

# STEERING COLUMN

LEASEPLAN MAGAZINE / AUTUMN 2016

**LeasePlan**

*It's easier to leaseplan*

**DELTA POWERS ON**

**SEVEN-SEATER DIESELS —  
THE SUV ALTERNATIVE**



**DRIVING — IN OUR DNA? —**

*What makes Kiwis the fastest in the world*

## EVENTS : AUTUMN 2016

**9 APRIL**

*Fetch your best frock and dust off your blue suede shoes as the Very Vintage Day Out returns to Auckland's Alexandra Park.*

[veryvintage.co.nz](http://veryvintage.co.nz)



Very Vintage Day Out

**30  
APR  
-01  
MAY**

Join celebrity chefs Ray McVinnie, Chelsea Winter and Brett McGregor to enjoy the tastes of the Waikato at the Great New Zealand Food Show at Mystery Creek, Hamilton.  
[greatnzfoodshow.co.nz](http://greatnzfoodshow.co.nz)



Great New Zealand Food Show

**07-08 MAY**

Think you're pretty good at Scrabble? A master of drafts or backgammon? Test your skills at the New Zealand Festival of Mindsports in Thames.  
[mindsportsfestival.co.nz](http://mindsportsfestival.co.nz)

**08  
MAY**

Don't forget Mother's Day! Take that special lady out to lunch or dinner, or just give her a big hug!

Get a new perspective on the summiting of Everest in the play Everest Untold, at Wellington's Circa Theatre. The play highlights the contribution of the 'other New Zealander' on the famous 1953 expedition, George Lowe.

[circa.co.nz](http://circa.co.nz)

**06  
JUNE  
-11  
JUNE**



All Blacks

**11  
JUNE**

It won't be the same without Richie, but it's All Blacks time again, with the Steinlager Series against Wales kicking off at Auckland's Eden Park.  
[allblacks.com](http://allblacks.com)



Winter Festival

**24 JULY**

Hit the slopes at the Queenstown Winter Festival, 10 days of snowy entertainment, fun and fireworks.

[winterfestival.co.nz](http://winterfestival.co.nz)





I have been fascinated by the emerging driverless-car technology that seems to be constantly featured in the media over the last year. It is a perfect storm, as we humans are obsessed by both cars and artificial intelligence technology, and driverless cars throw these two subjects together.

A number of aspects of this technology have been subject matter for discussions over the summer at barbecues, family get-togethers and around the water cooler. There are more questions than answers, and the moral dilemmas thrown up by the technology have provided most of the fun. Check out some of the questions that have arisen on page 04 — and maybe come up with a few questions yourself.

Academics and technologists will think up solutions, no doubt. The problem is, I enjoy driving, especially older cars, and I will not give up that right easily! Fortunately, I don't think that will be a problem for me by the time the driverless car becomes universal.

Besides, it might seem that driving is in the DNA of Kiwis, with the successes enjoyed worldwide by young drivers on the rally scene, in Formula racing and in V8s. Read more about what makes us such great motorsport competitors on page 05. Driverless race cars? I think not!

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

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## SUPERYACHT SUPERCAR

As if having jet skis, powerboats, helicopters and racing yachts as ‘toys’ aboard your superyacht wasn’t enough, the super-rich can now take a custom-built sports car on holiday — without fear of it rusting.

British manufacturer BAC, producer of the Mono lightweight, ultra-high-performance, road-legal supercar, has announced that it will create a ‘marine’ version, made with anti-corrosive materials, designed to be carried aboard superyachts.

BAC co-founder Ian Briggs, who started his career in the luxury yacht-design field, says, ‘I have always wanted to combine my love of marine and automotive design. The Marine Edition Mono represents the ultimate drive-and-arrive experience with great purity of purpose and style.’

The car, which was revealed at last year’s Monaco Yacht Show, weighs only 580 kg and is powered by a new 305 hp normally aspirated engine delivered through a Hewland FTR gearbox, as found on current Formula 3 race cars. Mono boasts a 0–100 km/h time of 2.8 seconds and a top speed of 273 km/h.

Priced at £500,000 (just over NZ\$1 million), the marine Mono is customisable inside and out ‘to complement the colour scheme of your yacht’, and comes with a lightweight carbon fibre crane arm for loading and unloading.

You can check out the car, and configure your own online, at [www.bac-mono.com](http://www.bac-mono.com).

## ACCOUNTING CHANGES FINALLY ISSUED

After years of deliberation and several drafts, the new lease accounting standards are to be introduced by the International Accounting Standards Board (IASB) and the Financial Accounting Standards Board (FASB). The new International Financial Reporting Standards (IFRS) leases standard (IFRS 16) was issued on 13 January and the US Generally Accepted Accounting Principles (GAAP) lease standard, Topic 842, was issued by the FASB in February.

These new lease accounting standards are designed to eliminate off-balance-sheet accounting for clients subject to the international financial reporting standards (IFRS) or US GAAP rules. Clients will have to start working with the new rules in about three years’ time; the effective date will be in 2019 for those subject to IFRS and December 15, 2018 for companies subject to the US GAAP rules. Both the IASB and FASB have decided to permit voluntary early adoption of the new standards.

LeasePlan New Zealand’s Commercial Director Johannes Jacobs (JJ) says clients may want to start looking at the way in which their company accounts for vehicle lease contracts, in preparation for the changes. ‘Despite the accounting changes, leasing remains attractive, as it continues to offer many advantages over outright ownership: service and administration, provision of finance, cost predictability and removal of residual value risk, for example,’ says Jacobs. ‘In order to support and advise our clients as well as to create commercial opportunities regarding this topic, LeasePlan will keep you informed on how these changes may affect you.’

