

STEERING COLUMN

LEASEPLAN MAGAZINE >> AUTUMN 2013

LeasePlan

It's easier to leaseplan

THE
GREEN
ISSUE



HOW GREEN IS YOUR FLEET?
FAB FOUR CYLINDERS
HELPING HAND FOR HELICOPTERS



The new year is now well underway, and I hope you have had the opportunity to get on the road and enjoy the long, hot summer.

This is an exciting year for LeasePlan, both in New Zealand and internationally. It marks 20 years since the company opened for business here, and half a century since the group first began in the Netherlands in 1963.

I have been with LeasePlan for 26 years and have seen the many changes and challenges the group has weathered. In that time, LeasePlan has become the world's leading fleet and vehicle leasing company, and continues to grow. The last few years have been particularly challenging from a global economic perspective, but when you have been in business as long as LeasePlan has, you get to know these things go in cycles. The global group, and our business here in New Zealand, are in good heart, with a strong, diverse base and big plans for the future.

We look forward to celebrating our twentieth birthday this year and honouring LeasePlan's longevity, locally and on the world stage. It's time to raise a glass with our clients, suppliers and staff to toast to the next 20 years.

Charles Willmer
Managing Director, LeasePlan New Zealand



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THE GREEN ISSUE



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Todd Perkinson, Recovery Solutions General Manager of Corporate Services



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WOF CHANGES COMING FROM EARLY 2014

Big changes are on the way for the Warrant of Fitness (WoF) system. New regulations will be introduced during the first half of 2014, once the new rules have been passed into law and new inspection processes have been finalised.

Celia Patrick, the New Zealand Transport Agency's Group Manager of Access and Use, says the new system is designed to save motorists time and money.

Starting in early 2014, new light vehicles will have an initial WoF inspection, then no further inspections until the vehicle is three years old. Vehicles three years or older, first registered anywhere on or after 1 January 2000, will move to annual inspections. Vehicles first registered anywhere before 1 January 2000 will remain permanently on six-monthly inspections.

The changes will see the approximately 900,000 cars manufactured after 2000 that are currently on a six-monthly WoF move permanently to annual inspections.

The NZTA plans to run a public information programme about the changes closer to the time they're introduced.

Patrick says one thing that won't change under the new system is the ongoing responsibility of car owners and fleet managers to keep their vehicles roadworthy.

LEASE ACCOUNTING CHANGES COME CLOSER

The re-exposure draft (RED) of the new global lease accounting standard is expected to be issued in April. The accounting standard-setting bodies completed what should be the final stage of public re-deliberation of the draft in February.

Andy Thompson, legal and regulatory editor of *Asset Finance International*, writes that because these bodies — the International Accounting Standards Board (IASB) and the US Financial Accounting Standards Board (FASB) — are conscious that their main proposals will be contentious, they

have taken advice through an external review process to avoid any technical weaknesses.

The main round of public re-deliberation, bringing major changes to the first exposure draft (ED1) issued in 2010, was completed in mid-2012.

'If the boards feel able to finalise the standard in accordance with the RED it may be possible to issue it towards the end of this year,' Thompson writes. 'In that case it now seems likely that the effective date would be for accounting periods beginning on or after January 1, 2017.'



➔ **DAVID YARDLEY CAN BE CONTACTED ON 03 348 2648**

CHRISTCHURCH OFFICE OPENS

LeasePlan is getting closer to its clients in the South Island with the opening of a Christchurch office. The new office, at Level 1, 14A Leslie Hills Drive, Riccarton, opened in January and will be staffed by LeasePlan's South Island representative David Yardley.

Yardley says being based in the city has many advantages and will make it easier to provide top-level service to important clients there.

'The city is really getting back onto its feet and it's great to have a physical presence here,' he says. 'It's easier to meet face to face and, being on the ground, we can respond more quickly to clients' needs.'



LEASEPLAN CELEBRATES 20 YEARS



TWENTY YEARS OF SUCCESS IN TODAY'S CHANGEABLE BUSINESS ENVIRONMENT IS TRULY SOMETHING TO CELEBRATE. LEASEPLAN IS PROUD TO CELEBRATE TWO DECADES OF ITS NEW ZEALAND OPERATION

A LOT HAS CHANGED in 20 years. In 1993, New Zealand had a million fewer people, cell phones were the size of bricks and you could still buy a house in Auckland for under \$200,000. And in that same year, LeasePlan's New Zealand branch opened for business.

Backed by the expertise, knowledge and experience of an international group, LeasePlan New Zealand has gone from strength to strength in those 20 years. Today LeasePlan is a trusted partner to more than 350 New Zealand businesses, large and small, providing more than 17,000 vehicles.

LeasePlan New Zealand plans to share its twentieth anniversary celebrations with staff and clients.

