customers continue to be of paramount importance.

Shop offers a wide range of great value products specifically sourced for van and car operators, to ensure the safe and compliant operation of your vehicles.

SHOP WITH US AND YOU CAN TAKE ADVANTAGE OF THE FOLLOWING BENEFITS:

- ✓ **Save time:**
 - A one-stop-shop for all your transport supplies.
 - Quick and easy ordering online and by phone.
 - Urgent delivery on request.
- ✓ **Save money:**
 - Quantity discounts available.
- ✓ **Peace of mind:**
 - Over 50 years experience in supplying the industry.
 - Many of our products are unique to Logistics UK Shop.

Van Drivers' Handbook



Van Drivers' Handbook 6th edition. Sponsored by the Van Gold Partners.

Includes a new chapter for 2022 – Clean air zones.

Code: 4273

	Member (ex VAT)	Non-member (ex VAT)
1-9	£7.60	£8.80
10-19	£7.40	£8.55
20-49	£6.90	£8.05
50-99	£6.40	£7.55
100+	£5.40	£6.55

Van & Light Vehicle Drivers' Walk Around Check Card

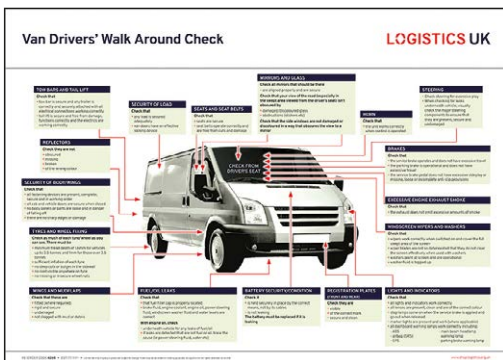


A6, 4-page laminated pocket guide for van drivers performing their daily walk around checks.

Code: 4511

	Member (ex VAT)	Non-member (ex VAT)
1-49	£1.21	£1.33
50-99	£1.01	£1.03
100+	£0.81	£0.63

Van & Light Vehicle Drivers' Walk Around Check Poster

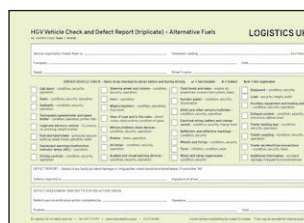


A2 poster providing useful information for van drivers on performing their daily walk around checks.

Code: 4268

	Member (ex VAT)	Non-member (ex VAT)
1	£7.26	£7.99
2+	£6.26	£6.99

VC40E – Defect Report Pad – Alternative Fuels



Single – A5 easy to use tear off pad for all types of vehicles including alternative fuelled vehicles. 100 single sheets per pad'.

Code: 7644

	Member (ex VAT)	Non-member (ex VAT)
each	£3.00	£3.35
50-99	£2.70	£3.00
100+	£2.40	£2.70

Duplicate – As above but 50 sets, duplicate numbered.

Code: 7645

	Member (ex VAT)	Non-member (ex VAT)
each	£3.60	£3.95
50-99	£3.25	£3.55
100+	£2.90	£3.15

TriPLICATE – As above but 50 sets, triplicate numbered.

Code: 7646

	Member (ex VAT)	Non-member (ex VAT)
each	£4.35	£4.80
50-99	£3.90	£4.30
100+	£3.50	£3.85

Truckmate S6900 7" Active Magnetic Mount Truck Sat Nav



Snooper Truckmate S6900 includes a large 7-inch slim wide touchscreen display and is designed for use in a Lorry, HGV or large van. The Snooper S6900 Satnav also includes Active Magnetic Mount whereby power is supplied to the mount and not direct to the Satnav making it easier to mount and dismount. This Snooper system is PC and Mac compatible.

Code: 7863

	Member (ex VAT)	Non-member (ex VAT)
each	£269.99	£279.99

Garmin Dezl LGV 1010 Sat Nav



This extra-large 10" sat nav features custom routing based on the size and weight of your truck, strategic suggestions for fueling and breaks, and leading-edge arrival planning.

Code: 7842

	Member (ex VAT)	Non-member (ex VAT)
each	£636.00	£650.00

Brigade Dashcam with GPS and 32GB SD + 2nd Cam UK



Brigade's DC-102-RVC package is ideal for fleet managers wanting to ensure that incidents are captured from both the front and rear of the vehicle.

The DC-102-RVC also includes a 32GB micro SD card and a GPS antenna to pick up locations and speeds via our easy-to-use PC viewer.

Code: 7884

	Member (ex VAT)	Non-member (ex VAT)
each	£242.19	£246.69

Brigade Lite Mirror monitor 7 AHD



Brigade Van's high definition mirror monitor enables drivers to see blind spots by delivering a live feed on the monitor of everything in camera view, including people or obstacles.

With two camera inputs, 7" screen and audio.

