

VAN

A LOGISTICS MAGAZINE SUPPLEMENT



VOICE OF MOTORING

★ Interview with AA President Edmund King OBE

PROFESSIONAL PARTNERSHIP

★ Celebrating Logistics UK's 30-year anniversary with the AA

60-SECOND INTERVIEW

★ In conversation with Tim Campbell, MD of Campbells Consultancy

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David Wells OBE

Chief Executive, Logistics UK

Welcome

Vans are growing in importance, and have been for some time. According to recent research commissioned by Logistics UK, van travel has more than doubled in the last 25 years, and now accounts for almost one in six miles travelled by all motor vehicles.

Since the COVID-19 pandemic swept the UK two years ago, that pace of growth has accelerated. A decline in 'bricks and mortar' retail has seen a corresponding boom in online shopping, which has required an ever-growing army of couriers to deliver the goods we order to our doorsteps. I believe this is a trend that will not be reversed.

There were 4.6 million vans on Britain's roads in 2020, an increase of 29% on 2010, according to the latest figures from the Society of Motor Manufacturers and Traders (SMMT), leading some commentators to describe this as 'the decade of the van'. To put that in context, vans now account for more than one in nine motor vehicles on Britain's roads.

As their numbers continue to rise, so too do the responsibilities of van operators to ensure that their fleets adhere to the highest standards of safety and compliance.

Our recent survey shows that van operators' top three priorities are maintaining vehicles, compliance and fleet risk management, and the procurement of vehicles that are more environmentally friendly. As one of Britain's biggest business groups, Logistics UK is uniquely well placed to help operators with all three of these issues. We offer a broad range of high-quality services and products to help managers of vans ensure their fleets remain safe, legal and compliant.

With the end of the sale of petrol and diesel vans less than eight years away, decarbonisation is going to present the industry with some profound challenges. In this supplement, we look at what the options are and the next steps operators can take in their journey to net zero.

We also provide details of our professional partners and suppliers. We thank them for their contribution and unwavering commitment to helping Britain's van operators maintain the highest standards of safety and compliance.

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Edmund King OBE, President of the AA

Since being appointed as President of the Automobile Association in 2008, Edmund King has become a well-known spokesperson for British motorists. A reassuringly familiar presence in the news media, he campaigns and comments on everything from potholes to fuel prices, and speed limits to car tax.

FROM A CAR-FILLED CHILDHOOD...

King's career in automotive spans more than 30 years, with senior roles at the British Road Federation, the RAC and the AA, but he can trace his interest in motor vehicles back to his Norfolk childhood, where the boy next door happened to be the son of one Colin Chapman, the founder of Lotus Cars.

His neighbour's driveway was frequently lined with Lotus Elans and Lotus Europas, and Chapman even flew the young King to his first Grand Prix at Silverstone at the age of seven, where he met some of the racing drivers of the day. Added to which, his father also owned a range of "odd cars", such as a range of Citroen DS cars from the 70s and 80s.

"It was a combination of those things that meant from an early age I just had this interest in cars and automotive," King said.

An interest in the political system, however, led him to study politics at university in the 1970s and he later worked in radio in Los Angeles.

"My job at the AA combines automotive, broader politics and media. It's quite seriously the ideal job for me – I can't really think of any other sector I prefer," he said.

... TO A CAREER IN AUTOMOTIVE

King got his professional start in the automotive sector with the now defunct British Road Federation (BRF) in the 1990s, where he worked as a Campaigns Manager. The BRF represented companies and trade associations, including Logistics UK (then FTA), SMMT, the RAC and the AA, involved in the wider automotive sector.

"One of our biggest campaigns was East Anglia Roads to Prosperity, which was all about getting the A11 dualled," King recalled, "For me, as I originally lived in Norwich, that was a perfect campaign because the chairman of our campaign was a guy called Sir Arthur South, who was Chairman of Norwich City Football Club, and I followed Norwich City Football Club from the age of five. So again, Sir Arthur inviting me to join him in the box at Carrow Road was a fantastic perk of the job."

His years at BRF got King involved in campaigning and media and working with MPs and from there he was spotted by first the RAC and later the AA.

CELEBRATING THREE DECADES OF PARTNERSHIP

King describes the logistics sector as important not just to the AA and business, but also to the UK economy as a whole.

"The work that Logistics UK and its members do really is the backbone of Britain and we've probably seen that more in the last two years," he said.

The COVID-19 pandemic and the way lifestyles have changed, with more people working and shopping from home, has given the public a more direct relationship with the logistics sector.

While the AA is probably best known as the biggest breakdown assistance company in the UK, King believes it is important that it helps essential business to function through business groups like Logistics UK and the British Chambers of Commerce.

In 1992, the AA and Logistics UK began their partnership to deliver the popular Logistics UK Recovery service. A quarter of a million incidents and 50,000 recoveries later and the partnership is still going strong.

On the longevity of the partnership between the two associations, King said: "I think the relationship and the fact that it's gone on for 30 years is probably a testament to both organisations. We're both service led, delivery led, getting things done and that certainly is something that runs through the AA. When my colleagues are dealing with Logistics UK it shows that they deal with the customer first and the vehicle second."

THE RISE OF VANS

Vans now account for more than one in nine vehicles on Britain's roads, and their growth in number can be attributed to their astonishing versatility, King maintained.

"Vans are the unsung hero, because they do everything," he said, "From the florist to the bakery to the window cleaner to the mechanic to the service delivery."

Outdated stereotypes of 'white van man' are wide of the mark, he argued, and vans should be recognised for the role they play in delivering essential services. Lockdown, he believes, has helped change the public's perception, leading to a dawning realisation from the general public, that van drivers deliver the essential services that keep Britain going.

"The van sector worked incredibly well during lockdown, they were out there day and night. If you think back to March 2020, it was a great unknown, it was dangerous being in contact with other people. People were dying of COVID, our hospitals were full and we should not underestimate the roles that Logistics UK members played during that period."

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THE DRIVE TO DECARBONISE

When the government announced its ban on selling new petrol and diesel cars and vans from 2030, King was surprised by the scale of its ambition?

"I think I described it as "challenging", and it is pretty radical," he said.

An electric car driver and enthusiast, King said that they had improved significantly over the last 20 years, but believes the van sector is lagging the car sector in this respect as it started electrification earlier.

The AA was involved in an EV rally in Scotland last year, during the COP26 conference, which included some Maxus vans. It completed 1,200 miles in electric vehicles over five days.

"One of the rules was that you couldn't charge overnight," King said, "You had to charge on your journey and we proved with both vans and cars that with a bit of planning it could be done."

Rallies are one thing, however, and everyday business quite another. Although it does have some electric vans in its fleet, King concedes that there is still some way to go before the AA electrifies its patrol vehicles.

