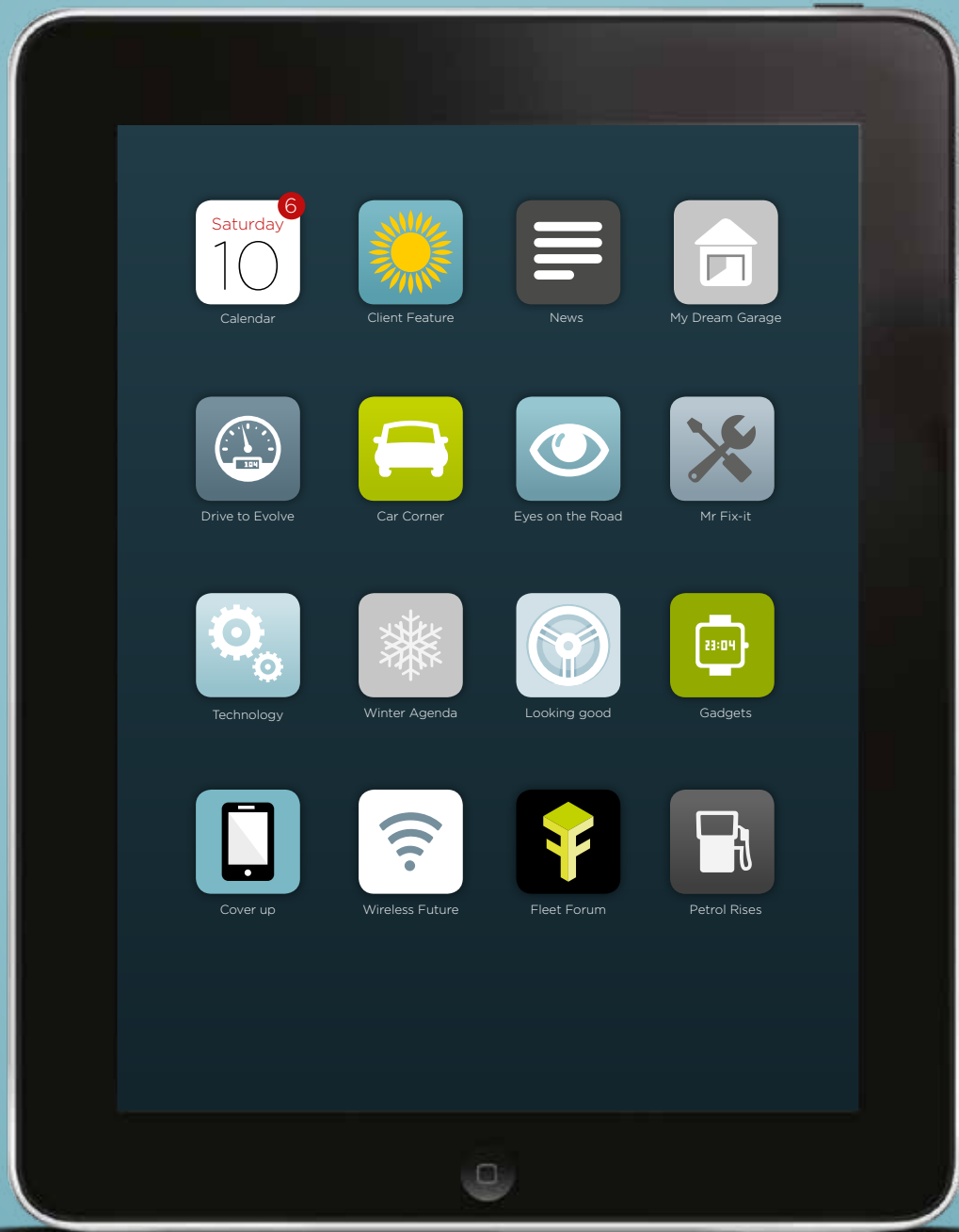


STEERING COLUMN

LEASEPLAN MAGAZINE
>> WINTER 2014

LeasePlan
It's easier to leaseplan



TECHNICALLY SPEAKING





Recently a group of motoring journalists were asked what they thought was the best car accessory ever invented. There was much debate around the real headliners such as ABS, airbags and electronic stability control (which is soon to become mandatory on all new and used cars brought into this country, by the way). All these are really significant innovations and have been responsible for saving many lives, but none of these was the feature finally chosen. The winner was central locking. Simple ideas are usually the best, and central locking is certainly simple, but so important in making your car and possessions less vulnerable to theft.

This edition focuses on gadgets of all sorts – not just those made for cars but those that make our life easier in many ways. Spectrum Care certainly does that for its clients, and it is our job to make it easy for its staff to deliver their service in just one small way. Their organisation and LeasePlan's solution is featured on page 12.

Continuing the theme of making things easier, please register for Fleet Forum coming up in October in Auckland and Wellington (see page 5). This is the fourteenth year we have run this event and it keeps getting more and more popular, so register now. We promise to make it easy for you to hear from a range of experts in managing fleets and other relevant and entertaining speakers.

Charles

CHARLES WILLMER

Managing Director,
LeasePlan New Zealand

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KEEP YOUR MIND ON THE ROAD

Monday 5:47pm

Want me to pick up dinner ? x

Oh yay. Yes!!! How about the new place on the cnr? :-)

Delivered

Sure. Want th

Huh? You there...???

Delivered

Leave the phone alone when you're driving — that's the clear message from police and road safety campaigners. This year's Road Safety Week in May drew attention to the sad statistics that many drivers are still texting and making phone calls while behind the wheel — a habit which could be deadly.

Police statistics show that in 2012, 'diverted attention' was a contributing factor in more than 1000 crashes (around 11 per cent of total crashes), of which 24 were fatal and 166 caused serious injuries. Taking or making phone calls, and texting while driving, are key causes of driver distraction.