And LeasePlan internationally is also celebrating a big anniversary this year — it's been 50 years since LeasePlan was founded in Amsterdam, by Anton Goudsmit. LeasePlan initially offered equipment leasing, based on the American leasing model, which was basically unknown at that time in the Netherlands, but after a few years the company moved into vehicle leasing.

The first international office was LeasePlan Belgium, which opened in 1972. The company branched out of Europe in the 1980s, forming LeasePlan USA in 1983 and LeasePlan Australia in 1988 — and of course LeasePlan New Zealand in 1993. Since the year 2000, LeasePlan has

established several new offices in countries around the world.

In starting its fiftieth anniversary year, parent company LeasePlan Corporation N.V. recently announced a strong financial result, despite the economic challenges occurring in a number of regions across the globe. The company reported a net profit of 241.3 million euro for the 2012 year, an increase of 16.6 million euro compared to the 2011 net result.

Vahid Daemi, CEO of LeasePlan Corporation, expressed his thoughts on the year: 'As we celebrate our fiftieth anniversary we are proud to be able to report such strong results. Against a backdrop of challenging economic and market conditions, LeasePlan management and employees maintained their focus on our clients while continuing to deliver strong performance both financially and in terms of our strategic priorities.'



GOING GREEN

WORDS BY SARAH ELL



DRIVING A **BIG CAR** USED TO BE THE ULTIMATE **STATUS SYMBOL**. BUT NOW, CORPORATES AROUND THE WORLD ARE FINDING GREATER KUDOS IN ‘**GREENING**’ THEIR VEHICLE FLEETS.



WITH AN EVER-INCREASING level of public awareness about greenhouse gases and climate change, many companies are considering the environmental impact of their operations. And one of the most significant, visible — and changeable — aspects is corporate vehicle fleets.

Bigger is no longer seen to be automatically better, with a move towards smaller fleets and smaller capacity, more efficient four-cylinder engines in traditional petrol-powered cars, as well as an increase in hybrids and other alternative technologies. Even in the United States, the home of the ‘Yank tank’, more environmentally-friendly vehicles are fast becoming fleet favourites for the savings they offer — both financially and in terms of the planet.

Los Angeles-based Mike Antich, editor and associate publisher of *Automotive Fleet Magazine*, sees sustainability and ‘green fleet’ initiatives as one of the major trends in fleet management today. Along with the fallout of the global financial crisis, rising operating costs and the impact of global demand on fuel prices, ‘the issue of sustainability is an important aspect for commercial fleets,’ he says.

The main trend is towards cars with smaller, more efficient engines that offer greater fuel economy and lower emissions — generally four-cylinder models such as fleet staples the Toyota Corolla and Ford Focus. Hybrids are also becoming an increasingly popular option for commercial fleets, especially as manufacturers rise to the challenge of adapting petrol-electric technology into a wider range of vehicles.

‘All manufacturers are now developing hybrid models,’ says Antich. ‘Hybrids in their current configurations are unable to carry cargo and meet many fleet requirements, so



Photography: Andrew Coffey

MIKE’S TOP TIPS FOR FLEET MANAGERS

How can you help to create a corporate culture that makes employees want to drive more efficiently?

- 1 Solicit the participation of all affected departments to increase the likelihood of their buy-in and support.
- 2 Make your fleet sustainability policy easily accessible to drivers and managers by posting it on the company intranet.
- 3 Modify driver behaviour through ongoing driver training.
- 4 Create a competitive environment to reduce fuel consumption, creating competitions between divisions and giving drivers tangible rewards.
- 5 Set aside time at company meetings to make sustainability presentations to drivers and managers.

See www.automotive-fleet.com/blog/market-trends.aspx for more from Mike.

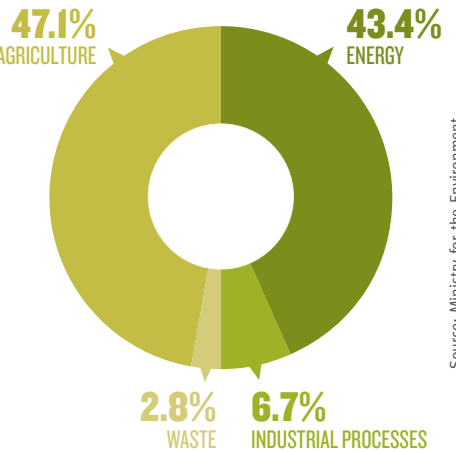
companies like Toyota are now making hybrid versions of all their models.’

Corporate ‘green fleet’ initiatives are making hybrids popular despite their higher acquisition costs compared to regular petrol-engined cars. However, as technology advances and economies of scale come into play, the cost of hybrids is coming down.

