

# STEERING COLUMN

LEASEPLAN MAGAZINE >> SUMMER 2014/2015

**LeasePlan**  
*It's easier to leaseplan*

**THE POWER TO THINK  
DIFFERENTLY —  
FLEET FORUM 2014**

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**GO HOME, STAY HOME  
STAYCATION INSPIRATION**

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**BIG BOYS' TOYS —  
TRANSDIESEL GEARS UP**

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**HOW THE NEW  
WORKPLACE SAFETY  
BILL WILL AFFECT YOU**

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**SHAKEN, NOT STIRRED —  
CHRISTCHURCH REBUILDS**



I recently returned from Europe and my annual opportunity to meet with colleagues from both our head office and the other countries in which LeasePlan operates. It was a much happier occasion than it has been in more recent years; our group is predominantly European-based and these guys have been through the wringer due to the economic climate of the last six years, and there is still a little way to go. Their happier disposition seemed to me to be based on how they have adapted their businesses to be profitable despite the economic conditions, and thus 2014 will be a record year for our group.

Fortunately, human nature encourages us to rise in response to the challenges of our daily lives. A great example of this is Sir Ray Avery, who gave this year's Fleet Forum an insight into how he overcame his impoverished upbringing and emerged as a very successful businessman. Not only has he succeeded in business but also in bringing hope to those also facing adversity by making quality healthcare and equipment accessible around the world. His story is especially suitable for this time of year.

As I write this, we are on the eve of Launch, an annual event where the LeasePlan team spends a day together, outlining our plans for the next year and some of the initiatives we have in the pipeline. In the second half of the day, we do fun activities encouraging the staff to rise to the challenge of experiences many of them have not faced before. In this way we can help our staff cope with, and even embrace change.

The LeasePlan team wishes you a very happy holiday season and a prosperous new year.

**Charles Willmer**  
Managing Director, LeasePlan New Zealand



## Contents

### FEATURES

**04 A DECADE OF PARTNERSHIP**  
LeasePlan celebrates its 10-year clients

**06 THINK AGAIN**  
Fleet Forum 2014

**10 THE POWER OF OBSERVATION**  
The secret of Sir Ray Avery's success

**12 RISING TO THE CHALLENGE**  
Holden looks to the future

**16 GO HOME, STAY HOME**  
Take a well-needed staycation

**18 BIG BOYS' TOYS**  
TransDiesel brings out the big gear

**22 SOUTHERN MEN**  
LeasePlan's Christchurch-based team

**25 SHAKEN, NOT STIRRED**  
Christchurch gets back on its feet

**26 SEE THE LIGHT**  
New look for the Auckland Rescue Helicopter Trust

**27 NEW WORKPLACE SAFETY BILL**  
How fleet management will be affected

### REGULARS

**02 NEWS**  
What's happening on the road

**14 SUMMER FUN**  
The alternative route

**28 EYES ON THE ROAD**  
The TAM team's tips for summer

**29 SUMMER EVENTS**  
What's on around the country



SPEED CHANGES  
ON THE CARDS

The New Zealand Transport Agency is reviewing the open-road speed limit of 100 km/h, with the limit on some roads being raised to 110 km/h.

NZTA spokesman Andy Knackstedt says any change to the speed limits would require changes to the law, so it could take until the end of 2015 before any change could be introduced.

The change is proposed only for those roads designated four-star and five-star under the KiwiRAP system: newer sections of divided highway which have been designed to carry higher-speed traffic. Parts of the new Transmission Gully road, north of Wellington, have been designed with a 110 km/h speed limit in mind.

WATCH YOUR GLASS  
THIS CHRISTMAS

New Zealand is heading into the festive season with a new, lowered blood-alcohol limit.

As of December 1, the limit for drivers aged 20 or over nearly halves, from 400 mcg of alcohol per litre of breath to 250 mcg, or 50 mg of alcohol per 100 ml of blood (0.05), down from 80 mg (0.8). For drivers under 20, the limit stays at zero.

If breath screening shows a level of between 251 and 400 mcg of alcohol per litre of breath, the driver will be fined \$200 and given 50 demerit points. Any reading over 400 mcg will result in criminal charges.

Alcohol is a factor in around 30 per-cent of New Zealand's fatal road crashes, although fatalities in the 15-to-19-year age group have almost halved since the nil limit was introduced in August 2011.

While individual tolerance to alcohol varies, the Institute of Environmental Science and Research (ESR) indicates that most adults may be able to drink two standard drinks over two hours and remain under the new limits. However, the Ministry of Transport advises, 'It is important to remember that there is no "safe" level of alcohol for driving, and the best advice is to keep it simple and avoid any doubt by making the choice not to drive if you are going to drink.

'Call a taxi, take a bus or get someone who hasn't been drinking to drive you home. Think ahead — it's always easier if you have a plan.'

FULL OWNERSHIP IN TURKEY

LeasePlan Corporation has acquired the remaining 49 per cent stake in the holding company of LeasePlan Turkey, giving it full ownership of the operation. LeasePlan became a joint-venture partner with Dogus Otomotiv, one of the leading automotive importers and distributors in Turkey, in 2007.

LeasePlan Turkey currently manages a fleet of more than 13,000 cars, and is one of the leading players in the Turkish fleet management industry. Nick Salkeld, CCO of LeasePlan Corporation, said, 'The time is now right for us to take full ownership of our Turkish business in order to pursue our ambitious growth plans.'



TRANSMISSION GULLY UNDERWAY

Transmission Gully Route Map



Image: NZTA

Transmission  
Gully Project  
ANZ Transport Agency PPP Project

Wellington  
Gateway  
Partnership

Preparation work has begun on the Transmission Gully roading project, described as a 'once-in-a-generation opportunity to create an iconic gateway to the Wellington region'. The new motorway, which will run from MacKays Crossing at Paekakariki to Linden, near Tawa, will be 27 km long, with two lanes in each direction.

Ground was officially broken in September by Prime Minister John Key and Transport Minister Gerry Brownlee. The road is expected to be finished in

2020, and at its peak the construction will employ approximately 700 people.

The road is designed to provide a critical 'lifeline' to Wellington in the event of an earthquake or other major disruption taking out the existing State Highway 1. It is the first roading project in New Zealand procured through a Public Private Partnership model. The project will be operated by the Wellington Gateway Partnership, which has sub-contracted design and construction to a Leighton-HEB joint venture.

ELECTRIC DREAMS

Imagine a world where race cars run on electricity, providing the speed and spills of Formula 1 with a fraction of the noise and no emissions. This is Formula E, a new FIA single-seater championship which kicked off in September — the world's first fully-electric car racing series.

While this season all drivers are racing the same car — the Spark-Renault SRT\_01E — from 2016 Formula E will be an open championship, allowing teams and manufacturers to design their own cars and electrical energy innovations within guidelines set by the FIA racing body.

The Spark cars can accelerate from 0–100 km/h in 3 seconds and have a maximum speed of 225 km/h. They have a maximum power output of 200 kw, equivalent to 270 bhp, but in race mode are restricted to 150 kw (202.5 bhp).