Brake, the road safety charity which co-ordinates Road Safety Week with support from agencies including the New Zealand Transport Agency and the New Zealand Police, says drivers who think they can multi-task are fooling themselves: research shows take over 98 per cent are unable to divide their time without it affecting driving performance.

Brake New Zealand Director Caroline Perry says, 'We're living in an age when being constantly connected is the norm — more and more of us have smartphones, and find it hard to switch off, even for a minute. While there are enormous benefits to this new technology, it's also posing dangerous temptations to drivers to divert their concentration away from the critical task at hand, often putting our most vulnerable road users in danger.

'Many people who wouldn't dream of drink-driving are succumbing to using their phone and other distractions while driving, oblivious that the effect can be similar and the consequences just as horrific.'

Hands-free kits are not a solution: Inspector Peter McKennie, Acting National Manager Road Policing for the New Zealand Police, simply says: 'No text message, phone call or conversation which distracts a driver is worth dying for, or risking a lifelong injury.'

SLOW PROGRESS ON LEASE ACCOUNTING

Progress is slow on the new global accounting lease standard, after recent meetings between the International Accounting Standards Board (IASB) and the US Financial Accounting Standards Board (FASB). At the June meeting between the two bodies, the boards continued redeliberating the proposals in the May 2013 Exposure Draft, specifically discussing subleases, lessee balance-sheet presentation and cash flow presentation.

THE NEXT ISSUE TO BE RESOLVED IS THE MAJOR OUTSTANDING DECISION ON THE STANDARD: THE EXTENT TO WHICH SMALL-TICKET LEASES MIGHT BE EXEMPTED FROM THE PROPOSED LESSEE CAPITALISATION RULE.

Further reports on small-ticket exemptions have been delayed but the subject is due to be debated at the boards' July meeting, following 'outreach consultations' with lessees and lessors on this topic.

The outcome of this discussion seems likely to affect the even more significant accounting issue of the expensing rules in the profit and loss (P&L) account for all those leases that are to be capitalised. The two boards had failed to reach convergent decisions for the expensing model in March.

The delays suggest the new standard is unlikely to be resolved in full before the end of this year, and will not become fully effective before 2018.



NEW ZEALAND PLUGS IN TO EVs

New Zealand's high availability of renewable electricity means the country is ideally placed to take advantage of electric vehicle technology, according to a recent stakeholder forum hosted by the Association for the Promotion of Electric Vehicles. Chair Mark Gilbert said the get-together hoped to generate 'a clear appreciation among all stakeholders as to the economic, environmental and social benefits of electric vehicles for New Zealand.'

At the forum, Minister of Energy Simon Bridges said New Zealand was in an 'enviable' position, with around three-quarters of its electricity generated from renewable sources, giving it 'some unique advantages'.

'Currently around 75 per cent of our electricity is generated from renewable sources and we have a significant number of consented renewables sites to allow for future demand,' Bridges said. 'We have a target of 90 per cent renewable electricity generation by 2025 . . . The energy benefits of EVs in New Zealand are consequently greater than in other countries.'

Bridges told the forum that electric vehicles present an opportunity for 'a serious leap forward' in energy efficiency, improving transport fuel efficiency and reducing carbon emissions.

'EVs can be added to the car fleet without any additional new carbon dioxide emissions. Replacing a comparable petrol car with an electric vehicle would reduce carbon dioxide emissions by over two tonnes a year. A transition to EVs could reduce New Zealand's nine-billion-dollar oil bill and improve security of supply,' Bridges said.

'EVs could also increase New Zealand's resilience. Having EVs in your fleet means you are better placed to cope in a natural disaster or other crisis situation — you can have two sources of energy for transport rather than just one.'

However, he reiterated that the government would not subsidise the cost of EVs — an issue which is considered one of the biggest barriers to uptake.

The forum also received presentations from Transpower, EECA and Northpower, as well as from Mitsubishi on its new PHEV (plug-in hybrid electric vehicle) Outlander, the world's first production hybrid SUV. The model is proving popular since its launch, with 41 units sold in its first month on the market in New Zealand. Mitsubishi's aim is that 20 per cent of its production will be hybrid or PHEV vehicles by 2020.

Toyota also presented on its electric vehicle options, from the hybrid Prius, Highlander, Camry, Corolla and Lexus, through the plug-in hybrid Prius to its plans for production of fuel-cell electric vehicles from 2015.

LEASEPLAN IN YOUR POCKET

You can bank, network and check your Lotto ticket with a smartphone app — so why not manage your fleet the same way?

LEASEPLAN NEW ZEALAND IS DEVELOPING A DRIVER APP BASED ON INTERNATIONAL APPS BUT TAILORED TO THE LOCAL MARKET AND ITS CLIENTS' NEEDS.

'LeasePlan is always looking to innovate and provide our clients with the best tools to help manage their fleets,' says Commercial Director Johannes Jacobs (JJ). 'The app will make life easier for drivers, with lots of useful information available on the go.'

Possible features of the app include fuel usage and vehicle efficiency reports, vehicle information, requesting assistance and linking to the contact centre.

We will keep you informed as the app is developed — watch this space!

PETROL AND RUC INCREASES

The second of three annual Petrol Excise Duty increases came into effect on July 1, meaning the price of petrol went up by 3 cents per litre. Equivalent increases in road user charges have also been introduced, amounting to \$50 per 10,000 kilometres for diesel cars, or half a cent per kilometre.

The extra money is being used to fund the annual \$1 billion investment being made by the government in state highway infrastructure, including the Waterview Connection on Auckland's Western Ring Route, the Mackays to Peka Peka section of the Wellington Northern Corridor, and the Waikato Expressway.

For more information, or to calculate new road user charges, visit www.transport.govt.nz/legislation/regulations/roaduserchargesregulations/rucandpedincreases



‘We also believe that this will attract buyers to the auction process and should make it a better market for us to sell our cars in.’