"When we look at our own fleet, particularly our patrol fleet, we need a van that can tow two tonnes, that's got quite an extensive load capacity for all the tools and currently there isn't one on the market that meets all our needs," he said.

Another issue is that the AA's 2,500 patrol men and women do not leave their vans in a depot overnight.

"You've got that broader question: can you charge at home? Have you got off street parking to get in a charging unit? Because if you live in a flat or a terraced house it can be problematic. And that will affect van drivers more than car drivers. I just think some of those issues haven't been addressed enough," King said.

The AA is now looking at where it can deploy electric vans, where it does not need the towing capacity.

"We have something called Fuel Assist which we use with your members who have put in the wrong fuel," King said, "For that service we don't need to tow the vehicles, we sort out the fuel there and then. So, within our own fleet, we are looking to identify niche areas where we can use zero emission vehicles now."

OTHER FUELS ARE AVAILABLE

While King sees electric as the most viable alternative fuel for vans, he also thinks there could well be a role for hydrogen fuel cell for bigger vans and HGVs.

"I think it will be a mix," he said, "I know government's always saying we don't pick winners, but they do point in one direction and I think one of the problems in developing infrastructure is possibly there has been an overemphasis on electric and not enough on hydrogen or even other liquefied gases, because electric does have some downsides."

One of those downsides is charging time. While it is much quicker to fill up with hydrogen, the refuelling infrastructure for hydrogen is even more patchy, with just 14 hydrogen refuelling centres currently available in the UK, five of which are within the M25.

FUELLING INFLATION

A major concern for the logistics sector at the moment is the steep rise in petrol and diesel prices, exacerbated by the geopolitical situation in Ukraine. However, King believes that the rise in fuel prices can also be attributed to an increase in demand as economies come out of lockdown.

Fuel prices have spiked despite the fact that until recently Fuel Duty had been frozen for more than a decade. Although the Fuel Duty rate is static – 52.95 pence per litre – the VAT goes up with the price.

"One of the things we've said to government, and this would help industry, is of course government can't govern the global situation but what they can govern is the tax take," King said.



The AA has campaigned for a fuel price stabiliser, so if the bulk cost of oil goes up, the VAT can be reduced, and if it goes down, the VAT can revert to 20%.

“The Treasury has looked at it before, but it never really happened in practice,” he said, “That is something they could do without losing money, because the VAT goes up as the cost goes up. So you wouldn’t necessarily lose money for the government.”

THE ROAD AHEAD

There are now a record 4.6 million vans on Britain’s roads, according to the latest figures from SMMT. How does King see their role evolving over the coming decade?

“I actually think those numbers will increase, because we are becoming more reliant on services, not just at home but to our offices as well,” he said.

As industry increasingly relies on buying services in, rather than hosting them in house, those services need to be brought in on wheels because they often involve carrying heavy tools or goods.

“I actually think that the outlook for the sector is very bright despite the challenges,” King said, “There are many challenges, zero emissions being one of them.”

The driver shortage, particularly at the upper end, is another challenge. The AA is not immune to these skills shortages as its recovery vehicles need to be driven by drivers with HGV

licences. To address the issue it has started its own driver academy, to encourage young people to learn to drive HGVs.

“Like everyone else we’re suffering,” King said, “So I think there will be more in-house training, more apprentices, more academies which I think is a good thing because it helps bring in a more diverse population. We’ve got three females on this latest intake for our driver academy, whereas if we just went out to try to poach HGV drivers from elsewhere, we wouldn’t have got three females so there can be benefits of doing more in house for bigger companies with bigger fleets.” ■



Van miles have more than doubled in the last 25 years, research reveals

Van ownership and travel has grown substantially, according to research recently commissioned by Logistics UK. Citing statistics from the Department for Transport and Society of Motor Manufacturers and Traders, the research reported that there has been a 106% increase in van travel over the past 25 years, with vans accounting for 16% of all motor vehicle miles in 2019.

The research, which was undertaken by research agency Red Brick, consisted of an online survey and in-depth telephone interviews with 24 participants. When asked about their top van priorities, more than seven out of ten respondents placed vehicle maintenance (74%) and compliance and fleet risk management (71%) at the top of their agendas. Interestingly, procurement of more environmentally friendly vehicles was placed third (56%) closely followed by the procurement of new vehicles.

On maintaining vehicles, respondents reported that the importance of day-to-day maintenance was connected to both the difficulty of obtaining new vehicles and driver training – ensuring that drivers know what needs to be monitored during their daily walkaround checks.

“We need drivers to be able to maintain their vehicles,” one respondent said, “drivers who aren’t fully educated on maximum load weights could damage the vehicles.”

On compliance and fleet risk management, the challenges concerned enforcing defect reporting, especially for employees for whom driving is seen as a secondary aspect to the job.

For more than half of respondents (56%), procuring greener vehicles was a top priority. While the number of Ultra Low Emission Vehicles was increasing, a 2019 Department for Transport report found that 96% of vans were powered by diesel.

Lack of viable options in the marketplace was cited as a major barrier to the adoption of electric vehicles: “We’re looking at electric vans, but there’s just not enough out there at the moment,” one respondent remarked.

Denise Beedell, Public Policy Manager, Logistics UK, said: “This latest research shines a revealing spotlight on the issues that are of prime importance to managers of van fleets. Happily, vehicle maintenance, compliance and decarbonisation are all areas where Logistics UK can support van operators.”

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60 second interview

Tim Campbell has enjoyed a 40-year career dedicated to commercial vehicles. He was the founder of Campbells Commercial Vehicle Marketing Group, the largest of its kind in Europe, which he sold in 2014. He is an international guest speaker at industry events, including the Tokyo Motor Show in Japan, CV Middle East in the United Arab Emirates and the NTEA Conference in the USA. He is currently Managing Director of Campbells Consultancy, helping commercial vehicle fleets make the transition from diesel to zero emission vehicles.

How did you get your start in the automotive sector?

To cut a very long story short, I started at ERF Trucks as a student research and development engineer which was an absolutely brilliant time with great work colleagues who gave me a lot of stick as I was a friend of the Managing Director's daughter! I am sure you can imagine the comments and leg pulling I got but I loved every minute and some are still friends to this day. I then worked for Gardner diesel engines as a Sales Engineer and from there to Mercedes-Benz UK and Leyland Trucks on fleet sales and then contract hire/rental director with one of the van and truck rental companies.

What has been the single biggest change to the industry you have witnessed during your career?

It probably won't come as any surprise if I said the one we are going through now. Our industry is trying to do in 120 months what has taken 120 years to achieve with diesel. By that I mean, diesel has been with us for over a hundred years and yet in less than eight years from now we will be banning the sale of new diesel vans and then, new trucks up to 26 tonnes GVW in 13 years (average 10 years). This is a mindset change over virtually every aspect of our industry from manufacturers, bodybuilders, fuel suppliers and, of course, the poor van operator who is in the middle of all this upheaval still trying to make sense of it all! Infrastructure, myth busting and driver training are keys to its success but I'd need more than one page to explain these in more detail.