In designing the car, the FIA was particularly concerned to get the sound right, knowing how race-car fans love the roar of F1 cars. The electric race cars produce 'a modern, futuristic sound', a combination of the electric drive train, the tyres and the cars' aerodynamic package.

Two races of the series have been held so far, in Beijing and Putrajaya, Malaysia, with Brazilian Lucas di Grassi leading the standings.

TELEMATICS UNDER  
INVESTIGATION

LeasePlan New Zealand is still investigating telematics systems for local use. Commercial Director Johannes Jacobs (JJ) says LeasePlan has been working with several local suppliers, evaluating options to find the most usable and useful system for the local market.

'We want to provide the best possible system for our clients, and investigating that is taking some time' he says. 'We're looking for an integrated system that will provide concise and useful information that can then be used to provide good-quality reporting and therefore timely management.'

Among the issues being looked at are route planning and geo-fencing, an important aspect of telematics systems that allow work zones to be defined using GPS.

JJ says some of the latest software is also not yet available in New Zealand. "There are issues of economies of scale in the New Zealand and Australian markets, with some companies not ready to invest in the New Zealand market at this stage, so we're keeping tabs on that.

'We're also looking closely into privacy issues and the EU standards on this, and taking local legal advice to try to marry the two.'

BELOW: A comparison of roughly how many drinks you could consume legally before driving at the old and new limits.

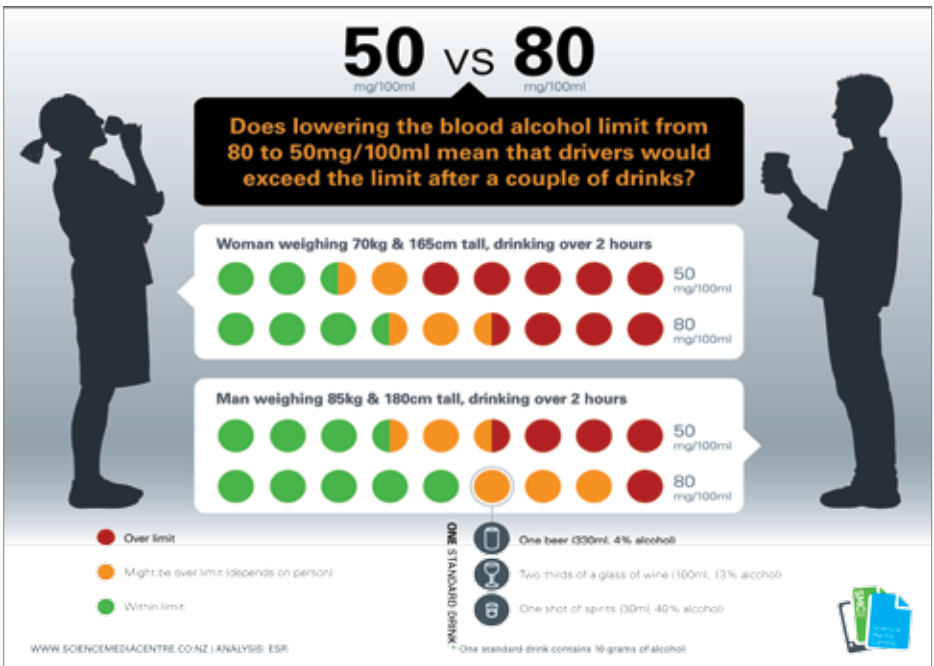


Image: Science Media Centre



PURE TIN DOES  
NOT TARNISH, RUST  
OR DISCOLOUR IN  
ANY WAY — JUST  
LIKE OUR CLIENT  
PARTNERSHIPS

— CHARLES WILLMER

Photography by Alex Wallace

CLOCKWISE FROM RIGHT:  
Shed 10 on Auckland's  
Queens Wharf was  
specially decorated for the  
evening; LeasePlan  
Managing Director Charles  
Willmer; LeasePlan  
Marketing Manager Sarah  
Hagan with guests; the  
event celebrated a decade  
of client relationships.

# A DECADE OF PARTNERSHIP

It's been a season of anniversaries for LeasePlan New Zealand, with last year's 20th birthday commemorations. This year, the company fêted those clients with whom it has worked for 10 years or more.

More than 100 people joined LeasePlan staff — including some who have also been with the company for more than a decade — for an evening of celebration at Shed 10 on Auckland's Queens Wharf. Lively entertainment was provided by the Caribbeanz Southern Stars steel band and the ever-popular Gramophone Band with its repertoire of classics.

As a 10-year anniversary is traditionally associated with gifts of tin, symbolising durability, longevity and protection, this metal became the theme for the night.

'Pure tin does not tarnish, rust or discolour in any way — just like our client partnerships,' said LeasePlan Managing Director Charles Willmer.

Willmer commented that a successful business partnership is built on four pillars: trust, mutual benefit, fairness and respect. 'These pillars are not built on flash IT systems, major economies of scale or whizz-bang products. Of course these factors need to be there, but they're "hygiene" factors. What they're built

on, however, is people relationships, and this event was organised to honour those relationships.'

This emotion was reflected in a moving speech by Rosser Thornley of the Auckland District Health Board, a long-standing client, who has since retired. He described his experience over the years with LeasePlan as 'fraternité' (or brotherhood) — a touching description of Thornley's long relationship with the company. ■





# THINK AGAIN

WORDS BY SARAH ELL PHOTOGRAPHY BY ALEX WALLACE

**LEASEPLAN CHALLENGED ITS CLIENTS AND SUPPLIERS TO 'THINK DIFFERENTLY' AT ITS TWO FLEET FORUM EVENTS, HELD IN AUCKLAND AND WELLINGTON IN OCTOBER.**

The theme of thinking outside the box and taking a different look at business was enthusiastically taken up by a panel of expert speakers, irreverently introduced by MC Jeremy Corbett. Keynote speaker Sir Ray Avery, founder and CEO of Medicine Mondiale, inspired and entertained the guests at the end of the morning sessions, following informative presentations from economic commentator Bernard Hickey, Turners Group CEO Todd Hunter, Iain McGlinchy of the Ministry of Transport and Nick Martin, General Manager — Sales of Holden New Zealand.

Setting the scene for the events was LeasePlan itself, which set aside its signature orange for a striking chartreuse accent colour on signage and printed material. Special prizes were given to those who took the initiative to sit in the specially marked 'seats of bravery' in the front row, and on the two tables with green rather than black tablecloths.

## ECONOMIC OVERVIEW

Hickey kicked off the presentations, giving an overview of the current New Zealand economy and comparing it to Goldilocks' ideal bowl of porridge: not too hot and not too cold. While there were some signs that the 'porridge' was cooling off a little

in the wake of the election, Hickey's forecast was optimistic. The economy was growing, interest rates were moderate and inflation at a decent level, Hickey said. He did, however, joke that it was 'not so much an economy as a housing market with some other bits tacked on.'

Hickey highlighted the uneven nature of the current economic recovery, describing it as a 'two-city, one-commodity' economy, based around Auckland, Christchurch and dairying.