CAMBRIDGE BYPASS UNDERWAY

Construction of the Southern Links project could be 10–15 years away, and timing will depend on funding availability and priorities and the rate of development in the southern sector area of Hamilton. The NZTA says getting the designations in place will protect the network so that it can be built when required in the future.

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DOWN**

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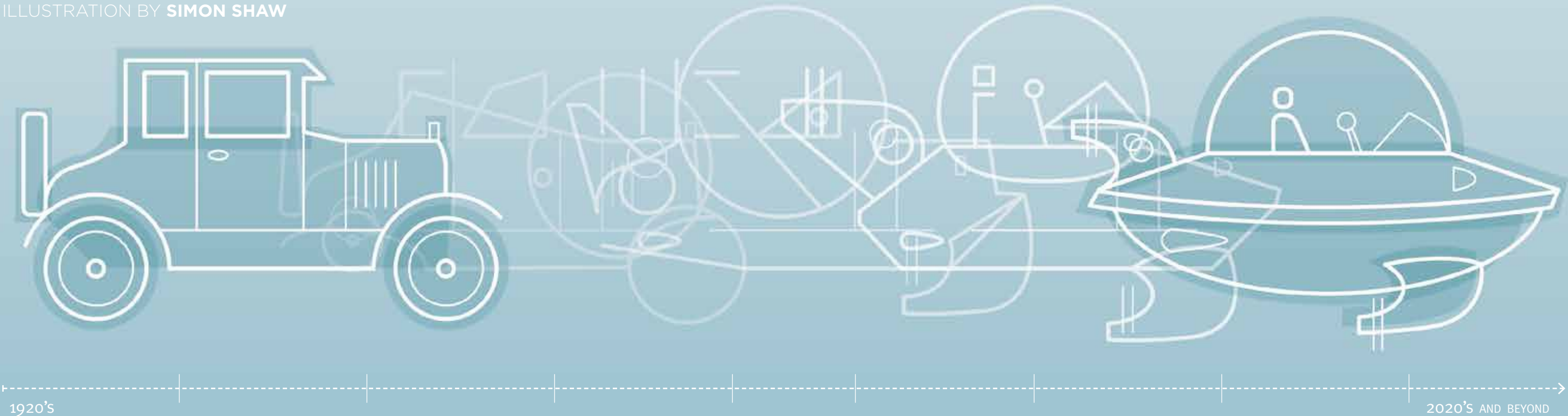
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DRIVE TO EVOLVE

WORDS BY CAMERON OFFICER
ILLUSTRATION BY SIMON SHAW



THERE IS NO DOUBT THAT TECHNOLOGY HAS MADE OUR BUSINESS LIVES EASIER, FROM MOBILE EMAIL AND SMARTPHONES TO NEW APPS AND SOFTWARE. LEASEPLAN'S CLIENTS ARE ALREADY ENJOYING ONLINE FLEET MANAGEMENT THROUGH LEASEPLAN'S FLEET REPORTING TOOL.

BUT TECHNOLOGY IS MOVING APACE, AND A WHOLE NEW WORLD OF ADVANCES LIES AHEAD. A LOT OF THE TECHNOLOGY WE ROUTINELY PLACE IN THE REALM OF SCIENCE FICTION IS IN FACT JUST OVER THE HORIZON.

WHAT CAN YOU EXPECT FROM THE CAR OF THE FUTURE? AND HOW WILL NEW TECHNOLOGY MAKE THINGS EASIER FOR DRIVERS AND FLEET MANAGERS?



ILLUSTRATION
How far have we come?
How far will we go?

HANDS OFF THE WHEEL

The biggest advance for those whose jobs mean a lot of time on the road will be the self-driving car. The autonomous car is perhaps the more realistic modern interpretation of the 'impossible dream' flying car of decades past. While Google's cutesy plastic-panelled self-driving electric car has stolen most media attention lately, electric sports car manufacturer Tesla has also announced plans to have 'several' self-driving models on sale by 2020.

And before you dismiss the idea of self-driving cars as the idealistic product of brash young companies with nothing to lose, that stalwart of practicality and safety, Volvo, is also seriously researching autonomous cars. Unlike the Google car (which has a stop-go button and

big picture windows to enjoy the passing view . . . but no steering wheel), Volvo's prototype still looks like a conventional vehicle inside and out, but with a simple push of a button on the steering wheel will take over accelerating, braking and steering for the driver.

That's not a big stretch in itself, given that run-of-the-mill models such as the Ford Focus already feature self-parking technology and radar-based cruise control that accelerates and decelerates automatically. But letting the car get on with driving while you finish that report on your tablet computer? That will take a larger leap of faith.

For businesspeople, the biggest asset a self-driving car would deliver is time. In the near future, your smartphone- or smartwatch-diary and your car's satellite navigation system



will work together to ensure that every time you head off to attend a meeting or catch a flight, the directions, traffic and flight information are at your fingertips. The car will steer its way to your next appointment, leaving you to review your presentation on the heads-up display, which will project the pages of your speech onto the windscreen ahead.

In their current iterations, these self-driving systems use 360-degree cameras and complex radar and LiDAR laser-measuring technology — the Google car alone packs an estimated \$250,000 worth of gadgetry into something that looks like a Little Tikes ride-on toy — so, as with most early-adopted technology, it won't be cheap. Also, critics suggest that, while the cars' computer systems can be manipulated effectively to operate around road markings, other traffic and geography, the technology's ability to deal with unknowns such as a pedestrian or pet running out into the road remains about as effective as the reaction time of the average human being.

COMMUNICATING WITH YOUR CAR

One thing is for sure, though: while cars that drive for us still pose many unanswered questions — especially around safety — the reality of our cars communicating with us (and other road users) is much closer. Thanks to the increase in in-car app technology, you can already track your vehicle anywhere on your smartphone or smartwatch, a boon for fleet managers

needing to keep tabs on company vehicles. But cars of the near future will tell us even more.