## VOLKSWAGEN UPDATE

Volkswagen AG in Germany has begun the emissions roll-out process for New Zealand. VW says this begins with a software update on the Volkswagen Amarok and all other models affected will follow as soon as possible.

The software update takes approximately one hour to complete and is free of charge at an authorised VW dealership. VW will be contacting all affected customers to arrange this with them directly.

**For more information, LeasePlan recommends contacting VW directly on 0800 735 456 or emailing them at [query@volkswagen.co.nz](mailto:query@volkswagen.co.nz).**



## TELEMATICS GAIN TRACTION WORLDWIDE

Around half of drivers would feel comfortable driving with a telematics device in their car, according to the annual global LeasePlan MobilityMonitor, a large-scale study of nearly 4000 drivers in 17 countries worldwide, commissioned by LeasePlan. The company believes this will aid an improvement in overall driving behaviour, as many respondents worldwide indicated they would change how they drive if telematics were installed in their vehicles.

Globally, 50 per cent of the drivers surveyed would feel comfortable having a telematics device installed in their car, while an increasing proportion of drivers (39 per cent versus 35 per cent in 2014) say having such a device installed would change

their driving behaviour, from driving more cautiously (15 per cent versus 9 per cent in 2014), to paying more attention to fuel consumption (12 per cent) and/or driving more slowly (9 per cent).

Nick Salkeld, Chief Commercial Officer at LeasePlan Corporation, says the use of telematics can drive a company's fleet efficiency, 'not only from an economic point of view, as increased safety and higher recovery rates of stolen cars will lead to reduced insurance claims, but also with respect to environmental compliance, by means of a reduction of fuel consumption and car usage. The increase in driver acceptance, as demonstrated by this research, will help achieve these benefits.'

Currently around 5 per cent of LeasePlan's global fleet (passenger cars and light commercial vehicles) is equipped with telematics devices, with solutions currently available in 14 countries. Salkeld says LeasePlan expects a substantial increase in the usage of telematics in the coming years as more and more fleet managers acknowledge its influence in the areas of driver safety and fuel-efficient driving.

LeasePlan New Zealand Commercial Director Johannes Jacobs (JJ) says solutions are being investigated here to find the right systems for local conditions. Some clients, such as Delta (see page 12) are already utilising GPS technology to monitor their fleets and personnel.

## CAR SHARING

LeasePlan's 2015 MobilityMonitor also indicates a further increase in the popularity of corporate car sharing, with 13 per cent of drivers worldwide showing interest, compared to less than 10 per cent in 2014. The highest interest (16 per cent) is noticed among young males between the ages of 18 and 34.

Nick Salkeld says LeasePlan sees increased interest in the concept of usage, which means that assets are shared rather than owned.

'There is an increasing demand for sharing solutions, especially among younger working professionals in large cities where parking costs and living expenses are high,' Salkeld says.

LeasePlan has piloted corporate car-sharing in several countries and will start a gradual worldwide roll-out of this new service, under its SwopCar brand.

Participants who want to reserve a car log on to the car-sharing system via an app, and receive a code to unlock

and start the vehicle. 'This system gives LeasePlan clients improved fleet efficiency, through higher utilisation and an improved overview of cost and usage,' says Salkeld. 'Furthermore, clients have no operational and administrative hassle with reservations, key management, vehicle-status checks and costs and mileage reimbursement. By tracking every car, it is easier to manage the maintenance, refuelling and availability of each vehicle.'



## WHO'S DRIVING THE DRIVERLESS CAR?

The autonomous car has been in the media a lot recently, with Google, Tesla and other major manufacturers getting in on the act. It seems the way of the future, but does the technology raise more questions than it answers? Consider the following:

- : If there's no physical driver, who pays for any speeding infringements? The person 'not driving' the car, or the organisation that developed the technology which allowed the car to break the law?
- : Who is liable when two autonomous cars have a collision?
- : Can you be done for *not* driving under the influence of alcohol whilst 'in charge' of an autonomous car?
- : How can autonomous cars be protected from hacking and cyber crime?
- : What happens when you drive through the Laerdal Tunnel in Norway that is 24 km long, and out of range of GPS systems?
- : Will you still need a 'driver's licence' to operate a driverless car?
- : If a child ran out into the path of an autonomous car and the only way to avoid hitting the child is to swerve into the path of an oncoming truck, killing the car's occupants, what would it do?
- : At what point do humans get banned from driving entirely?

Tesla is one of the manufacturers investigating autonomous car technology.



## 2015 BY THE NUMBERS

If you think the roads are getting busier and more full of cars, you might be onto something: more than quarter of a million cars joined the queues on the roads in 2015, and a record number of new cars were registered. Here are some key statistics:

- **4** per cent net increase in New Zealand's vehicle fleet.
- **134,041** new car registrations, up **6862** over 2014 — the first time new registrations have broken through the **130,000** barrier.
- **6818** new Ford Rangers were registered, ahead of **6520** Toyota Corollas and **5623** Hiluxes — the first time a commercial model has outsold a passenger vehicle.
- **20** per cent market share for Toyota, led by its Hilux and Corolla models.
- **2** per cent market share each for Mercedes, BMW and Audi.
- **34** per cent of sales were SUVs, a total of 45,376 registrations.

## RESCUE HELICOPTER SUPPORT

LeasePlan is proud to continue its support of the Auckland Rescue Helicopter Trust (ARHT) into 2016. LeasePlan has supported the trust for six years, providing several vehicles to the trust, including the Hyundai Santa Fe used as its rapid response vehicle.