Why and when did you set up your first business?

Wow – I can't remember that far back but most people in the industry probably remember my major company Campbell Automotive which I started in 1997 which covered training, data, consultancy and recruitment in the van and truck industry, mainly working with commercial vehicle manufacturers. Indeed, I still bump into friends I have trained and thankfully they are still happy to see me, well almost all of them! It was an important statement for me, because I was sick of turning up to training courses or asking for datasets and dealing with 'car people' who didn't understand our industry, so I thought I'll start one and we will just do vans and trucks and no cars! The company was based in Leyland which meant it was easy to

have staff acquainted with the commercial vehicle industry (I was born in Leyland) and it built up a good reputation I think, but that's not for me to say. It was taken over in 2013 by the DVV Media and this allowed me to concentrate on consultancy and training, travelling around the world to look at the future for commercial vehicles in the US, China, India and Australia.

In your experience what is it that prevents operators from taking their first steps to decarbonising their van fleets?

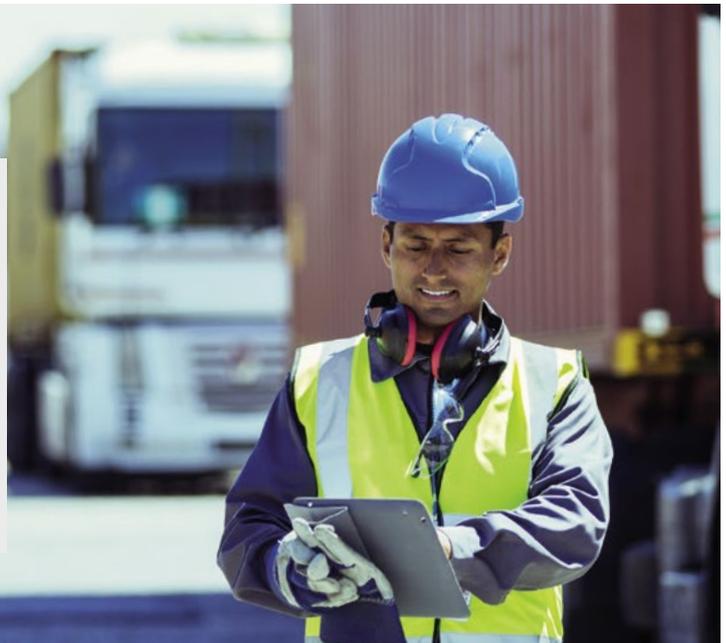
First of all I think we should differentiate between the SME market and the large fleet players such as the supermarkets and parcel couriers. I feel the van users with one or two vans



TIM CAMPBELL
Managing Director, Campbells Consultancy



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look at the upfront cost and, of course, the cost of a battery electric van is considerably higher than a diesel so there's an immediate barrier. That's even with the 'Plug-in-Grant' and the industry as a whole has little confidence in this grant, especially after the way it handled the reduction last year. So upfront cost is one factor but it has to be remembered the running costs on an electric van can be significantly cheaper, with lower maintenance and running costs. However, this needs explaining better to the buyer. We also have range as a perceived issue, I say perceived because we have to accept right now not everyone is suited to buying an electric van, it just doesn't work for some operations. To generalise, the sweet spot for an SME is someone running a van around a 50-60 mile radius in an urban environment with a driveway and 7kW, home charger, who leases or finances over a three to five year period. Once outside these parameters we may start to compromise and get to the extreme of a busy 3.5 tonne fridge conversion doing 200 miles carrying a one tonne payload in winter using the motorway like you would drive a diesel – that's a no! But there are lots in between and eventually we will satisfy that extreme operation as well. I often say it's not about range anxiety but charger anxiety. If you have planned your route and expect to stop for a 'top-up' there's nothing more frustrating than finding out the charger is out of service, and yes I know, apps like ZapMap are there but they are not 100% accurate as those that regularly drive electric vans will tell you.

The sale of new petrol and diesel vans is to be phased out from 2030. Were you surprised that the deadline was brought forward by ten years and do you think it is too ambitious or not ambitious enough?

No I wasn't surprised. I have been involved in various consultative bodies which have contributed to the decision-making process and it appears obvious to me that post-Brexit, the government has decided we should be ahead of the rest of Europe on nearly every phase out, from cars to trucks. It may be viewed now as ambitious in light of the semiconductor shortage and COVID, which has put the whole industry back at least eighteen months, particularly in the van sector, but that couldn't be envisaged when the announcement was made. We are a small island, we have the potential to move forward in many areas of electrification and hydrogen supply but it comes back to infrastructure.

What do you see as the most viable alternative fuel to diesel for the van sector?

As I said earlier, battery electric is the most obvious choice. I am not a fan of hybrids as they are just a transitioning solution. We are seeing more and more electric vans enter the market with longer ranges, acceptable payloads and they can tow. We should also remember we have conversions such as box vans, dropsides, fridges etc and these potentially have different power demands and driving characteristics. Ultimately infrastructure is key to both the needs of the SME and fleets but fleets running, for instance, 50 electric vans at one site will need to really look at the suitability of their premises, understand about charging, load balancing, cloud based communication and how to drive the van properly, which isn't as straightforward as a diesel but not hard to learn.

What role does hydrogen have to play in decarbonising van fleets?

I know PSA Group is working on hydrogen fuel cell vans and this could fill a niche demand, certainly in the near future, again due to infrastructure issues. Yes, we have recently had a hydrogen station placed in a supermarket car park but I really do believe heavy trucks should be the main beneficiary of a hydrogen economy. I have many friends in the hydrogen space, from the traditional truck manufacturers to the disruptors such as Hyzon and Tevva. Incidentally, recently I was in Germany, thanks to Mercedes-Benz, and had the opportunity to have a go in their hydrogen tractor unit GenH2 on the test. I also drove the Hyzon tractor unit whilst on a trip to Holland so they are here and working but don't let me kid you – they are still trial trucks.

The pandemic has witnessed the rapid growth of home delivery services as more people do more of their shopping online. Do you think this is a trend that will be reversed?

I don't think the two major sectors responsible for this – supermarkets and parcel delivery – will be reversed but rather plateau to a degree, with slower growth patterns as people and society learn to live with COVID rather than preventing it and subsequently return to work, albeit in a 'hybrid' fashion. Home deliveries, and the continued entrepreneurial spirit of the British people who set up small businesses time after time, will always have a van at the heart of their product delivery strategy or they will use a courier – a win for the van every time!