'Dairy really is the gas burning under the porridge pot, and recently it has been turned down a bit,' he said. This year's profitability per hectare for dairy farmers is expected to be the lowest since 2008-9, 'which is going to be quite a blow for regional areas.'

And while there is a skilled labour shortage, lots of businesses are finding ways to do their work without employing more people, putting a cap on wage inflation. Hickey predicts that the Reserve Bank will not move again to raise interest rates until at least March if not June 2015.

Hickey also said that despite the incoming National government not having a clear majority, it could now make progress on resource management and labour reform.

CLOCKWISE FROM TOP LEFT: Comedian Jeremy Corbett was once again magic on the mic as event MC; special prizes were awarded to those who sat at the 'seats of courage' at the front, and to Natasha Thorpe of Philip Morris, who by lucky accident was wearing the event's signature chartreuse at the Auckland event.







CLOCKWISE FROM TOP LEFT: Having the courage to think differently was the theme of the event; Sir Ray Avery left the audience both humbled and entertained; (left to right) LeasePlan New Zealand Operations Director John Hutchings, Commercial Director Johannes Jacobs (JJ) and Managing Director Charles Willmer in the hot seat.

### GOING ONCE...

Next up on stage was Todd Hunter, CEO of the auction house now known as Turners Group. Turners handles LeasePlan's certified auctions, selling its sought-after ex-lease cars at monthly events. Hunter discussed how his company has had to think differently to survive in a market dominated by internet buying and TradeMe.

Hunter said Turners had to look at how it conducted its business, as many retail buyers found the auction process intimidating.

'It sells products, but it works best when people know about what it is they are buying. Therefore most of our customers were wholesalers, with less than ten per cent being retail customers,' Hunter said. 'Also, our vendors were looking for increased returns, so we needed to find more and different ways to sell cars.'

TradeMe is by far the most popular site for people researching buying a used car, Hunter said, and Turners is now working with the internet auction site to promote its vehicles.

Hunter said Turners' business was not restricted to cars: recent listings have included a written-off Ferrari with just 15 (yes, 15) kilometres on the clock ('That was a test drive that went horribly wrong'), a damaged Ralph Hotere artwork and a mobile void filler — a large piece of mining equipment which provided Corbett with plenty of ammunition for humour later. He also commented on New Zealand's ageing vehicle fleet, 30 per cent of which is 17 or more years old, noting that there is soon going to be an increased demand for New Zealand-new or used replacements.

'There's going to be a wave of old cars coming to the end of their life, as the average age for scrapping of imports is nineteen years, and New Zealand-new cars, twenty-one,' he said.

### FROM THE MINISTRY

Iain McGlinchy, Principal Adviser, Technology and Transport Systems at the Ministry of Transport, reiterated that theme in his presentation on

New Zealand's vehicle fleet. McGlinchy said the ageing of New Zealand's vehicle fleet was part of a worldwide trend, with cars lasting longer before scrapping since car manufacturers got on top of rust problems in the 1990s.

New Zealand currently has around 2.5 million light petrol vehicles, and only 8800 hybrids — just 0.25 per cent of the total fleet. The number of electric vehicles, however, has doubled this year to around 200, mostly due to the introduction of Mitsubishi's new plug-in hybrid Outlander SUV, McGlinchy reported. 'We're finally getting a vehicle people want at a reasonable price, rather than paying three times the price for a vehicle no one really wants.'

McGlinchy leads a ministry team looking into 'intelligent transport systems' — an inclusive term covering the range of computer technology being applied to vehicles today and in the future.

Manufacturers are currently working on advanced driver assistance systems which will alert drivers to potential hazards and collisions, automatic emergency braking and automated accident reporting, allowing cars to contact emergency services following an incident. Wireless communications systems are also being developed which will see vehicles broadcast their position, speed and other information over a short distance every 10 seconds, to other road users and infrastructure such as parking buildings.

'It's gone from being an abstract idea to being something that is going to be in European and US top-end cars in the next 18 months,' McGlinchy said.

### FOOD FOR THOUGHT

Following presentations by Nick Martin from Holden (see page 12) and Sir Ray Avery (see page 10), the sessions finished with a Q&A session with LeasePlan Managing Director Charles Willmer, Commercial Director Johannes Jacobs (JJ) and Operations Director John Hutchings. It was then time for notes and contacts to be exchanged before guests headed back to their desks — hopefully with the inspiration to turn their thinking upside down. ■





# THE POWER OF OBSERVATION

WORDS BY SARAH ELL PHOTOGRAPHY BY ALEX WALLACE

MOST PEOPLE WHO WERE PLACED IN AN ORPHANAGE BY ABUSIVE PARENTS AND WERE HOMELESS AT THE AGE OF 12 WOULD BE LUCKY TO STILL BE ALIVE AT 67. YET, AS SIR RAY AVERY TOLD FLEET FORUM AUDIENCES, HARNESSING THE POWER TO THINK DIFFERENTLY HAS ENABLED HIM TO SUCCEED BEYOND HIS WILDEST CHILDHOOD IMAGININGS.

## WORDS OF WISDOM FROM SIR RAY AVERY

- > People who plan are successful. Don't ricochet your way through life.
- > You are born with about 30,000 days to live, but most people don't have a life plan. Work out how many days you have left and plan what you want to do with those days.
- > The worst thing in life is having a bucket list — it's really an admission of failure. Start now and do the things you want to do.
- > Being customer-centric is the way to be successful in business. If you are product-centric you will end up like Eastman Kodak.
- > Everything I have invented comes out of something I have observed. Most people are too busy doing other things to observe what their customers want. Watch your customers and you will come up with the solution that meets their needs.



Today pharmaceutical scientist, entrepreneur and businessman Avery is CEO of Medicine Mondiale, a global network of scientific, clinical and business experts who donate their knowledge and time to develop medical solutions to benefit people in developing

countries. Avery has also been named New Zealander of the Year, been made Knight Grand Companion of the New Zealand Order of Merit, and late in life now has two preschool children.

Avery told the Fleet Forum audiences that the Kiwi attitude, which he adopted with fervour after coming to his new homeland in the 1970s, 'makes the impossible seem possible'.

'When I lived under a bridge in London, my dream was to own a bicycle shop. Now I'm running a business that changes the world. It wouldn't have happened if I hadn't come to New Zealand.

'Kiwis have no respect for the status quo — if we don't like rules, we tend to ignore them. I am ferociously proud to be a Kiwi.'

Avery said New Zealand is a fertile ground for thinking differently, but added that observation is the first key step.

'We are all capable of inventing — and most inventions occur because of one moment of observation by someone not practised in that field,' he said, citing the examples of the invention of the microwave oven — which came about after a scientist working with radar during World War Two noticed his chocolate bar melting in his pocket — and the four-stroke internal combustion engine, invented by a German salesman who wanted a better way to grind coffee beans.

'It's about being able to see the small things that enable you to do the big things.'

He also stressed the importance of businesses being customer-centric, a lesson he says he learned when going out with a large number of different women at the same time in the 1960s: 'I had to think about what they would want.'

The lesson was reinforced when he worked with Graeme Douglas (now Sir Graeme) to set up Douglas Pharmaceuticals in 1967. The company is now one of the fastest growing pharmaceutical development and manufacturing companies in Oceania.