The ARHT works closely with St John and the Auckland District Health Board to provide a co-ordinated rescue and health service throughout the greater Auckland and Coromandel regions. LeasePlan New Zealand is pleased to be able to assist the trust, as it provides a fantastic and vital service.

## HEALTH AND SAFETY ACT COMES INTO FORCE

The new Health and Safety at Work Act (HSWA) comes into force on 4 April 2016, bringing new responsibilities for everyone in the workplace. The new law is part of a reform package aimed at reducing the number of serious work-related injuries and deaths in New Zealand by at least 25% by 2020.

Government agency WorkSafe says the introduction of the new law is an opportunity for all businesses to review health and safety practices and behaviours, and revise how they manage critical risks that could cause illness, injury or even death, including work-related driving.

WorkSafe says safety leadership is critical. 'It requires a focus from the top just like any other business risk, and managing it well is good for both your business and workers.'

*For more information and guidance on implementing the new legislation, see [www.business.govt.nz/worksafe/hswa](http://www.business.govt.nz/worksafe/hswa)*

**KEEP AN EYE ON [WWW.LEASEPLAN.CO.NZ](http://WWW.LEASEPLAN.CO.NZ) AT THE END OF MARCH FOR THE FIRST STAGE OF A NEW LOOK AND FEEL FOR THE LEASEPLAN NEW ZEALAND WEBSITE. FURTHER CHANGES AND IMPROVEMENTS WILL BE MADE THROUGHOUT THE YEAR, SO THE NEW LOOK IS JUST THE START OF GREAT THINGS TO COME.**





# DRIVING - IN OUR DNA?

WHAT MAKES NEW ZEALANDERS LEAD THE  
WORLD ON THE MOTORSPORT TRACK?  
JORDIE PETERS OF *TRACK TORQUE* LOOKS  
AT THE SECRET OF KIWI SUCCESS.

## 'THIS SUCCESS IS NOT JUST A COINCIDENCE. IT'S ALL A RESULT OF THIS COUNTRY'S PROGRESSION PATH...'

New Zealand drivers have had their fair share of success in the motorsport world. In 2015 alone we had a FIA World Endurance Championship winner, a 24 Hours of Le Mans winner and second place-getter, and an IndyCar champion — not to mention other drivers such as Scott McLaughlin, Shane Van Gisbergen, Nick Cassidy, Mitch Evans and Hayden Paddon, who are all competing at the top level of their chosen motorsport path.

And 2016 is set to be an even better year, but this success is not just a coincidence. It's all a result of this country's progression path.

New Zealand's motorsport success goes back a long way. One of the first big names to go international was Bruce McLaren, the first of only eight Kiwi drivers who have raced in the world's top series. While driving at the top level he won four Formula 1 races, along with a Le Mans 24 Hour win. McLaren was also famous for founding his own car company, which still carries his name in Formula 1 and other forms of motorsport, as well as producing supercars for the road. Denny Hulme was another of New Zealand's success stories, remaining the only Kiwi to have won the Formula 1 World Championship, in 1967.

But it took another nearly half a century before we had the next Kiwi to win an international series: Scott Dixon. Dixon is a four-time IndyCar champion, taking his first win in 2003 and his most recent just last year. He is also an Indy 500 winner — and he is only 35!

In the last 50-odd years the career path for young Kiwis wanting to make a break into motorsport has changed dramatically. While a lot of it is financially dependent — it takes big money to compete internationally — the early career path drivers have in New Zealand is one of the best in the world.

Karting is the most common starting place for drivers, though a lot of drivers do come from a dirt-racing background. From there, there is the New Zealand Formula First Championship. A Formula First is a low-powered, open-wheel car which is generally the first

step out of karts for Kiwis. There aren't many of New Zealand's best who haven't started out racing cars in this series. The success of this series as a driver development tool comes down to the incredibly close racing it produces and the skill required to drive these things at the pointy end of the field.

From Formula First, young drivers move on to Formula Ford. A Formula Ford is, in simple terms, a grown-up Formula First; more powerful engine, better suspension, better chassis, better brakes . . . you get the picture. These cars are the next step in driver development, teaching young Kiwis a crucial aspect of car racing: how to set up a race car. This series has proven to be a crucial part of many drivers' careers, with virtually all our international drivers competing in it during the early phase of their careers.

Both of these series have been running for a very long time, and just in the last 10 years the Toyota Racing Series has come along to form the final domestic stepping-stone for those drivers seeking a career internationally. A Toyota Racing Series or TRS car is a full on 'wings and slicks' race car. TRS has been a great way for young drivers to experience a high down-force, slick-tyred race car before heading offshore. The competition in the series is at a very high level, as many other up-and-comers from overseas come here to compete annually. The TRS car is almost FIA Formula 3 spec, which makes it ideal for drivers wanting seat time before contesting the very popular series in Europe.

But obviously it's not just a few different series that make a driver. New Zealand has many great people involved at this end of motorsport, one being Dennis Martin, who has run a successful Formula First Scholarship for 15 years. Another is three-time New Zealand Grand Prix winner Ken Smith, who is always on call to offer advice to young players and take to the track himself.

Here is a rundown of New Zealand's best at the moment, and where they came from. There are plenty more, and there are definitely some good young guns coming through the ranks. Look out for current SpeedSport Scholarship winner Liam Lawson, a 14-year-old schoolboy from Pukekohe who is already turning heads on the track. ■



RIGHT: Haydon Paddon, born and brought up in Geraldine, powers through the snow to take second overall at the 2016 Rally of Sweden, driving for Hyundai.