Unlike HGVs, vans are not currently within scope of operator licensing. Given their growth in numbers do you think now is the time to introduce mandatory regulation for the van sector?

Wow, that discussion has been going on for years! We now have lower gross vehicle limits for van operators travelling abroad for commercial use so certainly it's a start. I do feel there is merit in some cases and types of operations but these are rather niche.

With 4.6 million vans currently on Britain's roads, how do you see their role evolving in the coming decade?

Van of all shapes and sizes will always be the go-to method of transporting goods from A to B, and certainly final-mile delivery will be dominated by vans and L category vehicles. Interestingly, with the advent of the potential of electric distribution trucks over the next few years, I see a role for those to play a big part in city centre distribution, especially at night. In conclusion, the role of the van is here to stay and long may it continue! ■

“Vans of all shapes and sizes will always be the go-to method of transporting goods from A to B, and certainly final-mile delivery will be dominated by vans and L category vehicles.”

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Logistics UK Van Excellence recognises St John Ambulance

Logistics UK recently announced that St John Ambulance, the national health and first aid charity with around 580 vehicles in its fleet, has been awarded Van Excellence certification.

The St John Ambulance fleet consists of 300 ambulances, 65 treatment centre and first aid units, and 190 support vans and cars.

Van Excellence, an industry-led scheme promoting the safe, sustainable and efficient operation of vans, recognised St John Ambulance's commitment to keeping its drivers, passengers and other road users safe through the adoption of best practice and a dedication to compliance.

"I cannot over-emphasise the importance of safety in van operations and seeking Van Excellence certification is an ideal way of achieving this assurance," said Kevin Green, Marketing and Communications Director at Logistics UK, "The team at St John Ambulance recognises this and is committed to achieving the highest levels of safety and compliance. We were thrilled to present this certification to them and look forward to working with them in the future as they strive to maintain excellence."

Mick Coley, Regional Fleet Manager at St John Ambulance, said: "The accreditation shows that St John Ambulance has

achieved a definable level of service and management, proving to our current and future customers that the charity has sufficient policies and processes in place to manage its drivers and vehicles and to deliver a high level of service and safety. I believe it shows St John Ambulance cares for its drivers and vehicles and is willing and able to provide the evidence to show this. Over and above our commitment to CQC (Care Quality Commission) auditing, this award compares us directly to fleet industry standards."

Van Excellence is a scheme run by Logistics UK to promote the safe operation of vans, representing the interests of the sector and celebrating operators demonstrating excellent standards. Van drivers are vital to the UK economy; there are now more than four million vans on UK roads. As this continues to increase, all road users benefit from improved driving standards and maintenance.

For further information on the Van Excellence Scheme, including how to join, please visit the link on the right.



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Celebrating our 30 year partnership with the AA

John Major was Prime Minister, it was an annus horribilis for the Royal Family and 'Black Wednesday' saw a wave of speculation against the pound. The world's first text message was sent, leading retailers withdrew vinyl records from stock and Whitney Houston's I Will Always Love You spent an incredible 10 weeks at number one in the UK charts.

1992 was also the year that saw the beginning of a three-decade partnership between Logistics UK and the AA – a partnership that endures to this day. An advert that appeared in the then Freight Transport Association's November issue of *Freight* magazine – the predecessor to *Logistics Magazine* – tells of an exciting custom-designed breakdown and recovery service for members. Promising the fastest possible response and unbeatable value for money, the advert also offers cover throughout the UK and the major countries of Western Europe, on a pay-for-use basis 24 hours a day, 365 days a year.

Fast forward 30 years, 250,000 incidents and 50,000 recoveries later, and the Logistics UK Recovery service is still being operated by the AA on a cost-effective 'pay as you go' basis.

Al Richardson, Head of Membership and Affinities, Logistics UK, said: "In the logistics sector, having breakdown assistance for your fleet of commercial vehicles is absolutely vital, but it can represent a significant cost to your business, particularly if it operates a large mixed fleet of cars, vans and HGVs.

"Over the years, we have found that our pay-for-use Recovery service meets the requirements of many of our members. Entitlement to the service is free for Logistics UK members, they decide which services they are likely to require should any of their vehicles break down, and the company only gets charged if it uses the service. As there is no annual fee, if your company does not have any breakdowns during the year it will incur no cost. But if you do require the recovery service you will receive a reduced tariff compared to standard commercial AA rates, so it's a win-win."

Edmund King OBE, AA president, said: "We are thrilled to have partnered with Logistics UK, and indeed the FTA as they were known, over the last three decades. We are proud to have helped a quarter of a million drivers, whose vehicles really are the backbone of Britain, to go about their essential business. The partnership works as our shared values of a customer-focussed approach, and understanding of the importance of logistics in the UK, are so closely aligned. Here's to another thirty years."

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Van Excellence scheme celebrates 12 years of commitment to high standards

100 businesses and local authorities are now operating their vans to the highest standards of safety, compliance and efficiency, thanks to Van Excellence, a scheme administered by Logistics UK.

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★ www.logistics.org.uk/vanexcellence



Celebrating almost 12 years of the scheme's operation, Logistics UK is pleased to announce that 2021 was another successful year with a vast array of companies achieving Van Excellence recognition, including Wayfair, DHL International, Greggs, NHS Blood and Transplant; South East Water has retained its certificate for six years running now.

The Van Excellence scheme provides operators with the opportunity to demonstrate their commitment to safer, more efficient and sustainable van fleets by passing a series of tests. The scheme is sponsored by Logistics UK's Van Gold Partners: AA, Bott, Brigade, Lex Autolease, Quartix, TVL and WTW.

Kevin Green, Marketing and Communications Director at Logistics UK, comments: "Logistics UK started the Van Excellence scheme in 2010 with the intention of professionalising van driving; 12 years later, we are so pleased

that the scheme continues to go from strength to strength, with 100 certified companies now in operation. Whether a business or local authority is operating a fleet of thousands or a small fleet of one or two, the need for compliance and safety remains the same.

"I would like to take this opportunity to thank our sponsors – AA, Bott, Brigade, Lex Autolease, Quartix, TVL and WTW – for their incredible support; their input over the years has been vital to the ongoing success of the scheme."

In addition to the Van Excellence scheme, Logistics UK's van offering includes a busy programme of events and the Vans Policy Working Group, which provides a vital mouthpiece for the industry with government, regulators and other stakeholders and a platform to communicate and debate the issues the van market is facing.

Training course for van drivers gets off to a flying start

Logistics UK launched a new eLearning course – Van Driver Safety Training – at the inaugural Innovation and Technology in Transport (ITT) Hub event last summer, with the aim of helping operators ensure that their vehicles are being driven safely, efficiently and in compliance with government legislation.