'We went to pharmacists to ask them what they wanted — three months' interest-free credit; "buy three, get one free" deals and so on. When we started there were five multi-national companies making drugs in New Zealand, now Douglas Pharmaceuticals is making drugs for all of them.'

Avery recently worked on a book with journalist Cameron Bennett called *The Power of Us: New Zealanders Who Dare to Dream*, a celebration of the success stories of 50 extraordinary Kiwis. Avery said the title of the book held a message for Fleet Forum attendees: 'There's nobody in this room who's smarter than all of us. Talk to each other about what your customers need and come up with a new idea. You could come up with a technology that can change the world forever, and for everybody.' ■





## RISE TO THE CHALLENGE

WORDS BY SARAH ELL  
PHOTOGRAPHY BY ALEX WALLACE

**HARNESSING THE POWER TO THINK DIFFERENTLY IN A CHANGING MARKET WILL BE THE KEY TO HOLDEN'S ONGOING SUCCESS, ACCORDING TO NICK MARTIN, GENERAL MANAGER – SALES OF HOLDEN NEW ZEALAND.**

Many of us grew up with Kingswoods and Commodores, and despite their Australian origins the cars have become Kiwi icons over Holden's 60 years in the New Zealand market. But in past years Holden has found itself with a challenge on its hands, as the market has started to move away from large-capacity engines, viewed as fuel-hungry and unfriendly to the environment.

Martin told Fleet Forum audiences that in the 10 years to 2013, sales of four-cylinder cars have increased from 27 to 46 per cent of the market, while the most significant fall has been in the large car category, with sales falling from 31 to just 8 per cent of the market. 'It has been a big challenge to us and what we do, when the market for our biggest-selling product more than halved in ten years.'

But rather than watching sales slump and putting the Commodore out to pasture, Holden has fought back by creating a new-generation vehicle which has turned around sales figures and defied the market trend at an industry level.

'We have continued to put a fantastic product offering into the market, despite the fact that segment has been on the wane for

some time,' Martin said, 'and particularly since our most recent model launch — the VF Holden in 2013 — we have seen sales increase significantly.'

First Holden worked on the car, making significant weight reductions and efficiency improvements that delivered far better fuel consumption and emissions, Martin said.

And while the company has made sure to continue to satisfy its loyal customer base, it has also worked on broadening the car's sales demographic.

'In the past, the Commodore was perceived as a fleet vehicle by a large portion of the market. However, with the launch of the VF Commodore, we have been able to broaden the appeal of the vehicle and increase sales to the retail market, especially with the SS-V Redline and Calais-V variants.'

The other challenge ahead for Holden is the closure of its Australian manufacturing plant at Elizabeth, South Australia, scheduled for 2017. 'We are very sad to see that go, as manufacturing in Australia has been important to the company's image, and the Holden brand,' said Martin. 'However, we will make sure we continue to provide a relevant and strong product offering for the New Zealand market.' ■

TRAX

## NEW TRAX TURBO. HIGH SPEC, LOW COST.



**With fuel economy of 6.9 litres per 100km, the all-new Holden Trax LTZ 1.4L turbo demands very little and, in return, delivers a lot.** The Holden MyLink infotainment system features a convenient 7" touchscreen, which incorporates Bluetooth®, enhanced voice recognition, embedded apps, and a rear-view camera. Driving gets even easier with automatic headlights and rain sensing wipers, while 18" redesigned alloys and electronic sunroof provide the finishing touches.

**Check out the Trax range at [holden.co.nz](http://holden.co.nz) and see why it'll appeal to your people and your accountant.**

Fuel efficiency figure based on Trax LTZ 1.4L Turbo combined highway urban ADR/02 testing. Certain devices may not be compatible with the MyLink system. Data plan rates apply for embedded apps. Text to speech is not available with Apple devices

[holden.co.nz/trax](http://holden.co.nz/trax)



HOLDEN



# THE alternative ROUTE

There's more than one way to get around this summer. Rather than taking a traditional road trip, why not try one of these alternative forms of transport?

## SUP BOARDING

It might look a little bit odd, but it's one of the world's fastest growing watersports. And it's not just for fun or fitness — or posing; SUPs can be used for some serious exploring.

The principle is simple: you stand on what looks like a large surfboard and propel yourself forward with a paddle. The boards are more stable than a surfboard or windsurfer, and as well as all-round boards, you can get touring boards designed for stability, and to carry essential extras like a chillybin.

Entry-level boards are usually around 3.5 metres long, and around 75 centimetres wide. Beginner boards are longer and wider than wave-riding boards, but are designed to be stable, so you can get a feel for the sport without falling in too many times. The paddle is also a critical piece of equipment: you are going to be using it pretty much constantly, so it needs to be light — many paddles are made of carbon fibre composite — and the right length for your height — the ideal paddle should be around 20 centimetres taller than you are.

Popular spots for paddleboard cruising include the sheltered waters of the Bay of Islands — Northland Paddleboarding ([www.northlandpaddleboarding.co.nz](http://www.northlandpaddleboarding.co.nz)) offers guided cruises around for both beginners and more experienced paddlers — the Abel Tasman National Park (see [www.abeltasmansup.co.nz](http://www.abeltasmansup.co.nz)) and Lake Wakatipu (see [www.watersportsqueenstown.co.nz](http://www.watersportsqueenstown.co.nz)).

Stand-up paddleboard from around \$1100  
Paddle from around \$300

## RETRO CARAVAN

For many years in the late twentieth century, caravans became the epitome of uncool. But now these curvy plywood, aluminium or fibreglass holiday homes on wheels are having their day again, thanks to the rise in popularity of restored vintage caravans. Caravans built in New Zealand in the 1950s and 60s by manufacturers such as Anglo and Liteweight are being snapped up by 70s kids keen to relive family holidays by the sea in full retro style, and classic car enthusiasts who want to tow something that matches. The vintage caravan division of the Whangamata Beach Hop has become an event in itself, with 85 vans on display this year.

Companies like Love Vintage Caravans ([www.lovevintagecaravans.co.nz](http://www.lovevintagecaravans.co.nz)) restore and on-sell 50s and 60s classics, giving each one a name as well as a new colour scheme and theme. Waikato company Scram ([www.scram.co.nz](http://www.scram.co.nz)) will restore to order, or build new in a retro style. Retro Caravans Northland ([www.retrocaravans.co.nz](http://www.retrocaravans.co.nz)) sells parts and spares to DIY enthusiasts, as well as doing restorations themselves.

Demand is forcing prices up, but check out the listings on TradeMe for classic caravans in varying states of repair. Alternatively, to save yourself time and towing, check out the caravans available for hire on [www.bookabach.co.nz](http://www.bookabach.co.nz) and [www.holidayhouses.co.nz](http://www.holidayhouses.co.nz).