BELOW LEFT: Twenty-five-year-old Earl Bamber (in the lead) is a factory driver for Porsche.

BELOW RIGHT: An ideal training ground for many young Kiwi drivers, the Toyota Racing Series.

CREDIT: Timo Anis Photography





## SHANE VAN GISBERGEN

Van Gisbergen's circuit career started with Dennis Martin's SpeedSport Scholarship in 2004, where he won a full season in Formula First and placed an impressive third. He then stepped up to Formula Ford in 2005, winning the title by taking all but seven race wins. Next came TRS in 2007, where he finished second overall, with two wins and nine podiums. Later that year he got his first taste of V8 Supercars with a one-off drive at Team Kiwi Racing. In 2008 Stone Brothers Racing picked up the quick Kiwi full time. Since then Van Gisbergen has claimed 11 race wins, a Bathurst 1000 pole and got second in the points in 2014. He is also the fastest man ever around Bathurst, and is the current Bathurst 12-hour and Highlands 101 champion.

## HAYDEN PADDON

Paddon had a slightly different path in mind, as once he stepped out of a kart, he jumped into his first rally car. His first season in the New Zealand Rally Championship he won the Junior and Rookie titles, and in 2007 made his World Rally Championship (WRC) debut in the Production Championship as a wild-card entry in New Zealand's event. In 2014 Paddon got his WRC breakthrough, scoring a drive for the majority of the series with Hyundai. In 2015 Paddon recorded six top-five finishes, including a second placing. Paddon has been promoted to Hyundai's top team and in February finished the Rally of Sweden in a creditable second.



CREDIT: Timo Anis Photography.



## MITCH EVANS

Son of the legendary Owen Evans, Mitch was always set to be something big in motorsport. He started with Sabre Motorsport in Formula First, where he finished ninth overall. Formula Ford was the next step, where he finished second to Richie Stanaway. In 2011 he was signed to GP3 team MW Arden and in 2012 he won the GP3 title with them. Since then he has competed in GP2 (the Formula 1 feeder series), winning four races and finishing in the top five twice.



## EARL BAMBER

Bamber started car racing at age 15 in the Formula Ford championship, after a huge wealth of karting experience. He finished in the top five before heading off to Asia, where he won the 2006 Formula BMW Asia title. He impressed many when he finished runner up in the 2008 TRS and again in 2010. In 2013 he impressed in the Carrera Cup Asia, which led to his being signed by Porsche in 2015 as a works driver. In 2015 he won the 24 Hours of Le Mans outright.



## BRENDON HARTLEY

While Hartley did not compete as a SpeedSport Scholarship winner he leased a drive with Dennis Martin's Sabre Motorsport for the 2002/03 Formula First season, where he finished seventh. He then progressed to Formula Ford, where he finished second, and then TRS for two seasons to refine his driving before heading to Europe to compete in numerous open-wheel series. Hartley looks to have found his home in endurance racing, becoming a Porsche LMP1 driver in the World Endurance Championship in 2014 and winning the 2015 WEC title with Porsche.

## SCOTT MCLAUGHLIN

McLaughlin started his road-racing career across the ditch after many years in New Zealand karting. In 2010 McLaughlin had a quick drive of a Formula Ford, winning one of three races he competed in. Later that year he was signed on to Stone Brothers Racing's V8 Supercars Development (DVS) team at just 16. In 2011 McLaughlin finished fourth in the DVS points series with one win. 2012 was a breakthrough year, as the new V8 SuperTourer series had launched back home, and he won that title with six race wins. Later that year he wrapped up the Development V8 Supercars title ahead of some big names like Nick Percat and Chaz Mostert. Garry Rodgers Motorsport signed the young Kiwi at just 19, and since then he has had six wins and finished in the top 10 every year.



# START YOUR ENGINES

KIWIS HAVE BEEN RACING CARS SINCE THEIR EARLIEST DAYS. HERE'S A LOOK BACK ON THE HIGHLIGHTS OF NEW ZEALAND MOTORSPORT HISTORY.



**1901**

First organised motorsport event in New Zealand — a handicap race between two early motor cars, a motor bicycle and a motor tricycle



**1920**

First New Zealand Motor Cup race held, on Muriwai Beach, west Auckland. The winner, Howard Nattrass, took just 17 minutes to cover the 25 mile (42 km) distance

**1938**

Invercargill amateur **BURT MUNRO** sets his first New Zealand motorcycle speed record

**1950**

First New Zealand Grand Prix meeting held at Ohakea aerodrome, Palmerston North, watched by around 20,000 people

**1994**

21-year-old ex-kart racer **GREG MURPHY** wins the New Zealand Grand Prix

**1995**

New Zealand's first Targa rally event is run around the North Island

**1996**

**GREG MURPHY** wins the Bathurst 1000 for the first of four times



**2005**

International AIGP series launched, with Kiwi drivers **MATT HALLIDAY** and **JONNY REID** enjoying success

**2006**

First Burt Munro Challenge motorcycle race run on the beach at Oreti, Southland



**2003**

Rally car champion **POSSUM BOURNE** is killed in a road accident at Cardrona while preparing for the Race to the Sky hill climb





## 1959

**BRUCE MCLAREN** wins the 1959 United States Grand Prix at the age of 22, becoming the youngest ever GP winner up to that time. He followed that with a win in the first race of the 1960 Formula One season