Many companies, large and small, are now viewing sustainability from a commercial perspective — going green can be good for business. ‘Companies want to portray an environmentally friendly corporate image,’ Antich says.

Many large corporates, especially in the European Union, are introducing environmental policies and initiatives to reduce their overall carbon emissions, and fleet policy has a major role to play. Antich says some, such as US-based pharmaceutical company Abbott Laboratories, have gone as far as declaring their fleets carbon neutral, not only reducing emissions through vehicle

New Zealand’s greenhouse gas emissions by sector in 2010. Transport makes up around 40 per cent of the energy sector, or around 15 per cent of total emissions.



Source: Ministry for the Environment

THE NEW FLEET HEROES



TOYOTA COROLLA: THE FLEET STAPLE

From \$33,490
Combined fuel economy: 6.6 litres per 100 km (1.8 litre CVT automatic)
Trump card: A practical, perennial favourite



AUDI A3: EURO STYLE

From \$47,400
Combined fuel economy: 5.8 litres per 100 km (1.4 litre TFSI S Tronic)
Trump card: Look cool while saving the planet



FORD FOCUS: THE CHALLENGER

From \$32,990
Combined fuel economy: 6.4 litres per 100 km (1.6 litre hatch)
Trump card: Sporty looks and perky performance

selection and driving policy, but by also purchasing carbon offsets.

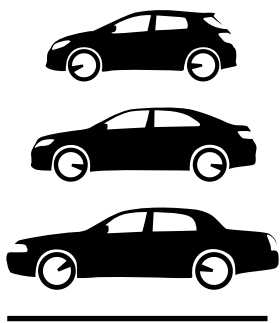
But it's not enough for companies just to make a policy. Antich says the number-one reason corporate sustainability programmes falter is driver non-compliance: the overwhelming majority of drivers want to do the right thing, but most do not see sustainability as part of their jobs.

'Up to 30 per cent of a vehicle's fuel efficiency is impacted by driver behaviour, so fleet managers need to make drivers partners in achieving corporate sustainability goals,' he says. (See Mike's top tips for encouraging driver compliance on the previous page.)

One of the big drivers for fleet greening in Europe is taxation on CO2 emissions — 19 EU member states currently apply some form of CO2 tax to the registration and/or ownership of passenger cars, and 16 currently provide purchase incentives and/or tax benefits for electric and/or hybrid electric vehicles. The EU has also introduced mandatory vehicle emissions targets for car manufacturers.

While New Zealand is currently free of legislation around emissions, the trend towards greener fleets is taking hold here too. A growing number of LeasePlan New Zealand's clients are requesting more fuel-efficient petrol-driven cars, or adding hybrids to their fleets. Among them are fuel company Z Energy (see *Steering Column* Summer 2012) and Bayer (see pages 8–10). LeasePlan Key Account Manager Kerrin Wright is one who is seeing the change.

'I've been at LeasePlan for seven years, and I've seen a definite shift in that time,' he says. 'Lots of companies used to go for big six-cylinder cars like Holdens or Ford Falcons. Now for a company to have a lot of those larger cars is much more unusual.'



	2007	2012
Under 1400cc	9.6%	15.3%
1401–2500cc	49.6%	50.5%
2501cc and over	40.8%	34.2%

Source: NZTA

NEW ZEALANDERS' TASTE FOR BIG CARS SEEMS TO BE ON THE WANE. REGISTRATIONS OF NEW CARS SHOWED A DECREASE IN 'GAS GUZZLERS' AND AN INCREASE IN SMALLER, MORE FUEL-EFFICIENT CARS.

As well as reducing their footprint through more efficient vehicles, local companies can also offset their carbon emissions through tree planting. Under its GreenPlan, LeasePlan arranges for clients to offset their emissions through the Sustainable Business Network's Carbon 4 Good tree planting programme. Each native tree, planted by local restoration and community groups on around 20 sites throughout New Zealand, offsets 150 kg of CO2 emissions, and more than 130,000 trees have been planted in the past 12 years.

The Sustainable Business Network also runs a Green Fleet programme (see www.greenfleet.org.nz), to help and encourage businesses to reduce both the costs and associated harmful impacts of transportation. It offers businesses tools and resources to both assess and reduce their emissions, including free fleet audits.

LeasePlan New Zealand Managing Director Charles Willmer says being involved with the GreenFleet programme makes good business sense. 'We have seen the topic of sustainable fleets move from being all about carbon dioxide into mainstream business practice, covering considerations of environmental, social and financial factors. Under our GreenPlan brand, our team is designing fleet policies for clients that meet their objectives in all three areas.'