Imagine your vehicle noting that the time you generally begin the commute home is imminent, and sending an alert to remind you of a low fuel level before you leave the office, or a reminder that a regular carpool member doesn't need dropping off tonight. Or maybe your car will switch on the seat-heating system at a predetermined time before you depart on a winter's evening. Or — very usefully for those of us who've ever 'lost' their car — it will send a text message to remind you of the floor and parking space number you left your vehicle in, in an unfamiliar multi-storey car-park building.

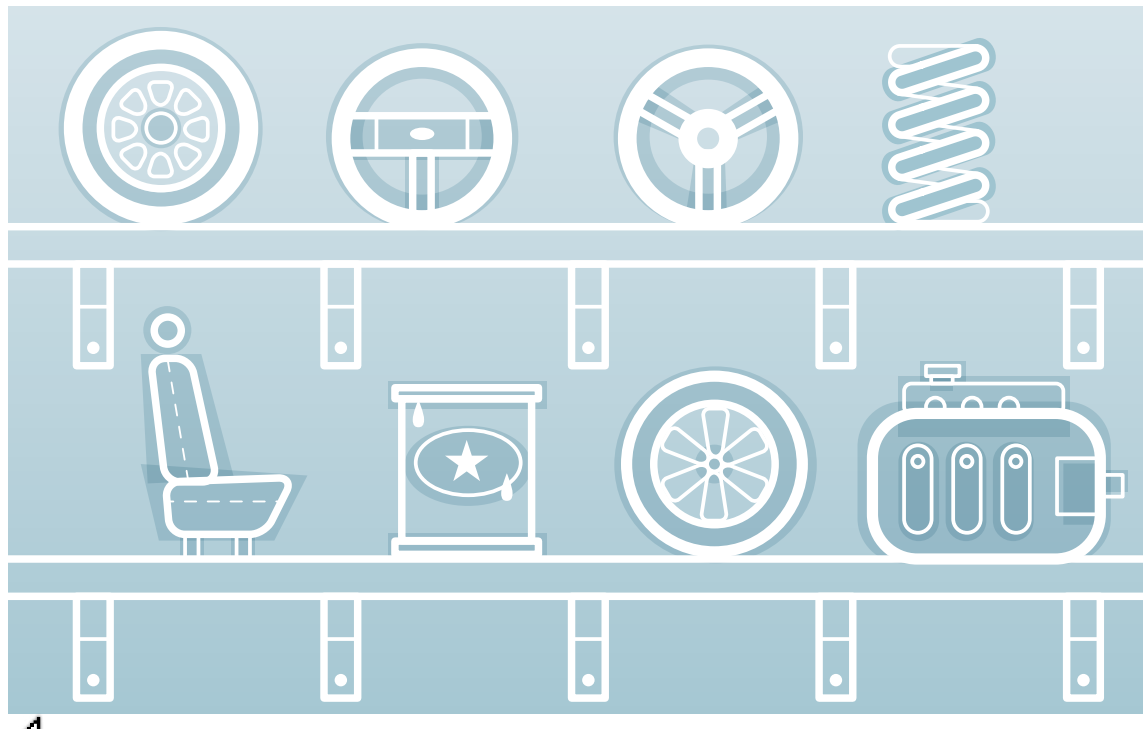
The flow of information will go two ways: increasing usage of in-car apps means companies will be able to keep tabs on the commuting, destination and buying habits of the vehicle owners, sending fuel discount offers, hotel deals and — naturally — specials being offered by advertisers, right to the car. Your car will know it is two days since you last stopped to buy milk at the supermarket, so it will recommend you stop off for more on the way home tonight.

Toyota is already developing a 'mood-sensing' car, which can tell if you've had a rough day in the office or are likely to fall asleep at the wheel. Using sensors in the cabin, the system might alert someone it deems to be in a fractious mood about upcoming road hazards earlier than someone who appears relaxed.

Extending the idea of mood-sensing technology to the car's exterior, vehicles of the future may utilise LED technology in body panels to project different colours depending on both your mood and the urgency with which you're travelling. Rather than rooftop beacons, the entire front end of emergency response vehicles could light up to warn drivers ahead.

With the increase in shared zones in our larger city centres — where cars and pedestrians mingle in close proximity — the need for cars of the future to automatically slow down in the presence of pedestrians will be greater, too. Such areas might feature 'geo-fenced' strips at their outer edges which utilise radar technology to restrict the top speed of any car entering.

One thing is for sure: cars of the future won't allow you to shift gears from Park to Drive if your seatbelt is not done up — a safety measure GM plans to implement soon.



You can customise other important accessories in your life, so why not your car?

LOOKING GOOD

So the cars of tomorrow will certainly be safer. But what will they look like? Well, at the upper end of the spectrum, anything we want them to.

As a matter of course — and as part of an already widening trend — owners of premium vehicles will be able to fully customise their car, choosing bespoke exterior paint colours and combinations and custom trim materials. In fact, at the very top of the range, Project Ferrari Tailor-Made already offers this sort of service, letting customers go wild with any manner of cabin material (apparently cashmere and denim are not uncommon choices) and paint effect. Like the cost, taste appears to be no barrier . . .

Further down the food chain, fashion houses are already lending their names to special edition models of (predominantly European) cars. So the ability to purchase a BMW kitted out with 'seats by Gucci' or a Kia sporting an official tie-in with a high-end audio manufacturer could be next.

With virtual LCD dashboard dials already common in models from the likes of Jaguar and Mercedes-Benz, we might soon see the ability to set a familiar instrument-panel layout (speedometer on the right, tachometer on the left, or vice versa) and theme (colours, priority in-car information), then save it to a USB stick and take it to another vehicle, such as a rental or pool car.

Taking this trend of customisation to its logical conclusion, how long will it be before we will see small city cars badged and sold by The Warehouse, hardware chain store 'approved' utes (think the Ford Ranger Bunnings Edition) or the Sony electric roadster?