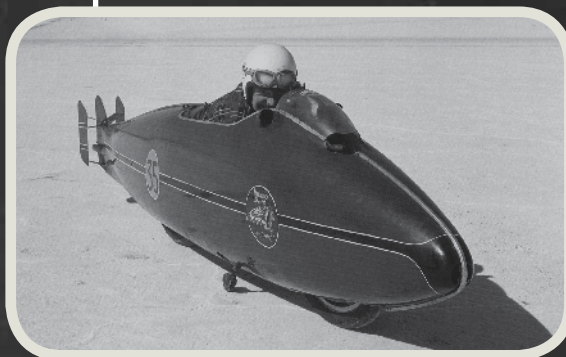


## 1966

Kiwi **CHRIS AMON** wins the 24 Hours of Le Mans race

## 1967

**BURT MUNRO** sets the third of his three world speed records at Bonneville Flats, Utah, making his bike officially the world's fastest Indian



## 1970

**BRUCE MCLAREN** is killed on a practice circuit in England. His name lives on in the McLaren racing team

## 1978

New Zealander **JIM RICHARDS**, driving with Australian Peter Brock, wins the first of seven Bathurst 1000 V8 events

## 2008

Kiwi **SCOTT DIXON** wins the 92nd Indianapolis 500 from pole position.



## 2012

17-year-old Kiwi **SCOTT MCLAUGHLIN** wins his first race in the New Zealand V8 touring car series, becoming the youngest ever driver to win a race in the championship. The following year he wins the V8 SuperTourers championship



## 2015

Kiwi **EARL BAMBER** wins the 24 Hours of Le Mans, driving with Nico Hülkenberg and Nick Tandy, also for Porsche

## 2015

New Zealander **BRENDON HARTLEY**, driving for Porsche, wins the FIA World Endurance Championship



## 2011

Rally driver **HAYDON PADDON** wins the Production World Rally Championship in a Subaru Impreza WRX



Dunedin-based infrastructure experts Delta are on the job keeping power flowing and rubbish under control, thanks to a fleet managed by LeasePlan.

It's the kind of stuff we don't usually think about, and take for granted: our power supply, rubbish collection, and who's looking after our parks. But fortunately someone's thinking about it, and in many parts of New Zealand, particularly in the South Island, that's Delta.

Delta is LeasePlan New Zealand's largest South Island-based client, with a fleet of around 550 motorised vehicles. Its fleet needs are as diverse as its day-to-day business of power distribution, electricity services, communications infrastructure such as fibre-optic networks, waste management and vegetation services.

Delta's Chief Financial Officer Gary Dixon says the company's fleet is heavily weighted towards light commercial vehicles, including specific work-related utilities and trucks, vans and all-wheel-drive vehicles for getting out in the field. Specialist vehicles include large EPVs (Elevated Platform Vehicles) for electricity lines work, and mowers and trucks for vegetation management.

Up until 2012, Delta had managed this large fleet in house, but a change to the company's internal structure led to an evaluation of how it could most efficiently govern, manage and report on its fleet.

'We were looking at getting up and running with day-to-day fleet management systems — some basic things like exception reporting, service reminders,

RIGHT: Dunedin-based infrastructure experts Delta not only distribute electricity, they are committed to using it on the road.





# POWER ON

WORDS BY SARAH ELL / PHOTOGRAPHY BY GRAHAM WARMAN



TOP LEFT: Delta CEO Grady Cameron, Corporate Analyst Janice Tito and CFO Gary Dixon with LeasePlan's David Yardley (right).

TOP RIGHT: David Yardley talks through the Nissan Leaf with Delta CEO Grady Cameron.

BELOW: 'Filling up' the Leaf with renewable energy.

road-user charges management and so on, together with a more systematic fleet replacement program. We wanted to access these systems relatively quickly without having to build them from scratch,' Dixon says. 'We realised we would get an earlier entry to proven fleet-management systems if we partnered with a third party, like LeasePlan.

'Strategically, we were also keen to get a specialist, independent view to ensure that the fleet that we had was as fit for purpose as it could be, in terms of safety, reliability and also from a cost effectiveness point of view.'

Dixon says one of the major challenges of managing Delta's fleet is the diverse range of conditions in which its vehicles operate.

'We service a rural electricity network which runs through some pretty rugged country in Central Otago. We have network assets in some very remote locations, so many of our vehicles have to have off-road and four-wheel-drive capability. Then we also have assets in built-up areas such as in Dunedin city, which have different requirements — we still need trucks but they need to be more agile and manoeuvrable.

'Having access to vehicle service agents in remote and rural areas was also a necessity, to keep vehicles on the move.'

The relationship with LeasePlan began with an initial fleet management observation period. LeasePlan managed the entire fleet for three months, then reported its findings, including potential cost-savings and efficiency improvements, along with a 'health check' on Delta's fleet systems and processes. LeasePlan's Christchurch-based Client Development Manager David Yardley says experienced Client Support Manager Brent Thompson was placed within Delta for three months in order to gain a thorough understanding of the company's systems, processes, fleet and culture.

'This was highly beneficial for both parties, so we could develop an understanding of how each business operates. We used this period to enable LeasePlan to understand the major areas of concern and satisfaction in order for us to design an optimal fleet finance and management solution for Delta,' says Yardley.

In turn, Dixon says Delta was impressed

by the commitment shown by LeasePlan in getting to know its business.

Yardley says among the issues LeasePlan identified were cost, compliance, risk and process inefficiencies. Solutions included centralising procurement, setting a new fleet policy, establishing multi-level reporting, and setting up appropriate cost-control processes and policies in each asset class.