Whatever a company's motivation — saving money, saving the planet, legislation and taxation, or just being able to bask in the green glow of doing the right thing — it seems greener fleets are the way of the future. In a few years' time, maybe the biggest bosses will drive the smallest cars. ■

GREENPLAN FROM LEASEPLAN

- LeasePlan's GreenPlan helps clients to improve the environmental performance of their fleet, through vehicle and fuel selection, regular servicing and maintenance and driver education. Companies can also pay to plant native trees to offset carbon emissions.
- GreenPlan enables clients to measure their fleet's performance in areas besides the financial bottom line. It highlights areas linked to ongoing sustainability, based on services provided by LeasePlan, and sets objectives targeted at improving efficiencies in energy use.



130,000 TREES PLANTED

- Trees absorb carbon as they grow, as well as improving ground water quality and maintaining biodiversity. Tree planting is used in association with other sustainability objectives by many companies.

IT SEEMS GREENER FLEETS ARE THE WAY OF THE FUTURE. IN A FEW YEARS' TIME, MAYBE THE BIGGEST BOSSES WILL DRIVE THE SMALLEST CARS.



LOCAL HEROES

Every little bit counts in the fight to save the planet, as the fleet policy of the New Zealand branch of multinational life sciences and innovation company Bayer shows.

WORDS BY SARAH ELL PHOTOGRAPHY BY ALEX WALLACE

It can be easy to think that there's not much we can do to slow climate change, tucked away in a small country at the bottom of the world. But while Bayer's New Zealand operation may be a small cog in a huge wheel — the company employs 111,800 staff worldwide, about the size of the population of Dunedin — it is playing its part in a global effort that has seen the company recognised for its attempts to cut carbon emissions.

One of LeasePlan New Zealand's longest-term clients, Bayer New Zealand — made up of Bayer HealthCare (Consumer Care, Pharmaceuticals and Animal Health), Bayer CropScience and Bayer MaterialScience — has a fleet of around 100 vehicles, based out of offices in Auckland and Christchurch. It includes sedans, station wagons and utility vehicles for office-based staff and travelling sales representatives.

'A few years ago, Bayer made a move internationally to reduce emissions and become greener,' says LeasePlan Key Account Manager Kerrin Wright. 'That meant changing vehicles, moving away from six-cylinder vehicles into more environmentally friendly models. European car manufacturers such as VW and Audi are leading the way in this area, so that was the international directive.'

LeasePlan has been working with Bayer to update its New Zealand fleet policy in line with Bayer Group's international intentions to reduce CO₂ emissions and 'green' its fleet.

'Globally, the vehicle fleet is a building block in our comprehensive efforts to fully exploit Bayer's potential for cutting CO₂ emissions,' says Sue Fowler, Facilities and Fleet Manager at Bayer New Zealand.

'Bayer has been steadily switching its global vehicle fleet to environmentally friendly technologies since the beginning of 2008. For example, the group is systematically introducing vehicles with engine technologies that optimise consumption and alternative drive systems such as natural gas or hybrid, depending on specific local circumstances.'

In the New Zealand environment this has meant a move away from six-cylinder cars into more fuel-efficient, four-cylinder hatchbacks such as the Audi A3 and Skoda Superb, and fuel-efficient diesel 4x4s such as the VW Tiguan. Several hybrid Toyota Camrys have been added to the fleet as well.

'We are continually working with LeasePlan within the policy to ensure a safer, more energy-efficient fleet,' says Fowler. 'LeasePlan knows our policies and strives to keep within our guidelines, which is not always easy in a small country.'

"GLOBALLY, THE VEHICLE FLEET IS A BUILDING BLOCK IN OUR COMPREHENSIVE EFFORTS TO FULLY EXPLOIT BAYER'S POTENTIAL FOR CUTTING CO₂ EMISSIONS."

The fuel-efficient Audi A3 is one of several European models Bayer staff can choose to lease.



BAYER IS ALSO CELEBRATING ITS 150 YEAR ANNIVERSARY THIS YEAR. PROVING THAT THEY UNDERSTAND THE TRUE BENEFITS OF SUSTAINABILITY



Bayer New Zealand's vehicles are leased for 42 months or 140,000 km, and are being updated to fulfil the new fleet policy as leases roll over. Employees are given a selection of new cars to choose from, and Fowler says the Tiguan has been popular.

Among those who have chosen the VW 4x4 diesel are Scott Hanson, National Sales Manager for Bayer CropScience. Hanson, who spends considerable time on the road, says he was attracted by the Tiguan's practicality, good driving position and towing ability. 'I really like the driver's cockpit,' Hanson says. 'For a six foot three person, there is good space in this medium-sized vehicle. It also handles very well and is comfortable to drive.'

And compared to his previous company vehicle, a Holden Adventra, the fuel economy is greatly improved: 7.9 litres per 100 km around town and 5.5 on the open road compared to around 13 litres per 100 km.