Retro caravan in need of restoration (TradeMe) \$1500; Restored retro caravan ([www.lovevintagecaravans.co.nz](http://www.lovevintagecaravans.co.nz)) from \$25,995 'Little Zephyr on the lake' — retro caravan for hire, Te Anau ([www.bookabach.co.nz](http://www.bookabach.co.nz)) \$100 per night



## SEALEGS

Want to go boating without the hassle of backing the trailer? Enter the Sealegs, home-grown amphibious technology which combines a rigid-hulled inflatable or aluminium boat with motorised, retractable wheels. The Sealegs can be driven for up to 30 minutes or around 3.5 kilometres on land, from bach or boatshed to the water, using a 24 hp, two-cylinder Honda four-stroke motor, which uses the same petrol as the outboard motor which drives the boat at sea.

The Sealegs range runs from 6.1 metre RIB and aluminium D-Tube models, to a 7.1 metre RIB and the 7.7 metre RIB cabin and wide-console models. The cabin model has a GRP hard-top cabin and windscreen, two pedestal seats, two queen seats and twin rear and cabin bench seats, to accommodate the family. *Trade-A-Boat* magazine described it as 'the ultimate toy', suggesting it would be ideal for 'driving up onto Mission Bay beach on a sunny afternoon to collect a couple of lattes before heading back out for more fishing'.

The first Sealegs boat was delivered 10 years ago now, and the company has produced more than 950 boats at its Albany facility. As well as recreational craft, the company manufactures boats for military and coastguard use.

[WWW.SEALEGS.COM](http://WWW.SEALEGS.COM)

Priced from \$129,000 (6.1 m RIB, boat only)



## SUMMER FUN MOTORHOME

If you want to take your holiday with you wherever you travel, without the hassle of towing, then a motorhome is the way to go. From compact and basic to large and super-luxury, holidaying in a campervan means you can see the sights with all the home comforts right at hand. Call them what you will — motorhome, motor caravan, campervan, RV, road slug — facilities, layout and size vary enormously, but the biggest advantage is that no matter where you go, you can always go to the loo in comfort, and make yourself a cup of tea. When you arrive at a campsite, all you have to do is plug in and unfold your awning and you're ready to relax — no fiddling with tent poles and wrestling with canvas. And if the weather turns nasty, you can just park up somewhere and enjoy a view of the rain in comfort.

While the idea of hitting the road in an RV might conjure up images of fleets of retirees — and there's no doubt there is a fair proportion of blue-rinsers on the road — this option is popular with families as well. The New Zealand Motor Caravan Association has more than 53,000 individual members, who spend an average of 75 nights a year on the road.

[WWW.NZMCA.ORG.NZ](http://WWW.NZMCA.ORG.NZ)

Avida Longreach luxury camper, with queen size bed and two LCD TVs (from [www.freedomrv.co.nz](http://www.freedomrv.co.nz)) from \$379,990



Image: Graeme Murray Photography





# Go Home, Stay Home

Sick of sitting in traffic, paying premium prices for accommodation and having to queue for an ice cream? Why not have a holiday at home, with *Steering Column's* guide to the ultimate staycation.

ILLUSTRATION BY YULIA VYSOTSKAYA

- 1 Use a little of the money you have saved by not going away to have a night of luxury in a big hotel in your home town. Pretend you're a tourist, try out a new restaurant, and sleep a night somewhere you don't have to make the bed in the morning.
- 2 While some businesses close during the holiday period, with the crowds out of town you might find it easier to get a table at your popular local café or restaurant. Choose somewhere you've been dying to go and treat yourself to a night out.
- 3 Enjoy the fact you don't have to drive anywhere and let your feet do the walking. Explore your local area at a relaxed pace, either on foot or by bike, or check out a different suburb and its parks, beaches and cafés.
- 4 Pamper yourself. Check into a day spa, book a massage, or have a cut and colour without having to rush off afterwards.
- 5 If you were in another city, you'd check out the galleries and museums. So do your own town a favour, and rediscover what's on in your own town. The Auckland Art Gallery has *Light Show*, an exhibition of mind-blowing light-based art; Te Papa has exhibitions on *Tyrannosaurs* and *Shrek the Sheep*, and the colossal squid on display; and the Canterbury Museum has a focus on Antarctica.
- 6 Take public transport. Yes, in Auckland it's a risk, but you might be surprised by what you find. Take a local bus, train or ferry and end up somewhere different.
- 7 Treat yourself to fantastic food. Stock up on treats at stores like Nosh, Farro or Moore Wilson's and enjoy having the time to try new recipes.
- 8 Go Gold Class at the movies. And if it's raining, go during the day for that extra feeling of decadence.



# BIG BOYS' TOYS

When your business is selling and servicing big machines, you have some pretty big requirements. LeasePlan stepped in and stepped up to work with heavy equipment firm TransDiesel.

WORDS BY SARAH ELL PHOTOGRAPHY BY DIEDERIK VAN HEYNINGEN

It's a little boy's dream job: working with diggers, loaders, dump trucks and crushers. But for TransDiesel, this is big business. The Hornby, Christchurch-based company is the New Zealand distributor and service agent for the big names in the construction, earthmoving, mining and forestry industries: Volvo Construction Equipment, Yanmar Construction Equipment and Terex Finlay as well as other brands of engines, generators, transmissions and associated products including Perkins, Allison, Kohler and eni lubricants.

CEO Mike McKessar says the last three years have been a time of incredible growth for the company.

'In 2011 we acquired a company called Titan Plant,

which was the Volvo and Yanmar distributor for New Zealand, and since then the business has basically tripled in size,' says McKessar. 'We now have 220 employees, 13 branches around the country, and will have sales in excess of \$150 million this year.'

When TransDiesel acquired Titan, the market for construction equipment was down, but its timing was good. The three years since then have seen huge growth in both the forestry and construction sectors, particularly in the Canterbury area, with post-earthquake rebuilding getting under way.

'For the business, the effects of the earthquakes have been positive, although our people have been affected at various different levels, some having





lost their homes and other possessions. But the business as a whole has benefited in terms of demand for machinery,' says McKessar.

LeasePlan's involvement with TransDiesel began in early 2013, when it tendered for leasing services. Up until the Titan acquisition, TransDiesel had owned all its vehicles, but Titan's leased vehicles came with the company. TransDiesel initially continued the existing lease agreement, but then put the process out to tender after an expense-reduction analysis, with LeasePlan coming out on top.

Management Accountant Mark Titheridge says TransDiesel was attracted by LeasePlan's open-calculation model — 'they were very upfront with us about what they were doing and what money they were making, and about the residual values of our vehicles. Also, they had a local presence.'

LeasePlan Key Account Manager David Yardley says a new, more detailed reporting system was introduced, including regular fleet analysis and review sessions to discuss anomalies and cost exceptions. Fuel usage and cost were also reviewed.

'We took a look at their fuel spend quite closely,' says Yardley. 'They had a good deal through their existing supplier but it was not necessarily convenient for TransDiesel staff. We found there were savings to be made with our new preferred fuel supplier.'

Unfortunately, changing lease companies had a drastic short-term side effect: the previous supplier then demanded the immediate return of cars that were up for replacement, leaving TransDiesel in the lurch until LeasePlan was able to step in and quickly supply some replacement vehicles.

'It was like when Christchurch experienced the big earthquakes — we just moved vehicles down there to cover for vehicles trapped in the red zone. We moved vehicles around or swapped vehicles over to make them available for TransDiesel,' says Yardley.