The advent of future technology like the self-driving car still raises an avalanche of legislative and practical questions no one seems ready to answer. But consider this: Google claims that, in the numerous trials it has conducted in real traffic, the test self-drive car has only crashed twice: both times when the human on board attempted to intervene with the controls.

TECH TODAY

MANY OF THE MODERN CARS FLEET MANAGERS OPT FOR TODAY BOAST A WIDE GAMUT OF FANTASTIC TECHNOLOGY ON BOARD, OFTEN JUST QUIETLY DOING ITS THING WHILE WE GO ABOUT THE BUSINESS OF DRIVING. HERE ARE SOME OF THE LATEST INNOVATIONS.

CRUISING IN CONTROL

Cruise control remains a boon on those long journeys. A feature on many manufacturers' top models, Adaptive Cruise Control (or Radar Cruise Control) gives a degree of autonomy to the system, ensuring a safer drive, especially on motorways where other traffic shares the same real estate at closer proximity. Adaptive Cruise Control uses sensors in the front of the vehicle to continually measure the distance between it and the vehicle immediately ahead. Should the vehicle ahead slow its progress, the system will adjust its speed accordingly to maintain a safe travelling distance.

Often included as a part of the same radar-based software, a Pre-Crash system will sound an aural alert if the car ahead is braking heavily and the driver has not responded. This system will even prime the brakes and increase tension in the seatbelts if it deems a collision is imminent and unavoidable.

EYES ON THE ROAD

The use of dashboard-mounted cameras (and helmet cameras for motorcyclists) has increased hugely in recent years. A spin-off of the mini camera revolution led by the likes of GoPro, the dashboard camera's main objective remains to act as witness to any on-road incident. Overseas it is fast becoming mandatory for fleet drivers such as taxi operators and long-haul freight company employees to have these fitted.

The scene ahead is recorded into the system's hard drive on a loop; some systems automatically record while others require the manual pushing of a button. Should an incident occur, most systems will package up a pre-determined slice of time prior to the incident into an MPEG or WAV file for downloading and reviewing later on.

SCREEN TIME

The race to replace all those dials and buttons in your car's centre console with touch-screen technology moves at pace. Last year the Peugeot 208 launched with a tablet-style interface for comfort and information settings, replacing some manual controls, while brands such as Holden and Toyota are also putting more and more emphasis on virtual controls and the use of downloadable apps in new models.

The forthcoming Volvo XC90 — due next year — is set to feature a tablet-style touch-screen centre console that is, says Volvo Car's Senior Vice President of Design, Thomas Ingenlath, virtually button-free and 'represents an entirely new way for drivers to control their car and access a range of internet-based products and services.'

Taking things a step further in terms of screen coverage, technology developer QNX Software Systems debuted a new dashboard concept at this year's CES technology show. Housed inside a Mercedes-Benz CLA45 AMG for demo purposes, the QNX screen stretched from the centre console right across to the passenger side of the cabin, offering information and entertainment for both front-seat occupants.

Already — thanks to Thin Film Transistor (TFT) screen technology — vehicles such as the Range Rover feature centre-console screens that allow cross-talk between pixels. The driver can utilise the screen to get GPS information, while the front-seat passenger can watch a DVD on the same screen, with neither party's picture intruding on the other.



THE ROAD AHEAD

Whether seamlessly integrated into your vehicle of choice, or in the form of a handy third-party portable box on your dashboard, satellite navigation systems remain a fantastic tool. Anyone who has been running late for a meeting in an unfamiliar locale would agree that the GPS unit is a time-saver.

However, these days there is more to satellite navigation than finding your way to your next appointment or the nearest petrol station. 'Real time' traffic updates offering 'live' road user information help drivers — specifically those facing the rush-hour commute in our biggest metro areas — avoid tailbacks, accidents and road works in order to get to their destination in the most efficient manner possible.

Products like TomTom HD Traffic and SUNA RDS-TMC digital broadcast technology (found in Navman and Garmin satellite navigation systems, as well as integrated GPS systems in some Toyota and Hyundai models) receive data maps of traffic movements via FM frequency and mobile network broadcasts. If a delay occurs on your pre-set route of choice, the system will suggest alternative route information to help you steer around the problem, or provide you with up-to-the-minute estimates on the time the delay will potentially add to your journey.

Of course, you need to ensure your system has the latest software updates (although these often happen automatically in the background) and with some service providers there is a subscription fee.



INFORMATION STATION

The pressure on manufacturers to build vehicles featuring ever more fuel-efficient engines (and the need to prove factory-achieved figures to the end-user) has had a spin-off for drivers: information displays that allow you to slice and dice vehicle performance data almost any which way you choose. Now even models at the lower end of manufacturers' ranges feature both instantaneous and overall litres-per-hundred kms fuel data, estimates on your available travelling range based on how much fuel you have left, as well as extra telemetry detail like the time your trip has taken, average speed and even whether your tyres are recording the correct factory-specified air pressure.

Petrol-electric hybrid models in particular take fuel-burn information to another level: the Hyundai Veloster features a game (called BlueMax) which allows you to compete against yourself or other drivers of the same car, setting a high score for the lowest average fuel consumption. The Toyota Prius c, meanwhile, allows you to enter a per-litre fuel price and then calculate in dollar terms how much you're saving by driving the car in ECO mode, letting you see cost savings across an entire trip.



WHEELS ON THE ROAD

WORDS BY SARAH ELL

THANKS TO ITS NEW FLEET OF WHEELCHAIR-ACCESSIBLE VANS, PURCHASED THROUGH AND MANAGED BY LEASEPLAN, SPECTRUM CARE IS ABLE TO HELP A WIDE RANGE OF PEOPLE WITH DISABILITIES TO GET THE MOST OUT OF LIFE.