On a global level, Bayer reached its goal of reducing the emissions of its worldwide vehicle fleet by 20 per cent compared to the end of 2007, ahead of its self-imposed deadline of the end of 2012 — equivalent of an average annual reduction of more than 32,500 tonnes of CO₂ emissions.

In recognition of how its innovative fleet management practices around the globe are reducing CO₂ emissions, Bayer won Fleet Europe's 2012 International Green Fleet Award. This is the second time the company has been honoured with the award, showing its ongoing commitment to greenhouse gas reduction.

In New Zealand, Bayer is also part of LeasePlan's GreenPlan scheme, through which clients can achieve carbon neutrality.

'Once a year we calculate their total emissions for the twelve-month period, and to offset that, they pay the Sustainable Business Network to plant native trees through its Carbon 4 Good programme,' says Wright. In 2011, 4191 trees were planted on Bayer's behalf; last year it was 3807, indicative of the reduction in the company's carbon output.

And being green is not just a matter of fleet management for the giant company. Worldwide, Bayer is committed to sustainability, and in New Zealand and Australia, it runs a corporate environmental programme, B-Green, which encourages employees to think, act and live 'green' and reduce the company's environmental footprint. ■

The driver's cockpit of the VW Tiguan provides plenty of practical space for 1.9 metre tall Scott Hanson.

THE SPECS

- **VW TIGUAN TDI 103**
Engine capacity: 1968 cc
Max output: 103 kW
Max torque: 320 Nm
Fuel consumption: 6.3 litres/100 km
CO₂ emissions: 167 g/km
- **AUDI A3 2.0 TDI S TRONIC**
Engine capacity: 1968 cc
Max output: 103 kW
Max torque: 320 Nm
Fuel consumption: 5.4 litres/100 km
CO₂ emissions: 143 g/km

LEASEPLAN, GROWING YEAR ON YEAR TO PROVIDE A BETTER SERVICE FOR YOU.



LEASEPLAN NEW ZEALAND IS PROUD TO CELEBRATE ITS TWENTIETH ANNIVERSARY IN 2013.

Backed by the expertise, knowledge and experience of a global group (that's been around for 50 years), LeasePlan today is a trusted partner to more than 350 businesses. A lot may have changed in twenty years, but LeasePlan's core values of passion, commitment, expertise and respect remain the same.

To find out more about LeasePlan and what we can do for you please contact us.

PHONE >> 0800 532 737
EMAIL >> contactLPNZ@leaseplan.co.nz
ONLINE >> www.leaseplan.co.nz



SMARTSHOPPING

By shopping smarter, choosing locally made and environmentally friendly products, we can all do our bit to save the planet.

COMPILED BY AMY PRICE PHOTOGRAPHY BY BELINDA MERRIE

Riding an electric bike means there's no such thing as a hill. Pedal when you want and motor when you don't.



REMEMBER THE MANTRA “REDUCE, REUSE, RECYCLE” AND BUY PRODUCTS WHICH EMBODY THESE PRINCIPLES. LOOK FOR LOCALLY SOURCED PRODUCTS AND MATERIALS AND GO EASY ON THE EARTH.

- 1 Leave the car at home and get around on an electric bike. This Pedego Step-Thru cruiser comes in a range of cool colours, with an ultra-comfy seat and white-wall balloon tyres. \$2599 with a 36 volt, 10 amp hour lithium battery, www.butebikes.co.nz
- 2 Be kind to the earth while treating yourself to 100 per cent organic Loving Earth chocolate. \$13.50, www.huckleberryfarms.co.nz
- 3 Contribute to a fairer society by buying this wicker bicycle basket made by artisans in the Philippines. \$49.99, www.tradeaid.org.nz
- 4 Take your music with you with this portable speaker made from zebra wood and bamboo. \$57, www.thevaultnz.com
- 5 Turn off the heating and keep warm with this natural alpaca Windermere throw. \$245, www.themohairstore.co.nz
- 6 Gentle on skin as well as the planet, Skinnies SPF30 sun gel contains no preservatives or parabens. \$34.95, www.skinnies.co.nz
- 7 Keep your iPod safe from scratches in this groovy pouch from Untouched World. \$39, www.untouchedworld.com
- 8 Save money and the environment with this Keep Leaf reusable sandwich bag. With a 100 per cent cotton exterior, it is fully washable. \$6.99, www.everydaygreen.co.nz
- 9 Wrap on some sustainable sunglasses made from bamboo from Sticks. Nomad Natural with an aqua/gold lens, \$129, www.iwearsticks.com
- 10 Kick that disposable coffee cup habit with a customisable KeepCup. Dial up your own colourful combination. Small from \$12, regular from \$15, www.coffeesupreme.com



HELP FROM ABOVE

Holidaymakers in Auckland and the Coromandel may have enjoyed the long, hot summer, but it meant a busy time for the Auckland Rescue Helicopter Trust.