The company's fleet is diverse but at its heart is a fleet of 30 Ford Ranger utilities, used by territory managers but also service technicians, who travel to a wide range of locations around the country to repair and maintain equipment in the field. The cab-chassis utes were custom-fitted with large, lock-up toolboxes in the tray, says Yardley. 'The techs deal with some pretty sizeable pieces of equipment, so the tools they need are substantial — things like compressors and jacks. They need some fairly large spanners.'

Paul Harris, TransDiesel's General Manager — After Sales and Service, says the tough, practical utes were

chosen because of their superior gross vehicle mass — the weight of equipment the utes could safely carry.

'The service techs have to load up with parts, lubricants and everything else they are going to need in the field. The utes are basically like a "workshop on the road", where the tech has all the tools and equipment he needs to support our customers and meet their needs.'

Equipment supplied by TransDiesel is used in a wide range of industries, from construction and road works to earthmoving, quarrying, mining, farming and forestry, so the four-wheel-drive utes have to be able to handle rough roads and worksites.

'We had to get our guys something that would get them there safely and not get stuck,' says Harris. 'We need to be able to get on site quickly, through some interesting conditions at times.'

The corresponding demands being placed on the vehicles have to be taken into account, too.

'Running a vehicle around in a mine, for example, is certainly a lot different than driving it along the Southern Motorway in Auckland,' says Yardley. 'To meet that kind of requirement LeasePlan has to be flexible and sensitive to their requirements, and expect that vehicles will be thrown around a bit because of what they are used for.'

Yardley is working with TransDiesel to transition all company-owned vehicles to a full-lease model, as its older owned vehicles reach the end of their useful lifespan. There will be a substantial new vehicle intake in early 2015.

While McKessar sees growth slowing in the next few years, especially with a downturn in the forestry sector, there is still going to be plenty of demand for construction equipment, with the Christchurch rebuild gathering pace and infrastructure projects like the massive Transmission Gully roading project getting underway.

In the meantime, TransDiesel is involved in a construction project of its own: a 6500 square metre head office development at the new Waterloo Business Park, formerly the site of a freezing works, near Hornby. This is the first time the company will own its own land and buildings, and they hope to move into it by the end of 2015.

And as for the little boy's dream of working with all those diggers? McKessar laughs. 'I'm not from an equipment-industry background, and I take care of the commercial side of our operations. But we have a great team of people who have a real passion for this big equipment.' ■

**'THE SERVICE TECHS HAVE TO LOAD UP WITH PARTS AND EVERYTHING THEY ARE GOING TO NEED IN THE FIELD. THE UTES ARE BASICALLY LIKE A "WORKSHOP ON THE ROAD", WHERE THE TECH HAS ALL THE TOOLS AND EQUIPMENT HE NEEDS TO SUPPORT OUR CUSTOMERS.'**



FROM LEFT TO RIGHT  
TransDiesel's CEO Mike McKessar and Marketing Manager Mark Keatley, in the field with LeasePlan Key Account Manager David Yardley.

## WHAT MAKES TRANSDIESEL SUCCESSFUL

TransDiesel CEO Mike McKessar says the company is still privately owned, with all of the shareholders except one working in the business. 'We are fairly hands-on, and it allows us to be responsive and to make quick decisions when we need to, as opposed to some of our competitors which are owned by the manufacturers or are part of much

larger corporates,' he says. Another important aspect is 'the quality of the brands that we represent'.

'We also work very hard on our product support and service. It's one thing to sell machines but you've got to be able to support them, which is where our network of support branches and mobile technicians comes into play.'



LeasePlan's team based in Christchurch from left to right, John Davies and David Yardley.

# SOUTHERN MEN

WORDS BY SARAH ELL PHOTOGRAPHY BY DIEDERIK VAN HEYNINGEN

LeasePlan's South Island team has recently doubled in size, with Business Development Manager John Davies joining Key Account Manager David Yardley working out of the Christchurch office. Together, they aim to bring a new level of service and commitment to LeasePlan's southern customers.

**'THERE'S QUITE A CHEMISTRY BETWEEN US, IN TERMS OF US HAVING COMPLEMENTARY SKILLS AND STRENGTHS. IT HAS PROVED TO BE REALLY SUCCESSFUL.'**

While Davies is a born-and-bred Cantabrian, Yardley is a newer arrival, who has come to love his adopted province. Yardley, who has been with LeasePlan for 10 years, moved down to Christchurch from Wellington with his wife and three children at the start of 2013 to set up the new office.

'I had three or four clients in Christchurch, but I felt we were missing something there. We had people who wanted something we weren't giving them, and we weren't growing in that area,' says Yardley.

Yardley went to LeasePlan Operations Director John Hutchings with a business case for establishing a presence in Christchurch, and put his own hand up. 'I knew it would be a stretch for me personally, but it would be good for LeasePlan, and I wanted to give it a go. I was prepared to put myself on the line and see what was possible for us as a company.'

Yardley, his wife and three young children shifted to Canterbury in early 2013 to open the new office, settling outside the city at Loburn, near Rangiora.

'I wasn't expecting people to stop what they were doing and switch to LeasePlan — I just needed to meet with people, shake their hands, get them a coffee and just chat, more than anything,' says Yardley. 'There was an understanding that we were not going to set the world on fire in five minutes, but we wanted to make a commitment to the region.'

Two years of hard work later and LeasePlan is comfortably established in the city, with strong client relationships formed and continuing growth, as evidenced by Davies' joining the team in July.

'There's quite a chemistry between us, in terms of us having complementary skills and strengths,' says Yardley. 'It's not easy to find someone who fits in terms of the corporate culture and the "family", but it has proved to be really successful and beneficial for us and for our clients that both of us are here.'

## LOCAL KNOWLEDGE

And if anyone knows about the damage to Christchurch and the progress of the rebuild, it's Davies. He lost his home in the Cashmere Hills in the February 2011 quake, and nearly four years later is getting close to moving into the replacement.

'I was working in the CBD at the time, and it was pretty horrendous really. I remember watching the fridge dance across the floor, and right at the time it happened I thought, this is a really big quake. And then getting out into the city was an ordeal — you could see the damage and the dust and the liquefaction coming out of the ground...'

Earthquakes aside, Davies is still a big fan of his native city. 'I think it's a lifestyle thing — it's a big enough city to have what you need without having too much of the rat race,' says Davies. 'Plus there's things like mountain biking on the hills, and you're not too far away from the mountains.'

Yardley, too, is becoming a convert, getting involved in the community, with school activities and sport, as well as enjoying a more rural lifestyle.

'We've got just over an acre and we have miniature horses and sheep and rabbits. You can get in touch with nature really easily here,' Yardley says.





Re:Start Mall



New Regent Street



Sumner Beach

‘Hanmer Springs is just an hour up the road, so we go there reasonably regularly and sit in the hot pools for a couple of hours.’

### FUTURE PLANS

Both LeasePlan staff members are optimistic about the future of the city.