Over the past three years, the relationship between Delta and LeasePlan has continued to develop. LeasePlan has undertaken the sale and lease-back of Delta's entire light fleet, while also providing flexible short-term lease extensions to match its contract requirements. In the second half of 2014, LeasePlan ran a manufacturers' RFP (request for proposal) process for Delta's light vehicle fleet.

'Prior to this, that part of Delta's fleet was made up of a number of vehicle makes and models, providing little uniformity and consistency, and presenting holes in health and safety, function and fit for purpose,' Yardley says. 'Before we went to market, a key priority for LeasePlan was to engage and consult with all of Delta's business units and their managers. The time invested in these sessions was invaluable, as it meant we gained a thorough understanding and company-wide background of the fleet requirements — from meter reading in Dunedin to the network communications maintenance and fault vehicles used in remote parts of the Tasman region.'

Following this project, Holden was selected as the supplier for commercial utilities and Subaru for small passenger vehicles for the next three years.

'It was an incredibly successful exercise for Delta, which has seen its fleet turn over from old, high-maintenance vehicles to newer vehicles with lower fuel consumption and greater towing ability, and better health and safety standards — vehicles which are better suited to Delta's changing needs and requirements,' Yardley says.

Next under the microscope are Delta's fleet fitout requirements, and collision and risk-reduction initiatives.

Another innovation being explored by Delta and LeasePlan is the use of GPS tracking devices. LeasePlan has worked





**'AS A COMPANY, WE ARE LOOKING AT OUR OVERALL SUSTAINABILITY AND ENVIRONMENTAL FOOTPRINT — WHERE WE CAN POSITION OURSELVES FROM A SUSTAINABILITY PERSPECTIVE.'**



LEFT: The new fast charger in Dunedin's Filleul St car park can 'fill up' an EV to 80 per cent charge in just half an hour.

ABOVE: The Leaf's charging system is easy to use.

with Smartrak to install more than 250 devices in Delta vehicles, especially those working in remote or rural areas.

'We see this as being really beneficial from a safety and operational efficiency point of view,' says Dixon. 'We can direct vehicles in the quickest way possible to call-outs.'

Dixon says the initiative was also primarily driven by safety, 'so we know where people are at any point in time when they are out in the field.' The devices also have a 'worker down' function, sounding an alarm back at base if an operator is lying horizontal. 'That will alert us to the fact that something has happened and we can deploy resources if someone has been injured,' Dixon says.

While Delta's business has undoubtedly benefited from the relationship with LeasePlan, Dixon likes to think it goes both ways. 'We have gained access to these operational systems and have made good progress towards having a fleet that is fit for purpose, safe, reliable and efficient to run and a more proactive approach to replacing the assets,' he says. 'And hopefully from LeasePlan's point of view, it's given them some opportunities to look at different types of vehicles, and that has been of benefit to them too.' ■

## DELTA TAKES CHARGE

As you might expect from an electricity distribution company, Delta is investigating the use of electric vehicles (EVs), recently adding the first Nissan Leaf to its fleet.

Delta CEO Grady Cameron says New Zealand is in a very fortunate position to adopt EV technology, with around 80 per cent of its electricity generated from renewable sources, such as the Waipori hydro power scheme, originally developed by Delta in the early 1900s, and the Mahinerangi wind farm on Central Otago's Lammerlaw Range, for which Delta provides high-voltage connection to the grid and maintenance of overhead lines.

'One of the significant things for us as a company is looking at our overall sustainability and environmental footprint — where we position ourselves from a sustainability perspective,' says Cameron. 'Our customers are looking for more of that from their service providers.'

'We see a way of potentially transitioning from a high fuel-use fleet into an EV fleet in certain areas, as more product range comes on the market.'

Delta is part of the Drive Electric group, a leadership initiative dedicated to

helping New Zealand realise the health, environmental and economic benefits of the uptake of plug-in electric vehicles and associated infrastructure.

'We see corporate fleets as a great way to be able to encourage uptake of EVs. Companies can enjoy some real benefits then after three or four years in service, the EVs can go into the second-hand market and have a flow-on effect.'

Cameron says EVs have real advantages in urban environments, but new technologies are making them a better alternative for longer-range journeys. 'Some third-generation EVs have a range of up to 400 km, when they suddenly become a very real alternative.'

As part of its support of EVs, Delta has also set up the South Island's first rapid-charging station at Dunedin's Filleul St council car park. The charging station can 'fill' an EV to 80 per cent in just half an hour.

'We're really excited about that,' Cameron says. 'It's about encouraging the conversation around the use of EVs in fleets and starting to get people talking about it.'



# **THE NEW CAPTIVA**

## **IT'S THE SUV FOR YOUR LITTLE TROOPERS**



Every new Captiva now comes loaded with space age technology. There's the latest MyLink infotainment system\* featuring a huge 7" colour touchscreen. And to keep the family connected, there's Apple® Carplay™ and Android Auto™. To take one for a test drive, visit your Holden Dealer today.

\*Certain devices may not be compatible with the vehicle's MyLink system. See [www.holden.co.nz/myholdenconnect](http://www.holden.co.nz/myholdenconnect) for details.



# **HOLDEN**

# Back in front

FOCUS : SEVEN-SEATER DIESELS

WORDS BY RICHARD BOSSELMAN

When sports utilities became more like cars, it seemed to be game over for their less polished forebears. . . but now the 'old way' is enjoying new life.