WORDS BY SARAH ELL PHOTOGRAPHY BY ALEX WALLACE

“LEASEPLAN IS PROUD TO CONTINUE ITS SUPPORT OF THE RESCUE HELICOPTER TRUST. THE WORK THESE PEOPLE DO IS AMAZING.”
LEASEPLAN MANAGING DIRECTOR, CHARLES WILLMER

The new Holden Colorado supplied by LeasePlan is part of its sponsorship of the Auckland Rescue Helicopter Trust.

THE BUSY SUMMER season saw the rescue helicopters fly 93 missions in December and 109 in January — more than three call-outs a day.

This is the third year one of the choppers has been based full-time on the Coromandel Peninsula during the holiday season, but its first operating out of the new hangar in Whitianga.

Rapid-response vehicle Tango 5, a Toyota Rav4 supplied by LeasePlan, was also based on the Coromandel over the holidays and saw its fair share of action, especially attending road accidents, says ARHT chief paramedic Barry Watkin. Tango 5 was used for general paramedic transport as well as providing back-up and incident response for the St John ambulance service in the region.

Because of the geographic nature of the Coromandel Peninsula, ambulance call-outs can take three to four hours to resolve from bases at Thames, Whitianga and Waihi, so having an extra vehicle on the ground was a great help, says Watkin.

‘LeasePlan’s support, through providing the Rav4, was a big part of that, and the local St John were extremely grateful for the effort — it certainly made their job easier.’

As well as supplying a medical evacuation service, having advanced paramedics aboard the helicopter also helped to boost the numbers of experienced medical staff in the Coromandel area, says Watkin.

‘We were able to add value too by going around most of the surf clubs and fire stations, running rescue training sessions and doing “show and tell” about the work of the helicopter trust. It’s partly PR — showing what we can do, what equipment we carry and so on. It’s good to let them know what we carry and who is on board the choppers.’

LeasePlan has renewed its sponsorship of the trust for the coming three years, supplying two Hyundai Santa Fe 4x4s and a Holden Colorado utility, which will be

used to tow the trust’s flight simulator and transport equipment and staff for training exercises. One Hyundai Santa Fe will replace Tango 5 as a rapid-response vehicle and the other will be used for general operational requirements.

‘LeasePlan is proud to continue its support of the rescue helicopter trust,’ says Managing Director Charles Willmer. ‘The work these people do is amazing, often under trying conditions. We are happy to help out with ground support to enable the rescue helicopters to do their work so successfully.’

Members of the public can get a closer look at the work of the helicopter trust at the annual open day at the Mechanics Bay base, on Sunday 21 April. ■

AT A GLANCE

HELICOPTER TRAVEL TIMES:

- **AUCKLAND – WAIHEKE ISLAND**
9 minutes
- **AUCKLAND – PIHA**
15 minutes
- **AUCKLAND – GREAT BARRIER ISLAND**
25 minutes
- **AUCKLAND – COROMANDEL**
35 minutes

HELICOPTER FACTS:

- **MAXIMUM SPEED:** 277 km/hr (150 knots)
- **CRUISING SPEED:** 222 km/hr (120 knots)
- **FUEL USAGE:** 150 litres/hr (per engine)
- **NORMAL CRUISING ALTITUDE:** 457 m (1500 ft)

FAB FOURS

The Toyota Corolla has long been the undisputed champion of the four-cylinder world, but there are other options.

WORDS BY RICHARD BOSSELMAN



TOYOTA COROLLA

Toyota has produced a staggering 39 million Corollas since 1966. The average global build-rate is currently a world-beating one new car every 40 seconds. More stats? Corolla has topped its segment for 28 years in a row, being the country's passenger favourite 15 out of the last 25 years and accounting for 222,513 NZ-new registrations.

This new, eleventh generation offering will keep the ball rolling. There are four fresh-bodied five-door versions (traditional GX, GLX, new Levin SX and ZR), priced from \$33,490 to \$43,690. All are powered by a refresh of the previous car's 1798cc in-line, variable-timed, 16-valve, four-cylinder engine, now making 103 kW and 173 Nm, and in the main driving through a seven-stage constantly variable transmission.

CVTs aren't everyone's cup of tea, but this one is far superior to the previous car's antique four-stage auto. The key appeal of CVT is a huge improvement in fuel burn and emissions.

The interior refit apes the exterior's revision; there are chintzy touches but the cabin is roomy front and rear and, with a reach adjust on the steering and better seats, it delivers strongly for driver comfort.