‘There is such a positive feeling here, even after such adversity,’ says Davies. ‘The rebuild is such a huge challenge but also a huge opportunity, I think. You drive around town now and see the cranes and new buildings going up, it’s really cool.’

Yardley agrees, commenting on the positive vibe around town as the rebuild gets underway. ‘Obviously there are some very hard personal stories, and the struggles will continue for some time. But there is a real sense of positivity and determination.’

And what’s ahead for LeasePlan’s southernmost outpost?

‘We want to take over the world!’ Davies laughs. ‘Seriously, it’s about supporting the company, growing the business and looking after our existing and future clients, then over time getting more resource here.’

Yardley agrees. ‘It’s about growing and developing our relationships with a view to the long term. We’re playing a long game. We’re not in Christchurch and the South Island for a quick result — we’re here because we care about the business and about providing clients with something that’s better than anything else in the market.’

### JOHN AND DAVID’S TOP SPOTS

#### BEST PLACE FOR A BUSINESS LUNCH OR DINNER

**JOHN:** The Harlequin Public House on Salisbury Street — on a sunny day you can sit outside and watch the world go by.

**DAVID:** Leinster Rd Bistro, Merivale. Fantastic service, well priced and in a nice part of the city.

#### BEST CAFÉ

**JOHN:** CI Espresso, corner of High and Tuam streets. Voted café of the year — hard to argue with that.

**DAVID:** Addington Coffee Co-Op, Lincoln Road; Vespa Bar, High Street, in the new CBD.

#### MUST-DO FOR OUT-OF-TOWNERS

**DAVID:** The International Antarctic Centre, Quake City exhibition, Re:Start Mall, Christchurch Gondola, the Air Force Museum,

Canterbury Museum, Orana Wildlife Park, Willowbank Wildlife Reserve, Ferrymead Heritage Park...

**JOHN:** Taking the gondola up the Port Hills at dusk.

#### BEST DAY OR WEEKEND OUTING

**DAVID:** Akaroa or Hanmer Springs; Mt Hutt for skiing; Kaikoura for whale and seal watching; Terrace Downs for the golfers. I’ve done all of these since we’ve been in the south. Also, the West Coast is easy to get through scenic Arthur’s Pass, but only on March 6th, which is the West Coast’s one fine day of the year!

**JOHN:** Just hanging out in Christchurch is good, too — Sumner Beach; historic (restored) New Regent Street with its cool shops, cafés and bars; and the Arts Centre and Botanic Gardens.



Cardboard Cathedral

## SHAKEN, NOT STIRRED

You’ve heard all the clichés — rising from the rubble, Canterbury spirit, down but not out. But as the new Christchurch takes on its future shape, it’s definitely worth a visit, and your tourist or business dollar will be more than welcomed by Cantabrians old and new.

### HERE’S WHAT STEERING COLUMN RECOMMENDS:

#### PAY YOUR RESPECTS TO THE CITY CENTRE

Yes, the almost utter destruction of the Christchurch CBD is both sobering and sad. But much demolition is now complete and new construction projects are underway. Have a look around, remember what has been lost and imagine the new city rising.

#### CHECK OUT OLD AND NEW

Ballantyne’s flagship store still stands on the corner of Cashel Mall, and just down the road, check out the cafés and boutiques of the Re:Start container mall. The ingenious and beautiful transitional cardboard cathedral is definitely worth a visit too.

#### PULL UP A CHAIR

To catch the city’s buzz, visit the Stranges Lane precinct, on the corner of High and Litchfield streets, on a busy Friday night, where punters fill three new and exciting venues and a shared atrium space. Or check out the cool bars and cafés in the Spanish Mission-style New Regent Street.

#### POUR A GLASS

Head north out of the city to the Waipara Valley wineries. Take a tour, sample the wines and treat yourself to a long lunch at Pegasus Bay, the Black Estate or Waipara Hills.

#### MOUNTAINS TO SEA

Christchurch is one of the few cities in the world to have both beaches and skifields on its doorstep. Have lunch, coffee or drinks at the Beach Bar at Sumner and enjoy having your toes in the sand while admiring the snow on the alps.

#### TAKE TIME TO TALK

Everyone who has lived through the Canterbury quakes has a story to tell, and they’re keen to tell it. Slow down and enjoy chatting to the locals.



Stranges Lane



FROM LEFT TO RIGHT: HEMS Medical Director Dr Chris Denny and visiting Fellow Andrew Fagan; Commercial Director Johannes Jacobs and Marketing Manager Sarah Hagan of LeasePlan; and ARHT Chief Paramedic Barry Watkin with the newly signwritten rapid response vehicle.



‘WE ARE VERY GRATEFUL TO LEASEPLAN FOR SUPPORTING THE TRUST AS IT IMPLEMENTS THESE NEW INNOVATIONS.’

## SEE THE LIGHT

The Auckland Rescue Helicopter Trust’s rapid response vehicle will be easier to spot on the streets this summer, thanks to its bright new paint job and LED lighting system.

The Hyundai Sante Fe, supplied by LeasePlan as part of its sponsorship of the trust, now sports a bright chequerboard paint job to make the vehicle as

visible as possible.

The graphics are known as Battenburg markings, and are similar to those seen on police cars and ambulances. The red represents rescue and ties in with the trust’s helicopter, while yellow represents the ambulance aspect of the service.

The vehicle is now also fitted with new LED lights

and a siren for getting through traffic. A powerful LED light bar is fixed to the roof of the vehicle, with additional small LEDs on the front corners of the bumpers, making the car easier to see when passing through busy intersections.

Another innovation is a new communications system which links with the St John ambulance service’s dispatch

team. The helicopter trust works closely with St John and the Auckland District Health Board, to provide a coordinated rescue and health service.

‘We are very grateful to LeasePlan for supporting the trust as it implements these new innovations,’ says Helicopter Emergency Medical Service Medical Director Dr Chris Denny.

Photography by Alex Wallace

## NEW SAFETY BILL AFFECTS WORKPLACE DRIVING

HAVING HEALTH AND SAFETY POLICIES AND PROCEDURES WHICH COVER ALL EMPLOYEES DRIVING ON WORK PURPOSES IS VITAL — NOT ONLY TO HELP SAVE LIVES AND REDUCE INJURIES, BUT TO HELP COMPANIES SAVE MONEY AND RESOURCES.

The figures are frightening, for both corporate drivers and fleet managers: around 31 New Zealanders are killed on the roads every year while driving for work. Not only that, but vehicle crashes also account for around 13 per cent of all workplace injuries. Therefore having health and safety policies and procedures which cover all employees driving on work purposes is vital — not only to help save lives and reduce injuries, but to help companies save money and resources.

Road safety charity Brake has a special interest in working with fleet managers and professional drivers, as part of its wider aim of preventing death and injury on roads through the education of road users, and supporting the victims of road crashes. The New Zealand branch is part of an international charity, based in Britain, and has been operating here since 2011.

As well as organising an annual Road Safety Week and working in community education, Brake runs safety seminars, webinars and Pledge courses for people who drive for work, and through its Brake Professional initiative provides guidance and tools for fleet managers to address road risk in their organisation.