Lending a helping hand: LeasePlan Key Account Manager Sharlene Pedersen (left) with (from left to right) Spectrum Care's Liz Reese (General Manager - Finance, Information Services and Payroll), Rashika Raman (Management Accountant) and Cherry Yin (Senior Accounts Officer). Photograph by Alex Wallace

What do you want to achieve to have a great life? How can we support you to make this happen? This is the philosophy behind Auckland-based charitable trust Spectrum Care, which provides in-home and residential care and support services for children, young people and adults with disabilities and their families throughout greater Auckland and into the upper Waikato and Bay of Plenty.

Trust staff support people with intellectual, sensory, neurological and physical disabilities. Liz Reese, Spectrum's General Manager — Finance, Information Services and Payroll, says the trust's core is what it calls its 'Outcomes philosophy': working with people to ascertain what they want to achieve to have a great life, and how can it can support them to make this happen.

Spectrum Care became a LeasePlan client in 2007, when the pressures and hassles of managing its own fleet became too much, and it sought a partner to take over this side of the business. Today it has a fleet of 172 vehicles, divided between light commercial vans such as the Hyundai iLoad and Toyota Hiace used for transporting the people they support, and small passenger vehicles such as the Toyota Yaris for support staff. The trust employs around 800 people full and part time, covering an area from Silverdale and Kumeu in the north and west, down to Hamilton and across to Tauranga.

Reese joined Spectrum nearly two years ago, and says one of the first things she did was look at our vehicles and think 'How can our fleet better serve our people?'

'About one third of the fleet was coming up for replacement in July last year so it was an ideal time to review who we were buying for and the type of vehicles our users needed,' she says.

Spectrum and LeasePlan then worked closely together to develop the trust's vehicle policy. LeasePlan Key Account Manager Sharlene Pedersen says safety was a key driver.

'We were starting to see more and more of the vans with a

one-star ANCAP rating, which was quite a concern for the client. Also, the fleet was ageing and it was starting to cost money. Size was another factor — they realised they could move into smaller vans and still carry the same number of people.

'Now, looking forward they know exactly where they're going. They have a short-list of vehicles that they know will meet their needs, and can implement the policy as vehicles come up for replacement.'

LeasePlan managed the whole RFP (request for proposal) process from manufacturers, to develop the short-list of vehicles suitable for the trust's needs.

'As part of the vehicle policy review process, we gave Spectrum some recommendations of vehicles which we believed would fit their needs in terms of cost, safety and fit for purpose,' says Pedersen. 'We then negotiate with manufactures on behalf of Spectrum Care to secure the best possible discount.'

Reese says having LeasePlan deal with the RFP made the process easy.

'LeasePlan handled it from go to whoa, and it meant I didn't have to get involved other than to review the assessments and take the necessary information through to the leadership team and the board,' she says.

The most significant new acquisition strategy has been towards higher-ANCAP-rated vans and smaller, person-focused vehicles such as the VW Caddy,' says Reese. The iLoad, Caddy and Hiace vans are replacing an outdated fleet of Mitsubishi L300s. 'The move to higher-ANCAP-rated vans has been around passenger comfort and safety,' she says. 'We're also moving towards smaller, more person-centred vehicles with factory fitted wheelchair access ramps and pulleys, which offer a better passenger experience. The Caddy may become a larger component of our fleet as it's more like a car and offers a better overall experience. They're also fitted with reversing sensors, for improved safety.

The Hiace vans were chosen because of their greater interior space — for passengers who are more mobile or in situations where they need more room, or perhaps because of behavioural issues or safety concerns.

THE HIACE VANS WERE CHOSEN BECAUSE OF THEIR GREATER INTERIOR SPACE — FOR PASSENGERS WHO ARE MORE MOBILE OR IN SITUATIONS WHERE THEY NEED MORE ROOM, OR PERHAPS BECAUSE OF BEHAVIOURAL ISSUES OR SAFETY CONCERNS.

Both the Caddy and Hiace vans also have a four-star ANCAP safety rating — a big step up from the one-star L300s.

'The higher safety rating is one of the things we considered, along with looking at carbon emissions and fuel consumption,' says Reese. 'We were looking for more environmentally friendly vehicles as well as satisfying our needs for passenger comfort and safety.'

For Reese, who has a large and busy role at Spectrum, having the fleet managed by LeasePlan is a big bonus.

'The most important thing for me is how easy it is. I can just ring up or email and say "help now" and I don't have to say much more — it just happens,' says Reese. 'From my perspective it makes everything easier.

'Also, the reporting is very transparent, which I like. It makes it easy to explain to other management levels what it's costing us and what the benefits are.'



PHOTOGRAPH 01
The people Spectrum Care supports enjoy greater mobility thanks to the new fleet.
Photograph by Alex Wallace

PHOTOGRAPH 02
Getting people out and enjoying life is a priority for Spectrum Care.

PHOTOGRAPH 03
Listening to Spectrum's needs and helping deliver solutions was a key priority for LeasePlan.

New vans are helping the people Spectrum Care supports get around in safety and comfort.
Photograph by Alex Wallace

MY DREAM GARAGE



1 FORD MUSTANG SHELBY GT500

Mustangs are my favourite cars, and this model is the best of the best.

2 CHRYSLER 300 SRT (not shown)

I like V8 muscle cars and the 300 has been one of my favourites since it came out a few years back.

3 HOLDEN HSV GTS

The GTS looks pretty close to a race car and it has a super-charged LSA engine from a Corvette.

4 LAMBORGHINI AVENTADOR LP720-4 ANNIVERSARIO

All Lambos look incredible, but this one is 'next level' and has the muscle to back up the looks.

5 PORSCHE 918 SPYDER WEISSACH

I like most Porsches, but this one does 0-100 kmph in two-and-a-half seconds, and maxes out at around 320 kmph . . . !

6 FERRARI 458 SPECIALE

Another V8! These last three could be in any order — I'd be happy to have any of them in my garage!