Combined fuel economy: 7.1 litres/100 km
Emissions: 152 g per/km

HYUNDAI i30

The 2013 i30 hatchback comprises a new 110kW/178 Nm 1.8 litre petrol and the same 1.6 litre turbo-diesel that served with the old model, but now with 94kW and 260 Nm, in six hatchback editions. These span in price from \$34,490 (1.8 entry manual) to \$43,990 (1.6 CRDi auto turbo-diesel), with a wagon line comprising a 1.6 petrol manual and auto at \$36,490 and \$37,990 and the diesel at \$40,490 and \$41,990.

Despite the familiar styling, this is an all-new car. The big technical change is the adoption of six-speed automatic and manual transmissions that are the key to sharpened economy and emissions.

Put the outgoing i30 alongside the new and you'll see that we're now being given a bigger car; longer, lower and wider. The front end is particularly dramatic, with a low nose and Hyundai's hexagonal grille stretched wider. The familiar styling belies a slight upsize that frees up extra cabin space and provides more luggage capacity.

A feature Hyundai will promote keenly is the Flex Steer system, which calibrates steering to normal, comfort or sport settings.

Combined fuel economy: 5.6 litres /100 km
Emissions: 119 g per/km



VW GOLF 7

There's nothing cheap about the generation seven VW Golf car in look, feel and technical makeup but it has nonetheless become the best exemplar of the importer's drive to bring the 'people's car' back into the reach of everyday folk. The 2012 pricing restructure that brought Germany's Corolla-equivalent under \$40,000 for the first time has been broadened; we've gone from one sub-\$40k offering to four. Engines are a 1.4 litre turbo petrol making 90 kW and 200 Nm or 103 kW and 250 Nm, and two diesels, a 1.6 with 77 kW/250 Nm and a 2.0 litre with 110 kW/320 Nm.

The new power trains and their eco-tweaks improve economy to the point where the petrol VW tips a range of 1000 km. You'd still pick the diesel for torque but the cheapest petrol is no weakling.

The metalwork is utterly generic with a substantially more premium feel. The other positive is a roomier interior and bigger boot with a two-storeyed floor.

Economy: 3.9 litres (TDi Comfortline) to 5.2 litres (TSi Comfortline) per/km
Emissions: 120 g/km (TSi) to 117 g/km (2.0 litre TDi)



These are the keys you're most likely to be handed at the rental counter or use around town for business — smart, fuel-efficient four-cylinder hatchbacks.

FORD FOCUS

Outsmarting the country's favourite car is one thing — outselling it quite another. Which is why even a first-rate Focus is set to sit second in sales to a certain Toyota. Still, the Focus is a hugely appealing car. There's now a brilliantly fast and nimble hot hatch flagship; the luxury versions add accident-avoidance smarts and the whole family adopts an impressive infotainment system.

The eight 'feature-enhanced' editions of existing mainstream models recently launched remain unchanged on price — so they're still in the \$32,990–\$46,990 band — while the performance-leader ST hot hatch comes in for a Golf GTi-gazumping \$52,490.

The lack of a proper handshift for the Powershift automated manual box remains the greatest vexation. It's a pity we're still denied the best mainstream EcoBoost engines, too — the especially highly rated 1.6 that comes with the Kuga here won't show in the Focus until 2014 — and iPhone/iPod operators will find Ford's adoption of a Microsoft-made infotainment system isn't entirely compatible.

But quality is superb and so too is the driving, no more so than in the ST, whose 184 kW/360 Nm kapow is backed by excellent dynamics.

Combined fuel economy: 6.6 litres per/100 km (2.0 litre Trend hatch)
Emissions: 149 g per/km





Recovery Solutions' entire fleet will be replaced over time with white Toyota Corolla hatchbacks.

HELPING HAND

Mental health services organisation Recovery Solutions got a helping hand from LeasePlan when it came to sorting out its fleet.

WORDS BY SARAH ELL PHOTOGRAPHY BY BRENDON O'HAGAN

It's a familiar story for many companies: you start out small, buy a few cars and manage the fleet in-house. Then things grow and change, and the next thing you know you've got a lot more staff, and more cars than you can handle.

That was the case for Recovery Solutions, which provides residential and community mental health services in the upper North Island. Todd Perkinson, General Manager of Corporate Services, says that with the company's recent growth and expansion, its burgeoning fleet became more of a liability than an asset.

'Our fleet had grown to 140 or so vehicles, and we just didn't have the staff capacity to manage it ourselves,' Perkinson says. 'There were also financial gains to be made from leasing rather than owning our fleet.'

Recovery Solutions deals with a range of mental health clients, some in residential care and many living independently in the community. The company has bases in Gisborne, Rotorua and Tauranga, covering the Bay of Plenty, and Auckland, servicing clients in that region and Northland. Its vehicles are used by staff visiting clients and transporting them to day programmes, rehabilitation and other activities.

After going to the market looking for a leasing partner, the support the company needed came from LeasePlan.