MORE FROM
★ www.logistics.org.uk/vdst

Available to Logistics UK members and non-members alike, the course provides van drivers with an overview of their responsibilities in ensuring vehicle roadworthiness and explains how to identify and report possible vehicle defects. Combining video instruction with desk-based eLearning, modules within the course also cover the importance of appreciating the powers of enforcement authorities, and advice on how to increase road safety.

"All van drivers are legally responsible for the roadworthiness of the vehicle they operate," said David Jordan, Deputy Operations Director of Services at Logistics UK, "Along with their employer, they would be liable for prosecution

if found to be operating a defective van. It is vital that anyone driving a van – whether using it to carry tools, equipment and materials, deliver goods, or to transport others – is aware of this responsibility and takes every possible step to ensure they are operating their vehicle safely and legally. Logistics UK's brand-new virtual eLearning course, Van Driver Safety Training, provides van drivers with the toolkit they need to ensure their vehicle is roadworthy before setting out on a journey and throughout their working days."

The course is available to purchase for £9.95 per use for Van Excellence Accredited Operators, £12.95 per use for members of Logistics UK and £17.95 per use for non-members.



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 Bronze 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
BRONZE VAN PARTNER

Bronze 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

LOGISTICS UK

Recovery Service



**If you don't
use us, there's
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**

Call **0800 294 4733**

email fleetcustomers@theaa.com to find out more quoting 'Logistics'
or visit logistics.org.uk/recovery



Bott Ltd

We offer a full and comprehensive van conversion service, with more than 40 years of industry experience. Our aim is to fully understand the needs of all stakeholders, before delivering a compliant, durable and reliable solution for every customer.

Our expert team provides a full range of tailored services, including van racking, lighting, auxiliary power, communication equipment and vehicle graphics. As an official Logistics UK Van Gold Partner, we are also proud to support the drive towards improved operational standards, working with like-minded industry partners. This enables us to keep up to date with any changes in legislation and best practice guidelines, in order to provide our customers with the latest advice on staying compliant.

With electric and alternative fuels becoming an increasing fleet consideration, we also focus on understanding emerging vehicles and their suitability for various operational roles. This includes assessing challenges such as payload, range or the battery draw of planned additional on-board equipment. Through detailed staff training in the safe handling of these vehicles, we are also able to support our customers with vehicle choice and operative handover. Once the vehicle is in service, commitment to our customers continues throughout its life. Should an issue arise, you can be assured of speedy and comprehensive rectification through our dedicated aftersales service engineers.

If we can help support you and your business, please don't hesitate to get in touch via either phone or email. We look forward to speaking with you.

- 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 has been pioneering the cause of vehicle safety since 1976, when it introduced the very first reversing alarm to Europe. It continues to lead the way in vehicle safety, pioneering, developing and patenting new technology. In addition to quality products, Brigade offers an outstanding installation service through its nationwide Business-Service-Partners (BSPs), a network of professional auto electricians who provide fitting and repair work for Brigade's onsite service warranties.

- www.brigade-electronics.com



Lex Autolease

Lex Autolease is the UK's largest vehicle leasing provider* and has more than 83,000 light commercial vehicles in the fleet. 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 (fleetnews.co.uk) 2020

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

With fuel prices so high, be tankful with the Logistics UK Fuel Card

Designed to cover your fuel purchasing needs, no matter the size of your business, as a Logistics UK member we can offer you a payment and administration solution that will help to significantly reduce running costs.

- Discounted fuel savings of up to 10% at motorway stations.
- Fixed weekly pricing, linked to the wholesale base rate.
- Interest free credit, VAT-compliant invoicing and streamlining of admin.
- More than 3,000 multi-brand sites, with 638 dedicated HGV locations.
- Complete control and management visibility of fuel purchasing.
- No contracts, set-up or minimum usage fees.*

* Terms and conditions apply



Activate now and start reducing running costs with the Logistics UK Fuel Card!

0800 032 1739

www.logistics.org.uk/fuelcardvs



Quartix

The Quartix vehicle tracking system has been installed in over 600,000 vehicles and is helping more than 20,000 customers the UK, Europe and the USA save on fuel, manage drivers and regulate risk.

Quartix analyses your data and generates simple to use reports that can be accessed on the web. These reports and displays help you identify your best drivers, make sense of mileage and fuel costs and remove the need for regulatory admin. Live tracking, comprehensive driving style reports, driver timesheets, geofencing and management dashboards allow you to see where efficiencies can be made and help improve the safety of your teams. The intuitive dashboard lets customers view Driver Style league tables alongside safe speed scores. Improving driving styles has proven to save up to 10% in fuel consumption as well as having a hugely positive impact on road user safety.

The award-winning system offers a wide range of valuable features for fleet managers. Customer industries range from construction, to security, landscaping and everything in between.

Winners of the Queen's Award for Enterprise 2018 for Innovation and Investor In Customer Gold Award 2019, Quartix is suitable for fleet sizes large or small and offers tiered packages to best suit the needs of your business. The Quartix product representatives will take you through a short, free demo of the system and demonstrate the many ways that vehicle tracking will benefit your business.

- 01686 806 663
- enquiries@quartix.net
- www.quartix.com/en-gb



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



WTW

WTW provides data-driven, insight-led people, risk and capital solutions to 140 countries and markets. We understand managing complex risks and retaining the people you need empowers transportation businesses to thrive in the face of geopolitical change, technological disruption and labour shortages. Our specialist practice offers data-powered, bespoke risk management and human capital programs to navigate the risks and identify the opportunities.

WTW is dedicated to supporting transportation organisations in finding the right risk and insurance solutions to fit your business' strategy, whether you're a large company, trade association, regulatory body or government department, and with expertise spanning rail, bus and coach, transportation logistics and infrastructure, port operations, haulage, distribution, freight forwarding, tour operators and other industry sectors.

Against the backdrop of Brexit, COVID-19, labour shortages and the rising cost of fuel, our specialists are focused on helping your business in implementing robust risk management and health and safety programmes, navigating insurance market challenges and building resilience against the ever-increasing threat of litigation.

Working shoulder-to-shoulder with you, we uncover the paths to sustainable success and provide perspective that moves you.

■ Learn more: www.wtwco.com/en-GB/Industries/transportation-and-logistics

Bringing you this new Driver Recruitment App, powered by AVAIL, enabling you to book all of your temporary drivers in one place, and for the daily rate you decide. The app lets you benefit from access to over 17,000 drivers nationwide for a flat fee of £7.50 a day.

Benefits to you:

- Better paid, happier and reliable drivers.
- Lower fees than standard agencies.
- Single UK-wide booking platform.

PLUS

Logistics UK members will benefit from a free upgrade to the Premium Operator Service Package which includes:

- Monthly service level KPI information.
- Monthly call with our driver management team.
- Online savings calculator.