New Zealand Director Caroline Perry says that at-work driving is likely to come under closer scrutiny with the passage through Parliament of the proposed Health & Safety Reform Bill, which puts a greater onus on managers and company directors to manage risks. The Bill will create the new Health & Safety at Work Act, replacing the Health & Safety in Employment Act 1992.

The Bill has passed through its first consultation stage, and is scheduled to go before Parliament at the end of the year. If passed it will come into force in 2015.

‘The Bill puts more onus and legal requirements on managers and company directors to keep their workers safe,’ says Perry. ‘It also requires greater worker participation, so workers are more involved in health and safety in

### BRAKE PROFESSIONAL

Brake provides best-practice guidance to managers on tackling road risk through its Brake Professional service. It runs training and events on a range of fleet and road-safety topics, and provides resources for managers and drivers. Find out more at [www.brakepro.org](http://www.brakepro.org)

their workplace, and establishes stronger penalties, enforcement tools, graduated offence categories and court powers.’

Perry says that fortunately there are many ways fleet managers can mitigate the risk of their at-work drivers, ‘from rigorous recruitment and induction procedures to ongoing training and in-vehicle technology.’

### THE VEHICLE HAS BEEN CONSIDERED PART OF THE WORKPLACE IN NEW ZEALAND SINCE 2008. SOME KEY POINTS OF THE BILL WHICH WILL AFFECT ORGANISATIONS EMPLOYING AT-WORK DRIVERS ARE:

- > It allocates the primary duty of care to the person or entity in the best position to control risks — the Person Conducting a Business or Undertaking (PCBU). The PCBU must ensure, as far as is reasonably practicable, the health and safety of its workers and other people associated with the work being carried out.
- > Due diligence is also placed on the officers of PCBUs.
- > Duties are also placed on workers to help keep themselves and others safe.
- > Anyone who does work for your organisation may be included under the Bill, including not only direct employees, but also contractors sub-contractors and volunteers.
- > Anyone driving on work purposes for your organisation is covered and your PCBU and officers have a responsibility for their health and safety while they are driving for work.
- > All vehicles driven on work purposes are covered by this legislation, including company-owned, leased, rental and personal vehicles.



ROAD TRIPS, DAYS AT THE BEACH, VISITING FRIENDS AND FAMILY... SUMMER IS THE TIME TO HIT THE ROAD. MAKE SURE YOU DO IT SAFELY, WITH THESE TIPS FROM LEASEPLAN'S TECHNICAL ASSET MANAGEMENT TEAM



## CRUISING THROUGH SUMMER

**1** Get your car serviced and looked over by a mechanic well in advance of that summer holiday — don't wait until the last minute, as vehicle repairers are busiest in the period leading up to Christmas. Also, the stress of not being able to get that spare part in time just isn't worth it.

**2** Before you head off, do a quick safety check: tyres — pressure and tread, and the spare; brakes; headlights, brake lights and indicators all present and correct. Make sure you check the tyres and lights on your trailer, boat trailer or caravan too, if you're going to be towing.

**3** Don't forget to service your trailer, too. Ensure your trailer coupling is the right size for the towball on your vehicle. And if you have a new car, make sure it's compatible with your existing trailer, especially if either has LED lamps fitted.

**4** Think before you pack. Do you really need all that stuff? Keep luggage to a minimum to reduce fuel consumption.

**5** Keep the windscreen clean, to maximise visibility and minimise sun-strike. Keep your sunglasses handy for bright and glary days.

**6** Carry extra water — not only handy when you need a top-up. An extra 2–3 litres will get you a long way if you get a radiator leak.

**7** Air conditioning works best with the windows up and on 'recirculate'. Alternate between fresh air and recirculated to keep the atmosphere fresh on longer trips.

**8** If you can manage it, travel outside of peak hours to avoid getting stuck in traffic.

**9** Once you are on the road, stay fresh and alert by making sure you take enough rest stops. Get your passengers to drink lots of water and you'll be forced to find a restroom often enough! Don't forget to drink plenty of water yourself.

**10** When you stop, take time to stretch and get the blood flowing — get that oxygen to the brain.

**11** Plan a stop for the children — pick a spot where they can run and play a little to get rid of their pent-up energy, ready for the next stage of your journey.

**12** Make sure you have more fuel than you need to reach your destination — no one wants to walk to the gas station while everyone else drives past on their way to their holiday!

**13** Factor in plenty of time to travel to your destination. Over summer there will be more people on the road, and that bloke towing the overloaded boat/caravan/trailer behind a Honda City will prolong your travel time.

**14** Drive happy — you're on holiday! Pause, breathe, relax and enjoy the scenery. If you get wound up on the journey, it will take you longer to relax once you reach your destination. Switch into holiday mode and go with the flow — it will show in your driving and others may follow your lead.

# What's On

## SUMMER 2014-15

### DECEMBER

# 10

One party to rule them all... celebrate the opening of the third and final Hobbit film, *The Battle of the Five Armies*, Middle Earth-style at the Roxy Cinema in Wellington. [www.redcarpet-tours.com](http://www.redcarpet-tours.com)

# 14

Celebrate Christmas 20s-style with the Great Gatsby Christmas Revue in Hamilton's Clarence St Theatre. [www.ticketek.co.nz](http://www.ticketek.co.nz)



# 31

Rock in the New Year in Cathedral Square in Christchurch with Shihad — the first time since the quakes that the square has been host to new year celebrations. [www.shihad.com](http://www.shihad.com)

### JANUARY

# 10

Relive the Kiwi music sounds of the 80s as The Narcs (remember them?) and Sharon O'Neill headline the Summer Music Festival at Marsden Cove Marina, south of Whangarei. [www.summermusicfest.co.nz](http://www.summermusicfest.co.nz)



# 16-18

All eyes will be on the sky for Wings Over Wairarapa at the Hood Aerodrome, Masterton, which this year has a theme of '100 years of aviation'. [www.wings.org.nz](http://www.wings.org.nz)



# 17

Run, mountain bike and kayak the West Coast in the Greymouth Mountain Man, or run the 25 km Croesus Track in the Goat Race. [www.westcoastevents.co.nz](http://www.westcoastevents.co.nz)



# 18-22

Celebrate all things deco with tours, concerts, entertainment and markets at the Tremains Art Deco Weekend in Napier — now a week-long festival. [www.artdeconapier.com](http://www.artdeconapier.com)



### MARCH

# 01

If Fords are your thing, get along to Blake Park in Mt Maunganui for All Ford Day. [www.fordmusclecars.org.nz](http://www.fordmusclecars.org.nz)



### FEBRUARY

What more romantic way to celebrate Valentine's Day than a game of cricket? The Black Caps get their first innings of the 2015 ICC World Cup, playing Sri Lanka at Christchurch's Hagley Oval. [www.icc-cricket.com/cricket-world-cup](http://www.icc-cricket.com/cricket-world-cup)



# 14

# 04-22

Music and dance, plays and pyrotechnics...the Auckland Arts Festival has something for everyone. [www.aucklandfestival.co.nz](http://www.aucklandfestival.co.nz)



SAFE TRAVELS &  
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HOLIDAYS  
FROM THE TEAM AT  
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