## TOYOTA FORTUNER

Nearly half the SUVs sold last year were front-wheel-drive, three-quarters of the market wants petrol engines over diesel ...oh, and Toyota already has six SUVs in the field. So is there even any room for this spin-off from the new Hilux?

Apparently there is — and then some. Three variants, topped by the \$78,990 Limited, are going mega.

The new-gen diesel engine is thrifty and smooth, and provision of some useful electronic driver-aides abets the absolute off-road toughness afforded by a genuine low range and generous ground clearance. Also attractive is an excellent towing ability.

As with the others here, there's give and take with interior space: those up front are fine, but the type of underbody construction demands that the second and third rows are placed high. The ladder frame chassis also means stowage compromises, and the rearmost seats fold to the sides.

A five-star ANCAP rating suggests good safety. While the tough, truck-like attitude that enhances the off-road side inevitably flavours on-seal attitude, smart tuning — to the ride especially but also the steering — means it's not as indecisive or vague as it used to be. However, the retro design of the major dials and brown upholstery are reminiscent of the 4Runner.

**FOR:** Looks smart, towing edge, suave drivetrain.

**AGAINST:** Ripply ride, packaging compromises.



## FORD EVEREST

Is the Everest worthy of comparison with the others here? Not according to Ford, which proclaimed at this Ranger-derived wagon's launch that other seven-seater wagons are simply too inferior to be considered competition, let alone equal.

You probably twigged as much from the pricing: at \$75,990 and \$87,990 respectively, the entry Trend and (as-tested) flagship Titanium present as top-shelf items. Ford is unrepentant, saying the premium shows in the kit content, notably a higher level of driver-assistance technology — a four-mode terrain-select system, a lane-keeping system, blind-spot monitoring, parallel-park assist and voice-activated functionality — and also the time spent on refinement.

A lower towing optimum is the only area it arguably loses out to Fortuner; Ford's 3.2 litre, five-cylinder engine is class-leading in punch, with 143 kW and 420 Nm, and though the six-speed auto is occasionally indecisive at around-town pace, overall Everest is the quietest and smoothest operator in this quartet.

For all the effort that's gone into providing extra polish, it's ultimately no less truck-like than anything else here. That the remote push-button start that features on considerably cheaper Rangers hasn't made it onto the wagon also diminishes the premium-ness.

**FOR:** Quality feel, great styling, clever smarts.

**AGAINST:** As costly as some car-based SUVs.



*'The industry has twigged to the ongoing need for heavier-duty hardware, and also sorted how to improve safety and comfort.'*



## ISUZU MU-X

Patently there's going to be a lot in common between this \$65,990 model and the \$1000-dearer Holden Colorado; that's inevitable with an inter-brand deal that allows two projects from a common base. Even so, the MU-X is hardly a full twin; it runs a home-grown engine and also sidesteps some of the in-cabin updates that the GM product now delivers.

Married to a five-speed transmission it makes a little less power (and a lot less torque) than GM's smaller capacity Duramax engine, but that doesn't hurt Isuzu's 3.0 litre inline four-cylinder diesel as much as you'd think. Acceleration is not particularly urgent and it's the loudest-voiced of the four models featured here, yet there's enough muscle for it to muck in.

And that's really the MU-X's forte: think of this as being less of an SUV and more an all-terrain vehicle. Buyers thinking foremost about café-cruise points-scoring need to understand that the MU-X is more akin to a double shot of instant served up in a chipped tin mug than a high-end machine-made trim latte. There are comfort touches, but it's one step behind leading-edge.

Saving comes at a price because, while nothing about the construction is insubstantial ambience-wise, with hard plastics chosen for robustness, function obviously beats fashion.

**FOR:** Simple and practical interior, grunty engine.

**AGAINST:** Feels less than modern.



## HOLDEN COLORADO 7

As per the MU-X, the Colorado's light commercial origins are hard to disguise, yet Holden throws in enough extra frills to make it feel a bit more special. It's not fully posh, but does offer panache in some areas; even small enhancements like a black piano finish on the console helps.

Certainly the adoption of the GM-developed 2.8 litre Duramax and six-speed powertrain create a substantial drivability difference. It offers a significantly broader torque spread than the MU-X and, though there's also a trademark gruffness, a new acoustics package means it's quieter on the move, too.

The interior fitout is also smarter. Having the same MyLink touch screen as Holden's passenger cars enhances safety by enabling the seven-inch screen as a super-sized viewer for the reversing camera. It also delivers opportunity to implement an on-the-cheap effective navigation system with the simply brilliant smartphone-based BringGo 3D mapping application.

This alone might enhance appeal as an adventure car loaded up with mountain bikes, surfboards and holiday gear, though there's going to be a fight for the best seats. The mid-row seat is harder than the supportive comfortable ones up front, while the third row is most suited to kids.

**FOR:** Well-sorted cabin, ox-strong engine.

**AGAINST:** Starting to age against newer entries.



### TE ARAROA: WALKING NEW ZEALAND'S 3000 KM TRAIL

MARK WATSON (New Holland, \$49.99)

Photographer Mark Watson set out in January 2015 to walk the Te Araroa trail from Cape Reinga to Bluff, taking six months to traverse the country through forests and fields, over mountains, along beaches and farm tracks. This book both records his journey and experiences and celebrates the diverse beauty of our country, through the changing seasons.

## Mum's the word

Want to get into the good books this Mother's Day? Here's a selection that Mums — and readers — everywhere will love.