SPECTRUM CARE SERVICE USER ZAHID KALIL (23) IS MAD ABOUT CARS, AND RAN HIS OWN CAR-GROOMING BUSINESS. HE KNOWS SO MUCH ABOUT CARS THAT WE WERE UNABLE TO ILLUSTRATE SOME OF HIS VERY SPECIFIC PICKS! HOWEVER, THE MODELS SHOWN HERE WILL GIVE YOU SOME IDEA OF WHAT WOULD BE INSIDE HIS INCREDIBLE DREAM GARAGE . . .



Representative or similar models shown

Mr Fix-it

IF THERE'S SOMETHING WRONG WITH YOUR CAR, LEASEPLAN MAINTENANCE CONTROLLER DAVE BUSING IS A USEFUL GUY TO HAVE AROUND. DAVE'S BACKGROUND IN AND ENTHUSIASM FOR AUTOMOTIVE ENGINEERING MEANS HE'S THE RIGHT GUY TO HAVE ON THE END OF THE PHONE WHEN IT'S TIME FOR REPAIRS OR MAINTENANCE.

But Dave's passion for things on four wheels — and some on two — goes beyond office hours. However, away from his desk it's less about routine repairs and maintenance and more about the need for speed. Dave spends most of his spare time modifying, optimising and racing cars.

'I like to optimise power,' says Dave. 'I suppose I'm a bit of a power junkie.'

Dave's professional role combines his mix of technical skills and his love of cars. He started at LeasePlan in 2008, working in both the maintenance and customer support teams before settling into his current position.

'I deal with all the maintenance and repairs issues,' he says. 'Every vehicle that goes in for a service or repairs, we oversee all the work for it. We go to the supplier or repairer and organise what has to be done. We then look over the work and make sure it's all fair and reasonable.'

Throughout Dave's career he has gained a wealth of knowledge about how cars go — and why, sometimes, they don't — but it is his 'hobby' of modifying and restoring vehicles which gives him ongoing expertise.

'I've worked in the automotive industry since I was a kid,' says Dave. 'I also have my own workshop which I use to modify cars.'

'I am constantly working on cars, always upskilling. Passing on that knowledge and skills to LeasePlan's clients, I can give a technical background on what's going on with the vehicle and talk them through what's going to happen.'

He currently owns five cars, in various states, including a Toyota Corolla which he uses for everyday running ('Reliability,' he says with a sigh), a Nissan Terrano for off-roading, and his current major work-in-progress, a 1972 Holden HQ utility which is gaining a turbo V8 engine and nitrous oxide kit for its future as a drag racer.

'All the cars are street legal, but the intention is for them to be used on the racetrack or for drag racing,' says Dave.

His dream car is a 1969 Chevrolet Chevelle SS: 'It's not something I would like to have — it's something I *will* have. Some time in my lifetime I will buy one and do it up,' he says.

Mechanical, electrical, panel-beating . . . he either knows what to do or knows someone who can help you. And two of those people most

likely to lend a hand are his brothers Matt and Tony. Tony also works for LeasePlan, as Fleet Services Coordinator.

'I look up to my two older brothers, and I've learned a lot from them as well,' Dave says. 'It certainly runs in the family — even my mum has a car she can race — she doesn't, but she is capable of taking it to a circuit.'

'We all have our strengths and weaknesses, and we help each other out. Tony is a whizz on computers and electrical stuff, while Matt is into engines. I just fit in with them.'

Dave has competed regularly in circuit and drag racing at Meremere, Hampton Downs and Pukekohe. He is currently off the racetrack while his ute is under reconstruction, but he hopes to have it back in action mid-next year. In the meantime, he has plenty to keep him busy.

'A lot of the time I'm either working on cars or on the race track or driving off-road with my mates. Also I'm into quad biking, motorcycling, dirt-bike riding . . . and I spend a lot of time in the gym. I'm a big boy, but I'm active. I like to help my mates as well.'

And you can bet if there's anything wrong with their cars, they are mighty glad to have him lending a hand.





WE'VE GOT TECHNOLOGY COVERED

It seems we can't go anywhere nowadays without our smartphone or tablet computer. So if they're coming along for the ride, it makes sense to keep them covered — to both protect them and make them look cool.

01 Rug up for winter with this Luckies Hoodies Gadget Cover, \$26.95, www.fishpond.co.nz. **02** X marks the spot with this Quirky Crossover cover, US\$34.99, www.quirky.com. **03** Mind your fingers! Lazy Oaf case, \$33.44, www.asos.com. **04** Can't decide on one colour? Try the Jordan Carlyle Coat of Colour, \$41.52, www.shopbop.com. **05** Get back to nature with this Geometric Pantone On Wood Texture case, \$16.70, www.luulla.com; **06** Tory Burch Metallic Cork case \$71.17, www.shopbop.com; or **07** Woody hard case, US\$40, www.jackspade.com. **08** Get your phone ready to party with this Marc by Marc Jacobs Mirror Ball case, \$92.52, www.shopbop.com. **09** Keep your iPad Mini safe and sound in this Herschel Supply Co. Anchor Sleeve, \$39.95, www.apple.co.nz. **10** Say hello to the Speck iGuy Case (for iPad mini), \$49.00, www.apple.co.nz. **11** Keep it simple and elegant with this Michael Kors Sleeve for iPad, \$89.95, www.apple.co.nz; or **12** Kate Spade New York Case (for iPad Air), US\$59.95, www.apple.com.

EYES ON THE ROAD

ONE OF THE KEY SERVICES WHICH MAKES IT 'EASIER TO LEASEPLAN' IS PROVIDED BY THE TECHNICAL ASSET MANAGEMENT TEAM, WHICH DEALS WITH THE REPAIRS NEEDED TO KEEP LEASEPLAN CLIENTS ON THE ROAD. THE TEAM, LED BY DANIEL NORRIS, HAS A COMBINED EXPERTISE OF MORE THAN 120 YEARS IN THE VEHICLE MAINTENANCE INDUSTRY. THEY SPEND THEIR DAYS DEALING WITH SUPPLIERS TO SOLVE MECHANICAL ISSUES AND MAKE SURE CLIENTS GET THE BEST, MOST COST-EFFECTIVE SOLUTIONS.