If temporary drivers are part of your business our Driver Recruitment App, powered by AVAIL, can increase the control you have over the drivers that represent you.

LOGISTICS UK

Driver Recruitment App



For more information visit www.logistics.org.uk/dravs



LOGISTICS UK

Logistics UK Fuel Card

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

Logistics UK Driver Recruitment App

Driver Recruitment App

Bringing you this new Driver Recruitment App, powered by AVAIL, enabling you to book all of your temporary drivers in one place, and for the daily rate you decide. The app lets you benefit from access to more than 17,000 drivers nationwide for a flat fee of £7.50 a day.

Logistics UK members get a complimentary upgrade to the Premium Operator Service Package:

- Monthly service level KPI information
- Monthly call with our driver management team
- Online savings calculator

The usual cost of this package (per year) is:

- Using up to 10 drivers on the platform – £1,500
- Using up to 25 drivers on the platform – £1,250
- Using over 25 drivers on the platform – £1,000

FREE to Logistics UK
members

If temporary drivers are part of your business our Driver Recruitment App, powered by AVAIL, can increase the control you have over the drivers that represent you.

■ www.logistics.org.uk/dravs

LOGISTICS UK

Logistics UK Driver Medicals

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



LOGISTICS UK

Fleet Management Software

Logistics UK Fleet Management Software

Say goodbye to chasing paper checksheets

FleetCheck Driver App is a robust way to plan, carry out, communicate and record all forms of essential vehicle and driver safety."

Benefit from:

- Instant visibility of your vehicle inspections.
- DVSA Earned Recognition compliant processes.
- Easy communication of your company policies.
- Simple collision management reporting.
- Proactive driver fit to drive declarations.

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

LOGISTICS UK

Driver Licence Checking Service

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.

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

LOGISTICS UK

Fuel Price Information Service

Logistics UK Fuel Price Information Service

Logistics UK's Fuel Price Information Service, provided in partnership with Portland, is an additional subscription service available to Logistics UK members, offering various levels of market information designed to make fuel purchasing simple and understandable.

Through access to fuel buying toolkits, we allow customers to see how fuel prices are calculated, enabling them to challenge suppliers on pricing, check costs against supplier/transport agreements and understand developments in the oil market.

You can access your choice of three toolkits, covering the full downstream fuel supply chain from rack to pump, to suit a range of purchase methods.

Each toolkit is customisable by fuel grade, allowing you to build a subscription that suits your needs.

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



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

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



Activa Contracts

Activa Contracts is the Milton Keynes-based division of the Arnold Clark Group – the largest private motor distributor in Europe.

Activa's LCV specialists have extensive experience of the vehicle market and build management, allowing them to offer off the peg or tailored solutions, adding value and peace of mind to LCV operators nationwide.

People are at the heart of everything Activa does and emphasis is placed on fully understanding your businesses requirement, resulting in improved operational efficiency through the consultation and 24/7 management service.

As committed advocates of Van Excellence, Activa can enhance any operator's fleet performance and ensure maximum efficiency.

■ www.activacontracts.co.uk



Alphabet (GB) Limited

To drive your business, you need the right vehicles for the job. Alphabet provides funding solutions, build management and fleet management for all makes and models of commercial vehicle (up to 3.5 tonnes), including e-LCVs.

Our experienced commercial vehicle team can help guide you through the complex process of specification, preparation, maintenance and disposal, while our nationwide conversion partner network helps us to deliver the quality and breadth of services our customers demand.

Working closely with you, vehicle manufacturers, as well as conversion and maintenance partners, ensures we deliver the most complex commercial vehicle requirements, on time and to specification.

■ 0370 0120 351
■ www.alphabet.co.uk
■ LCVSales@alphabet.co.uk

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.



Arnold Clark Vehicle Management

ACVM – Providing a full-service approach to LCVs.

Supplying every make of commercial vehicle up to 3.5 tonnes, we make sure you get the most from your vehicles and keep them on the road.

With commercial specialists to source vehicles for you, we can also help with:

- A range of telematic solutions
- A full accident management service
- Driving licence checks
- Fleet management
- Daily rental requirements.

And if you need anything else, we can call on our trusted partners to help. This means we can deliver even the most complex requirements on time, every time.

■ 0141 332 2626
 ■ www.acvm.com

ARVAL
BNP PARIBAS GROUP

Arval UK Ltd

Driving LCV excellence

If you manage a fleet of vans, access to expertise, advice and support is paramount. That's why we've developed the Arval LCV Centre of Excellence. A dedicated team that combines a wealth of industry experience, tried and trusted processes, consultancy expertise and great manufacturing relationships.

From vehicle selection and fit-out to in-life management, we help you minimise downtime and will ensure that the vans you choose meet your requirements.

Working with us you can be sure that we'll support you with driving fleet productivity, maximising operational efficiency and minimising costs. We'll also support you with flexible contracts and sustainable solutions to meet your business needs.

■ arval.co.uk/manage-fleet/lcv-fleet-management



Axle Weight Technology Ltd

Axtec, the UK's only specialist manufacturer of axle weighing systems, provides a range of products for any van weighing application. Hundreds of LCV operators benefit from Axtec OnBoard which features:

- Simple to understand numeric and graphic weight display
- Automatic visual and audible overload warnings
- Tamper-proof with no driver input required
- Cost saving customer calibration facility
- Rear- and side- view camera inputs
- Telematics connectivity option

From the most advanced OnBoard Load Indicator through Weighpads for spot checks and driver training to permanent Axle Weighbridges offering high accuracy, simplicity and long life, Axtec offers a complete one-stop axle weighing service.

■ info@axtec.co.uk
 ■ www.axtec.co.uk



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.

The unrivalled size of our workshops means we can accommodate 60 vans at a time. We are fully committed to the highest standards of quality, safety and environmental management as holders of numerous standards including ISO9001, ISO14001, ISO27596 and numerous OEM accreditations including those from Ford, Volkswagen, Renault, Toyota and Stellantis.

■ www.coolkit.co.uk



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



Ford Motor Company Ltd

Ford of Britain has been the number one commercial vehicle brand for 55 years, and is rolling out an electrified range so that, by 2026, 100% of our cars will be zero-emissions capable, all-electric or plug-in hybrid. The UK is Ford's third-largest global market and accounts for around 30% of total Ford vehicle sales in Europe. Ford directly employs around 6,500 people in the UK, with thousands more employed in its extensive dealer network. The Ford Britain Dunton Campus in Essex is the home of its European commercial vehicle business group, the Ford of Britain national sales company, Ford's banking arm – Ford Credit Europe – and powertrain engineering. Ford's manufacturing operations are a UK export success story with around 85% of engines and all transmissions exported to more than 15 countries on six continents. The value of these exports, including machined engine components, is around £2.5 billion annually.