“LEASEPLAN CAME UP WITH AN INNOVATIVE WAY OF PROVIDING THE FLEET TO US THAT WAS IN LINE WITH MAKING IT BOTH AFFORDABLE AND SUSTAINABLE.”

The staff of Recovery Solutions are frequently out on the road, working with mental health clients in the community.

THE SUREPLAN SAFE DRIVING PLEDGE

- Drivers pledge to drive:
- **SLOW** — within the speed limits, adjusting their speed to match the conditions
 - **SOBER** — without having had any alcohol, illegal drugs or medicine which may affect their driving
 - **SHARP** — alert, not tired, ill or stressed, to get a good night's sleep before driving and take regular breaks
 - **SILENT** — not using a cellphone while driving, and pulling over to take hands-free calls
 - **SECURE** — always wearing a seat belt and making sure all passengers do the same
 - **SUSTAINABLE** — reducing their carbon footprint by checking tyre pressures every two weeks and having their vehicle serviced regularly.

‘It came down to the relationship we had with [LeasePlan Business Development Manager] Richard Christensen,’ Perkinson says. ‘We felt he was a straight shooter, who was really keen to learn about our business and what our drivers were going to be doing.’

That proposal involved LeasePlan taking over ownership and full management of the Recovery Solutions fleet, and the development of a plan to update the somewhat ageing and mismatched fleet.

‘[LeasePlan] came up with an innovative way of providing the fleet to us that was in line with making it both affordable and sustainable,’ says Perkinson. ‘It’s a model that introduces new vehicles as and when the existing fleet becomes uneconomic.’

Recovery Solutions’ existing fleet of 144 vehicles was evaluated; some were more than 10 years old and in need of urgent replacement. Over time, the fleet will be completely replaced, in tranches of around 30 cars every six months.

‘It gives us the added advantage of not having to commit to everything up front,’ says Perkinson. ‘The company has been going through a phase of change and we are reviewing our whole business, so we don’t know if we’re going to need a hundred cars, or a hundred and forty, or two hundred. It gives us the chance to review our needs every six months.’

The first batch of new white Toyota Corolla hatchbacks which will make up

the fleet was supplied late last year by Manukau Toyota. Going with one manufacturer and model generated bulk-purchasing discounts, with the four-cylinder Corolla also getting the tick because of its five-star ANCAP safety rating and its residual value, says Perkinson.

As well as handing all the day-to-day management and maintenance hassles over to LeasePlan, Recovery Solutions also partnered with SurePlan, to deliver collision, claims and risk-reduction solutions.

Recovery Solutions’ staff will also receive ongoing driver training from SurePlan to improve their skills and safety, and every six months will take the SurePlan safe driver ‘pledge’ (see box above). ■



MY DREAM GARAGE

The new Recovery Solutions fleet may be made up of white Toyota Corollas, but the Dream Garage of General Manager of Corporate Services Todd Perkinson would be a little more flashy...

- 1 RANGE ROVER SPORT**
A good-looking wagon, with enough space for the family to squeeze into and enough torque to pull the boat.
- 2 VW BEACH BUGGY**
A weekend fun machine. No care or responsibility with this vehicle!
- 3 FERRARI 308 GTS**
Red, of course. Well, what can I say: the ‘tache, great fashion sense and finesse of Magnum PI all those years ago drove my passion for this vehicle. I ended up owning lots of model cars of this vintage, many moons ago...
- 4 FORD MUSTANG**
Preferably a convertible. The Mustang has been a favourite of mine since I was growing up. The shape of the mid-60s–early 70s is the one I like most — it is still a classic.
- 5 ASTON MARTIN VANTAGE**
Just a supreme sports machine. I love the throaty sound of the engine. I would look good in it, I believe!



**LONGER. WIDER.
LOWER. GREENER.
SAFER. QUICKER.

MORE AFFORDABLE.**



The new Golf, from \$32,250*. Incredible, but true.

The new Golf has arrived. And not only has it met the expectations you'd have of a new Golf, but surpassed them.

Its new generation TDI Diesel and TSI Petrol engines are paired with state-of-the-art BlueMotion Technologies as standard, making the new Golf up to 19% more fuel-efficient, helping it achieve 18% lower emissions and set a benchmark in sustainable mobility.

A Volkswagen first, the new Golf is fitted with multi-collision brakes which automatically brake the vehicle after a collision, to prevent or mitigate secondary collisions. Add to that a more spacious and comfortable interior; boot capacity increasing by 30 litres, and you have a whole new driving experience.

Incredibly, it does all this while being more affordable. If you're having trouble believing, call us on 0800 Volkswagen or visit www.volkswagen.co.nz to arrange a test drive.

* Price excludes on-road costs. Optional extras shown on image.