Code: 7879

	Member (ex VAT)	Non-member (ex VAT)
each	£126.72	£135.72

Hi-Vis Essential Fleece - Orange



This Hi-Vis Essential Fleece offers great wearer warmth and comfort. Features include two secure side pockets with zips and an elasticated draw cord waist for a more comfortable fit. The high quality anti-pill finish maintains the look of the garment for longer. In colour orange, available in sizes S-XXXL.

Code: 7278

	Member (ex VAT)	Non-member (ex VAT)
each	£19.35	£21.00

Steelite Lusum Safety Trainer S1P HRO - Blue



Low profile safety trainer with eye catching two tone colouring. Heat resistant rubber outsole with steel toecap and midsole for protection. In colour black, available in sizes 3-13.

Code: 7287

	Member (ex VAT)	Non-member (ex VAT)
each	£23.80	£26.30

Flex Softshell Two Tone Jacket - Grey/Black

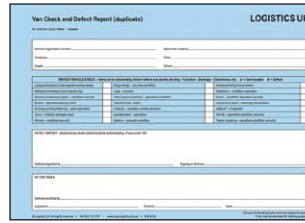


Flex softshell two-tone jacket in grey/black. Available in sizes S-5XL.

Code: 2052

	Member (ex VAT)	Non-member (ex VAT)
each	£26.25	£27.30

VAN40 Van Check and Defect Report Pad – VAN40



Single – A5 easy to use tear off pad specifically for vans. 100 single sheets per pad*.

Code: 4391

	Member (ex VAT)	Non-member (ex VAT)
each	£2.64	£2.90

Duplicate – As above but 50 sets, duplicate numbered.

Code: 7554

	Member (ex VAT)	Non-member (ex VAT)
each	£3.30	£3.65

TriPLICATE – As above but 50 sets, triplicate numbered.

Code: 4399

	Member (ex VAT)	Non-member (ex VAT)
each	£4.90	£5.38

Safe Loading of Vans Poster



A2 poster featuring key tips on the safe loading of vans.

Code: 4607

	Member (ex VAT)	Non-member (ex VAT)
1	£7.26	£7.99
2+	£5.20	£6.20

Snooper My-Speed Plus – Speed limits and Speed camera alerts



The Snooper My-Speed Plus is the latest version of our extremely popular 'My-Speed XL'.

It will alert users to changes in the speed limit on every road you travel on, so you can ensure you're driving safely, protecting your driving licence and avoiding speeding fines. The device's AURA database provides drivers with all the information they need on the locations for all types of speed traps, including specs cameras, fixed speed cameras, variable speed cameras and mobile speed cameras.

Code: 7865

	Member (ex VAT)	Non-member (ex VAT)
each	£119.92	£125.99

Mobile Phone Sticker



Mobile phone vinyl sticker. 100x100mm.

Code: 4131

	Member (ex VAT)	Non-member (ex VAT)
1-49	£1.21	£1.33
50-99	£1.01	£1.03
100+	£0.81	£0.63

Travelling First Aid Kit



Small travelling first aid kit.

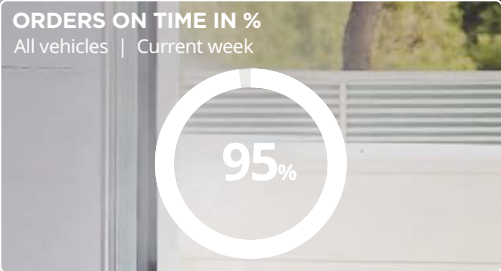
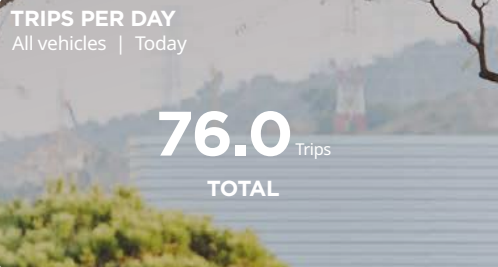
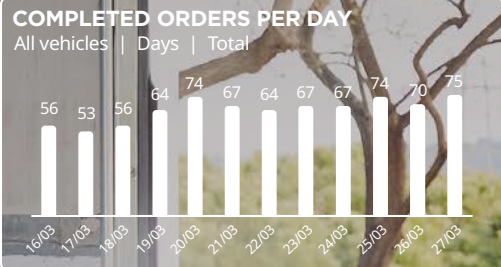
Code: 4252

	Member (ex VAT)	Non-member (ex VAT)
each	£5.45	£5.75

Do you want to finish more jobs in a day?

With Webfleet you get it done.

You know where you want to take your business. We give you the power to get there. Reduce fuel usage, improve safety, boost productivity - no matter the focus, Bridgestone's globally trusted fleet management solution gives you the data insights and tools you need to make it happen.



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webfleet.com | +44 208 822 3605
Let's drive business. Further.