- **Customer Relationship Centre: 0203 5644444**
- www.ford.co.uk



Fraikin Ltd

Do you need to reduce your operating costs, ensure your fleet compliance and improve environmental performance? Fraikin's approach to rental, contract hire and fleet management is unique. Offering experienced independent advice to all our customers, we take time to know and understand your business before working in partnership to maximise your fleet performance. Analysing data from your fleet, we will tailor a strategy that is unique for your business. All with a financial structure that is predictable and beneficial.

Our changing industry offers real opportunities for all. Fraikin can help review and adapt fleets to ensure that they are making the very best contribution to the bottom line of the business. This flexible approach allows us to personalise services for customers across many business sectors.

You Drive your business growth while **We Care** for your fleet needs – connected technologies, compliance and maintenance.

- 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

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

Driver Licence Checking Service

Logistics UK's Driver Licence Checking

Keeps you informed of all relevant compliance issues and enables you to manage your drivers, vehicles, fleet, costs and risks.

Benefits to you:

- Saves money.
- Peace of mind.
- Risk reduction.
- Gives you more control.

Find out more today at
www.logistics.org.uk/dlcsvs

Accessed through
Logistics UK's
Vision platform



01442 430988*

www.logistics.org.uk/dlcsvs

*Calls may be recorded for training purposes.

Lens-Tech Co
offering a wider view to the world

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.

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.

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.

■ www.lens-tech.com



Ogilvie Fleet

We are the UK's leading independent contract hire and leasing company with an award-winning commercial team that brings value to fleets of all sizes.

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 (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



Prohire

As part of our vision to Lead the Charge™ as the UK's most trusted provider of sustainable vehicle hire, Prohire Limited is at the forefront of providing specialist Contract Hire, Repair and Maintenance, Short Term Rental, Accident Management and Fleet Management solutions to vehicle operators throughout the United Kingdom. ProGreen is the alternative fuels division within Prohire that will guide, support and advise companies who are devoted to their environmental social responsibility and seek to minimise CO₂ emissions in order to future-proof their fleet. The business is built on supporting high profile, multi-location operators where the commercial vehicle fleet is a means to an end. Fleet uptime and compliance are at the heart of everything Prohire does.

- 08432 909 089
- hello@prohiregroup.co.uk
- www.prohiregroup.co.uk
- Follow us on social media, just search *Prohire Limited* on your preferred platform



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 is a nationwide flexible rental provider of cars and vans which offers a range of added-value services to meet customer needs, including our modular risk reduction service Drive with Reflex. Our flexible hire business model allows customers to add vehicles to their fleet without a long-term commitment, meaning they can return them without incurring any financial penalties. We offer an extensive selection of vehicles to provide you with the transport solutions whenever and wherever you need them. We pride ourselves in assisting our 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/>



SmartDrive Systems Ltd

SmartDrive Systems, now part of Omnitracs, provides video-based risk management and safety solutions for van fleets, giving companies unprecedented driving performance insight and analysis, helping to lower operating costs and save lives. A combination of video, driving intelligence and personalised performance profiles provides fleet operators with a comprehensive view of risky driving behaviours, giving them the tools to decrease preventable collisions and exonerate not-at-fault drivers – all through an easy to use, managed service. Having amassed the world's largest storehouse of more than 300 million analysed risky-driving events, SmartDrive has the transport intelligence and expertise to help van fleets run more safely and more profitably.

- www.smartdrive.net



Trakm8

Trakm8 is the recognised leader in technology solutions for fleet management, telematics, route optimisation and vehicle camera systems, providing its solutions to businesses including The AA, Iceland and E.ON. Trakm8's cutting edge technology offerings are adaptable for fleets of all sizes; providing intelligent, game-changing insights that can improve fleet efficiency, reduce risk across fleet operations and help businesses transition to greener fleets.

- www.trakm8.com



Webfleet Solutions

As Europe's #1 telematics and connected fleet management provider, Webfleet Solutions is your ideal partner in helping to decarbonise your fleet. Our platform WEBFLEET allows businesses to complete more jobs while still reducing costs and carbon footprint. Here is how we can support you on your mission to net-zero:

- Monitor actual fuel level, consumption and idling of your trucks, vans and assets.
- Offset your carbon footprint with our Green Your Fleet initiative.
- Improve workflow to plan jobs/orders more efficiently and lower operating costs.
- Fleet electrification planning and reporting – identify which ICE vehicles are ideal to swap into electric.
- In-cab terminals to actively coach driving style and navigate best routes.
- Monitor powered assets and machinery, including engine running time.
- And much more.

■ Visit www.webfleet.com to learn more



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

LOGISTICS UK SHOP

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 complete range of products specifically sourced for van and car operators.

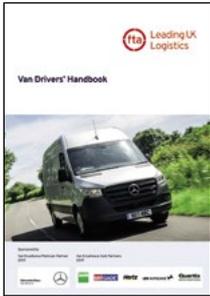
Everything for the van and car operator to ensure the safe and compliant operation of your vehicles.

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:**
 - Strong buying power ensures competitive prices.
 - Discounts on bulk orders.
- ✓ **Peace of mind:**
 - Over 50 years' experience in supplying the industry.
 - Many of our products are unique to Logistics UK Shop.



Van Drivers' Handbook



A comprehensive and fully updated guide covering topics such as legal requirements, defensive driving, drivers' hours and records, and much more. Updated in 2019.

Code: 4273

	Member (no VAT)	Non-member (no VAT)
1-9	£7.15	£8.25
10-19	£6.95	£8.00
20-49	£6.45	£7.50
50-99	£5.95	£7.00
100+	£4.95	£6.00

Van 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	£1.05	£1.55
50-99	£0.85	£1.25
100+	£0.65	£0.85

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	£2.25	£2.60

Duplicate – As above but 50 sets, duplicate numbered.

Code: 7554

	Member (ex VAT)	Non-member (ex VAT)
each	£3.10	£3.45

Triplicate – As above but 50 sets, triplicate numbered.

Code: 4399

	Member (ex VAT)	Non-member (ex VAT)
each	£4.20	£4.75

Van Defect and Damage Report Pad – Duplicate VAN40

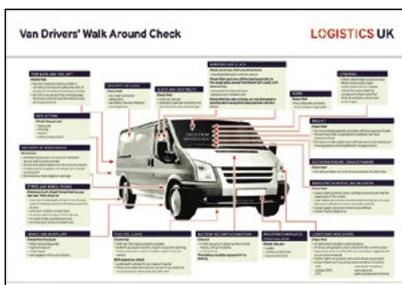


Vehicle defect and damage report pad for vans. In duplicate (NCR) 50 sets per pad A4. These duplicate VAN40 vehicle defect and damage report pads make it easy for drivers to report and record vehicle checks*.