COMPILED BY SARAH ELL



### WHAT'S FOR DINNER?

MY FOOD BAG AND NADIA LIM (Allen & Unwin, \$39.99)

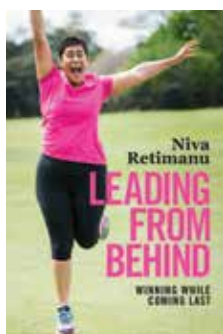
It's the question on everybody's lips, and this book from the My Food Bag team has 80 excellent answers. Culled from the most popular recipes of the home-food-delivery service, *What's for Dinner* is full of great seasonal weeknight dinner ideas which will appeal to couples and families — even those with fussy kids. The only thing missing is the personal chef to whip them up...

### LEADING FROM BEHIND

NIVA RETIMANU

(Random House, \$40)

Newsreader Niva Retimanu's voice may be familiar from the radio and now she tells the story of her efforts to go from overweight, heavy-drinking junk-food fan to marathon runner. She might not be standing on the winner's podium — in fact, in most of her races she has finished last — but she does it in style. Niva's story will entertain and inspire you to get moving.



### ABSENCE

JOANNA KING

(Black Swan, \$38)

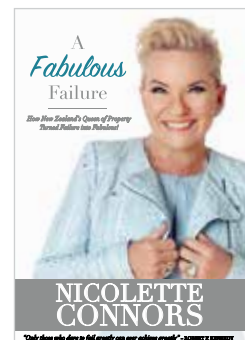
Anyone who has visited Italy's Cinque Terre coastline can never forget it, and this stunning debut novel by expat Kiwi Joanna King brilliantly evokes its many moods. A tense, almost claustrophobic family drama of lies and infidelity, the book retains a New Zealand connection through the four sisters at its heart. *Absence* will keep you guessing until the last page — and beyond.

### A FABULOUS FAILURE

NICOLETTE CONNORS

(Primrose Press, \$29.99)

Subtitled 'How New Zealand's Queen of Property Turned Failure into Fabulous', this is no simple rags-to-riches story. Kiwi Nikki Connors has earned and lost millions, and known both massive success and the depths of despair. It's a refreshingly honest look at the ups and downs of fame, fortune and entrepreneurship, leavened with self-deprecating humour.







# DRIVING INTO AUTUMN

WITH AUTUMN SETTING IN, IT'S TIME TO THINK ABOUT WHAT LIES AHEAD. STAY SAFE THIS SEASON WITH THIS TIMELY ADVICE FROM LEASEPLAN'S *TECHNICAL ASSET MANAGEMENT TEAM*.

## SAFETY CHECKS

- ✓ Make sure your car is ready for winter. Make sure your servicing is up to date and any outstanding issues are addressed before you find yourself stuck on the side of the road in pouring rain.
- ✓ Check your wiper blades. You might not have needed them much over summer but they need to be in top condition to cope with the coming rain. New blades clean the windscreen more effectively and will also help reduce dazzle when the sun is low in the sky.
- ✓ Clean the inside of your windscreen, too. A hazy film builds up on the inside surface of the windscreen over time and can reduce visibility.
- ✓ Top up your windscreen wiper fluid. If you live or drive somewhere it's likely to get frosty, add a good-quality, purpose-made additive to reduce the chance of freezing. Don't use ordinary engine anti-freeze and check with an expert if you're not sure what to fill.
- ✓ Do a quick check of your head and tail lights — make sure all bulbs are working before you really need them.
- ✓ Get your battery checked. In the colder months, electrical loads are higher, so if there's any sign of the battery struggling when it's warm, chances are it'll let you down at some time during the winter.
- ✓ Get your tyres checked for wear and correct inflation. Having them inflated to the correct pressure not only improves the tyre's handling characteristics and reduces fuel usage, it also increases traction, by ensuring all the tread contacts the road. Standard tyres must have 1.5 mm of tread over three-quarters of the tyre, around its entire circumference, to be of legal standard.
- ✓ Pack a winter 'survival kit' into your car: an effective torch, with working batteries, and a rug or some warm clothing, in case you get caught out.

## DRIVING TIPS

- ✓ Summer driving in fine weather and dry conditions can make us lazy. Remember to respect the changing road and weather conditions as the seasons change, and adjust your speed and driving technique accordingly.
- ✓ Roads can be especially greasy when it rains after a long period of dry weather — bear this in mind with speed and when braking and cornering.
- ✓ The two-second rule — the space between you and the car in front — might be OK in dry, good visibility conditions, but in winter, make it four seconds. Having plenty of time and room to react is vital.
- ✓ Turn on your headlights when driving in low-light conditions, to improve your visibility to other road users. But don't forget to switch them off when you reach your destination (unless your car kindly does this for you!).
- ✓ If you're heading away on holiday weekends, take your time on the roads. Plan plenty of time for your journey, and factor in regular rest stops.
- ✓ Remember if you have driven through a flooded area, your brakes won't work as effectively. Use them lightly a few times once you are out of the water, to dry out the discs and get them working again.
- ✓ If you don't have ABS brakes, don't brake hard in wet conditions — instead, pump your brakes to avoid skidding. Even if you do have ABS, be cautious — firmly press your brakes and steer your way to safety.
- ✓ If you find yourself aquaplaning — losing all traction when a 'wedge' of water forms between the tyre and the road — don't brake at all. Just take your foot off the accelerator and steer the car in the direction you want to go. The aquaplaning will stop and you'll regain traction.

## A vibrant orange background featuring the text "indulge this easter" in a large, white, playful font. The text is surrounded by various Easter-themed illustrations including chocolate bunnies, decorated eggs, chocolate cars, and baskets of eggs.

## ***The LeasePlan Team***