In this new Steering Column feature, the Technical Asset Management team aims to make life easier for clients with tips on driving and maintenance issues. This regular feature will include advice on safe and efficient driving, including dealing with seasonal conditions, maintenance tips and ways to keep your vehicle in top condition. This first column offers timely tips on keeping safe when driving over the winter months.



STAYING SAFE IN WINTER WEATHER

Wet, wild, windy — and don't forget snow and ice! Winter conditions can be extreme and to stay safe, drivers need to drive smart, respect the road and be prepared for challenging conditions.

- » Safe winter driving begins before you hit the road: Your tyres are in direct contact with the road, so are vitally important. Check they have adequate tread and are inflated to the correct pressure.
- » Make sure your suspension system and shock absorbers are up to par. Even with ABS and traction control systems, worn or malfunctioning components will increase your stopping distance and affect your control while cornering. Add in poor visibility and icy or wet roads and the risk of an accident is increased.
- » Get any windscreen cracks and chips fixed before Jack Frost pays a visit, as ice can form in the defect and cause further damage, resulting in the need to replace your windscreen.
- » Demist or de-ice your windscreen before you hit the road. Give yourself the best visibility for dealing with the tasks ahead.
- » Give yourself more space and time. Factor in extra time for road journeys, so you don't feel rushed. Keep your speed down and put more space between you and the other cars — the two-second rule is for summer driving. In winter, make it four.
- » If you don't have ABS brakes, don't be tempted to plant your foot on the brake pedal if you get into difficulties — you'll end up skidding out of control. Instead, pump your brakes. Even if you do have ABS, be cautious — firmly press your brakes and steer your way to safety.
- » Even with attentive driving, in wet conditions you can end up aquaplaning. This is when a 'wedge' of water forms between the tyre and the road and you lose all traction. As soon as you feel the car begin to aquaplane, take your foot off the accelerator. Don't panic, and don't brake. Simply steer the car in the direction you want to go and you will regain traction.
- » In foggy conditions, keep your lights dipped for the best visibility. If you use full beam, the light will be reflected back at you and actually make it harder to see.
- » And while we're on the subject, turn on your headlights in low-light conditions and around dusk and dawn. While you may be able to see well enough to drive, others on the road may not be able to see you due to weather conditions or even the colour of your vehicle.
- » Take extra care of other road users. In dim, wet winter conditions runners, cyclists and pedestrians can be more difficult to see — and to avoid. Keep a keen eye out for them and give them plenty of space.
- » Pay attention to highway warning signs and road closure information. Listen to the radio and keep up to date with road and weather conditions.
- » If you are travelling in areas where snow and ice are likely, be ready with snow chains. Having to turn around or take an alternative route if chains are required can be time consuming and inconvenient. Besides, being able to drive past the people who took the risk without them and got stuck will allow you to feel a little smug!

WINTER AGENDA

WHETHER IT'S GETTING AWAY FOR A WEEKEND OR A MINI-BREAK, OR ENJOYING A NIGHT OUT, DON'T LET THE WINTER WEATHER STOP YOU HAVING FUN.

AUGUST

14TH

Take part in the Sustainable Business Network's Big Think at Christchurch's EPIC innovation sanctuary
WWW.SUSTAINABLE.ORG.NZ

13TH

Take a different view of Taranaki at the Hawera Water Tower night climb, celebrating 100 years of this town icon. Bring your own torch.
WWW.SOUTHTARANAKI.COM



16TH

Travel up the main trunk line from Paekakariki to Feilding and back, behind the restored steam locomotive 'Passchendaele'.
WWW.STEAMINC.ORG.NZ

SEPTEMBER

06TH

Shuck open a few fresh ones at the 10th annual Whitianga Scallop Festival, while celebrity chefs whip up their favourite seafood dishes.
WWW.SCALLOPFESTIVAL.CO.NZ



20TH

Throw an election night party and watch the results roll in and the pundits pontificating.
WWW.ELECTIONS.ORG.NZ



25TH - 26TH

Live in Southland and like to drive really, really fast? Do it legally with the V8 Hot Laps days at Teretonga Park, Invercargill.
WWW.NZV8HOTLAPS.CO.NZ

OCTOBER

04TH

Take a punt at the Rush Munro Spring Classic at the Hastings Racecourse, and check out the fillies and the fashions.
WWW.HAWKESBAYRACING.CO.NZ



07TH & 14TH

Catch up with the latest in leasing at LeasePlan's annual Fleet Forum events in Auckland and Wellington.
WWW.LEASEPLAN.CO.NZ

30TH

Get ready for Christmas at New Zealand's largest country fête, at Culverden, complete with local food and wine.
WWW.THEFETE.CO.NZ

TEAROHA

Get into hot water in this historic spa town. Tucked into the foot of the Kaimai Ranges, Te Aroha's famous healing waters are still on tap. Treat yourself to a massage or treatment after a soak in a kauri hot tub or treat your feet in the Domain's historic foot bath for free.

MARTINBOROUGH

Brave the windy Rimutaka Hill and take yourself to Martinborough for a weekend of red wines and warm fires. Treat yourself to a long lunch or cosy dinner at Tirohana Estate, Murdoch James or The Pavilion at Peppers Parihura.



MOUNT ST JOHN, TEKAPO

Wrap up warm and take a night tour to New Zealand's largest observatory, enjoying the darkest skies — and therefore the brightest stars — in the country. Earth & Sky supply US Antarctic Expedition jackets and complementary hot chocolate to keep you toasty while marvelling at the wonders of the universe.



The fuel card that helps you run things your way.

When the fish are biting, the last thing you want to be doing is paperwork. With Mobilcard, you won't be. It takes care of managing your fleet fuel costs, freeing you up to be more productive and helping you fit work around your life – and your fishing rod.

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Mobil

We're drivers too.