Code: 7608

	Member (ex VAT)	Non-member (ex VAT)
each	£5.20	£5.75

Van Driver's Walk Around Check poster

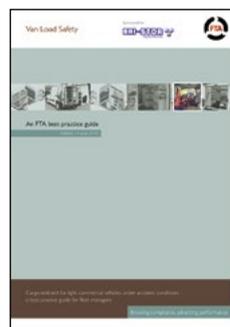


A2 poster providing useful information for van drivers on performing their daily walk around checks.

Code: 4268

	Member (ex VAT)	Non-member (ex VAT)
1	£6.20	£7.20
2+	£5.20	£6.20

Van Load Safety Best Practice Guide for Managers

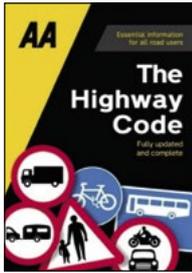


This 60-page best practice guide provides practical advice on the reasonable measures that can be taken to restrain cargo for light commercial vehicles (that have a gross vehicle weight equal to or lower than 3.5 tonnes) under both normal and accident conditions.

Code: 4069

	Member (no VAT)	Non-member (no VAT)
each	£5.15	£6.20

The AA Highway Code 2022



Stay up to date and compliant with AA's 'The Highway Code'. Fully updated and complete for 2022, featuring information on the hierarchy of road users.

This comprehensive guide makes essential reading for all drivers, featuring information on roads and road markings, motorways, traffic signs, documentation, the road user and the law, and more, in addition to new and important information detailing the new hierarchy of road users.

Pre-order now! For dispatch on Friday 8 April.

Code: 5082

	Member (no VAT)	Non-member (no VAT)
1-50	£3.05	£3.49
51-100	£2.75	£3.14
101-250	£2.59	£2.97
251-500	£2.44	£2.79
501-999	£2.14	£2.44
1,000+	£1.83	£2.09

The Official Highway Code 2022



The Official Highway Code 2022 from the Department of Road Transport is essential reading for all road users in England, Scotland and Wales, providing all the latest rules of the road and traffic signs. All road users have a responsibility to keep their knowledge up-to-date, so make sure you do just that with the latest edition of this handy reference guide.

Coming soon!

Code: 5076

	Member (no VAT)	Non-member (no VAT)
1-50	£4.59	£4.99
51-99	£4.36	£4.74
100-250	£4.13	£4.59
251-499	£3.90	£4.24
500-999	£3.67	£3.99
1,000+	£3.44	£3.75

Van Safe Loading Poster



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

Code: 4607

	Member (ex VAT)	Non-member (ex VAT)
1	£6.20	£7.20
2+	£5.20	£6.20

Mobile Phone Sticker



100x100mm.

Code: 4131

	Member (ex VAT)	Non-member (ex VAT)
1-49	£1.05	£1.55
50-99	£0.85	£1.25
100+	£0.65	£0.85

HGV Seat Belt Sticker



100x100mm.

Code: 4495

	Member (ex VAT)	Non-member (ex VAT)
1-49	£1.05	£1.55
50-99	£0.85	£1.25
100+	£0.65	£0.85

Double-sided No Smoking Sticker



Double sided no smoking sticker A6 size.

Code: 4507

	Member (ex VAT)	Non-member (ex VAT)
1-49	£1.05	£1.55
50-99	£0.85	£1.25
100+	£0.65	£0.85

Camera Fitted Triangle Sticker



50mm triangular sticker. Internal sticker and outward facing. For use when camera recording equipment is installed.

Code: 6632

	Member (ex VAT)	Non-member (ex VAT)
1-49	£1.05	£1.55
50-99	£0.85	£1.25
100+	£0.65	£0.85

Think Bike! Triangle sticker

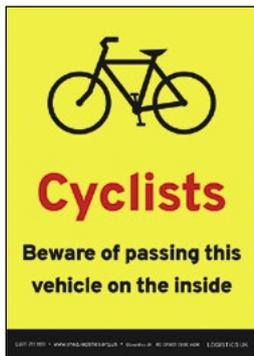


50mm sticker designed to be located in the cab by your wing mirrors.

Code: 6629

	Member (ex VAT)	Non-member (ex VAT)
1-49	£1.05	£1.55
50-99	£0.85	£1.25
100+	£0.65	£0.85

A5 Portrait Cyclist Beware Sticker



A5 portrait vinyl sticker. Suitable for vans and light goods vehicles.

Code: 6630

	Member (ex VAT)	Non-member (ex VAT)
1-49	£1.65	£2.05
50-99	£1.35	£1.75
100+	£1.05	£1.45

Van Seat Cover – Single



3D stretch front seat covers incorporating lycra stretch panel for larger seats. Resistant to mud, oil, grease and sticky substances. Double also available.

Code: 4178

	Member (ex VAT)	Non-member (ex VAT)
each	£24.70	£25.75

TomTom Pro 7350 Van and Car



Tom Tom Pro 7350 Van and Car Sat Nav is an award winning navigation system that allows drivers to plan, drive and deliver more efficiently.

The PRO 7350 Van and Car is a satellite navigation system that provides routes for Vans and Cars to enable drivers to find the safest and most efficient routes. Reduce fuel costs by staying on track with driver benchmarking and improve route planning with real time visibility. The Advanced Lane Guidance helps to safely navigate tricky junctions and the stopped traffic and tailback alerts help drivers be aware of any trouble ahead.

Code: 7199

	Member (ex VAT)	Non-member (ex VAT)
each	£235.85	£241.00

VC40 Defect Report Pad – Duplicate



These duplicate VC40 vehicle check sheets and defect report A5 pads contain 50 sheets (serial numbered and self-carbonated), making it easy for drivers to report and record vehicle checks. In line with the latest guidance detailed in the revised 2020 DVSA Guide to Maintaining Roadworthiness.

In line with the latest guidance detailed in the revised 2020 DVSA Guide to Maintaining Roadworthiness.

Code: 4234

	Member (ex VAT)	Non-member (ex VAT)
1-49	£310	£345
50-99	£2.70	£3.15
100+	£2.40	£2.75



LEX AUTOLEASE



THE GREEN FLEET EXPERTS



Every business will have different needs and challenges ahead. But wherever you are on the road to zero, our team of Commercial Vehicle (CV) Specialist Engineers are here to guide you.

As EV experts since 2011 – and Green Fleet ‘Leasing Company of the Year’ 2021 – we can help shape your fleet’s environmental agenda and take you closer to your sustainability targets. From implementing electric vehicles to designing the infrastructure to support them, our CV experts can provide you with a fully bespoke and insight-driven solution which may help your business stay compliant and stand out from the competition.

MEET THE GREEN FLEET EXPERTS

Call 0800 012 1234 or visit [lexautolease.co.uk](https://www.lexautolease.co.uk)

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