

FREE • FREE • FREE • FREE • FREE • FREE

Trade Van

DRIVER

Issue 28, February 2017 www.tradevandriver.com

CRACKING NEW CRAFTER

First drive report
inside!



- We get down and dirty with the Iveco Daily 4x4
- On test: Ford's latest Ranger muscletruck

Transport solutions for the trade professional

FORD TRANSIT CONNECT

£186

PER MONTH OVER 4 YEARS

FROM

FORD LEASE



FORD TRANSIT CONNECT TREND 200 L1 1.5 TDCi (75PS)

From £186 per month over 4 years on Ford Contract Hire from Ford Lease. Advance of 6 monthly rentals. Business Users only. To find out more, visit ford.co.uk

Important information

Official fuel consumption figures in mpg (l/100km) for the Ford Transit Connect Trend 200 L1 1.5 TDCi (75PS) shown: urban 54.3 (5.2), extra urban 65.7 (4.3), combined 61.6 (4.6). Official CO₂ emission 120g/km. The mpg figures quoted are sourced from official EU-regulated test results (EU Directive and Regulation 692/2008), are provided for comparability purposes and may not reflect your actual driving experience.

Finance subject to status. Guarantees/indemnities may be required. You will not own the vehicle at the end of the agreement. Examples exclude VAT and are based on 48 month non-maintained agreements, profile 6+47 payment in advance of 6 monthly rentals, followed by 47 monthly rentals, with a mileage of 10,000 miles per annum. Vehicles must be returned in good condition and within agreed mileage, otherwise further charges will be incurred. Prices correct at time of going to print and are subject to change without notice. Subject to availability at a Ford Authorised UK Dealer for vehicles with finance accepted and vehicle contracted between 20th January and 31st March 2017. Not available with any other promotion. Ford Lease is provided by ALD Automotive Ltd, trading as Ford Lease, BS16 3JA.



Go Further



Backing for Brexit is a surprise

The Brexit saga drags on and on – and I suspect it will for a good many years yet. But one thing that surprised me was that in a survey by Vanarama (see page 14), the vast majority of van operators think that Brexit is a good idea and that they will benefit from it. Now if you listen to a lot of politicians and general ‘Remoaners’ as they are aptly being called, you would think that leaving the EU was akin to walking into a pit of vipers. And it’s easy to fall into the trap of thinking that because a few people shout loudly enough, that’s what the general public feels about a particular issue, which of course isn’t true, as David Cameron found to his cost when he offered this referendum, thinking that it would be a doddle to secure a Remain vote. He completely misread the mood of the general public and paid with his high office for that error. I don’t know whether Brexit is a good idea or not but I do know that it’s more important than ever for my readers to be running a tight ship. And there’s plenty inside this very magazine to help you all do that. Read, enjoy and learn from our features – and whatever happens in the future, you’ll be more likely to succeed by following our advice.



Matt
Editor
matthew@tradevandriver.com
www.tradevandriver.com

Follow us on



Latest news - 4-14

Cleaning up emissions – 18

VW Crafter on test – 20

Iveco Daily 4x4 – 24

Ford Ranger 1st drive – 26

Talking vans – 30

Editorial

Managing Editor: Matthew Eisenegger
Additional reporting: Matthew Eisenegger
John Threadgold

Editorial Address: Commercial Vehicle Media & Publishing Ltd, 4th Floor, 19 Capesthorpe Drive, Eaves Green, Chorley, Lancashire. PR7 3QQ
Telephone: 01257 231521.
email: editor@tradevandriver.com

Publisher

Commercial Vehicle Media & Publishing Ltd, 4th Floor, 19 Capesthorpe Drive, Eaves Green, Chorley, Lancashire. PR7 3QQ
Telephone: 01257 231521

Advertising

Advertising sales: David Johns
Telephone: 01388 517906 / Mobile: 07590 547343
Email: sales@tradevandriver.com

Design

Design Manager: Matthew Eisenegger
Designer: David Johns
Telephone: 01388 517906 / Mobile: 07590 547343
Email: design@tradevandriver.com

Printing

Brightprint Ltd
The Factory, Rear 33 - 41 Coleridge Road
Blackpool, Lancashire, FY1 3SN
Tel: 01253 399121
Fax: 01253 399141
Email: phil@brightprintfyde.com

Note

The publisher makes every effort to ensure the magazines contents are correct. All material published in Trade Van Driver is copyright and unauthorised reproduction is forbidden. The Editors and publisher of this magazine give no warranties, guarantees or assurances and make no representations regarding any goods or services advertised in this edition. Trade Van Driver is published under a licence from Commercial Vehicle Media & Publishing Ltd. All rights in the licensed material belong to Matthew Eisenegger or Commercial Vehicle Media and Publishing Ltd and may not be reproduced whether in whole or in part, without their prior written consent. Trade Van Driver is a registered trademark.

Research shows drawback of electric vans

Running an electric van carrying a full payload can result in the vehicle's range halving in real-world conditions, according to new research.

The trial by Arval showed that, over the same 33.58-mile course, an EV with a full payload lost over 85% of its range compared to a 45% loss for one that was carrying nothing.

Eddie Parker, commercial vehicle consultant at Arval UK, said: "This is a great example of the operational factors that fleets looking at operating electric vans may have to consider.

"The loss of range is significant at almost 50% and shows that, if you were expecting a fully laden EV commercial vehicle to reach anywhere near the stated range, then you would be disappointed."

However, Parker added: "The fact is that, in general use, few vans of this type would ever be fully laden. A typical load for most uses would be much nearer the 50% mark, where the loss of range is much less pronounced. For this reason, we believe the study shows that there is a wider application for EVs than may at first have been thought.

"Of course, all vehicles lose range when fully laden. A diesel van with a full payload would typically see its range reduced by around 35%, for example."

The 35.58-mile test route represented typical van use and consisted of 16.8% urban road, 32.5% suburban/rural, 21.5% carriageway and 29.2% motorway, with the van travelling at between 30 and 70mph.

Parker added: "It could be that if, as EVs develop, this kind of range loss is found to be typical then factors that help to extend range, such as driver training, could become a more important element of fleet operation."



Increased traffic adds more problems for van drivers

Traffic on Britain's roads reached a record high for the year ending September 2016, according to provisional estimates from the Department for Transport (DfT).

It suggests that there were 320 billion vehicle miles travelled on the network over the 12-month period, which was 1.4% higher than the previous year.

This is 1.8% higher than the pre-recession peak in the year ending September 2007. Rolling annual motor vehicle traffic has now increased each quarter in succession for 15 quarters.

Compared to the previous year, car traffic increased by 0.9% to a record 249.4bn vehicle miles, which was 1.2bn more than the pre-recession peak in the year ending September 2007.

Van traffic also continued to rise, increasing by 3.8% to a new peak of 48.2bn vehicle miles. For the past four years, van traffic has increased on average by 4% per year and is the fastest growing traffic type.

HGV traffic grew by 3.4% overall to 17.1bn vehicle miles and reached a new peak on motorways of 7.9bn vehicle miles.

For the past four years, HGV traffic has grown on average by

2.3% per year, making it the second fastest growing traffic type in this period. However, HGV traffic remains below the peak of 18.2bn vehicle miles observed in the year ending June 2008.

In terms of the type of road, motorway traffic increased by 2.5% to 67.7bn vehicle miles. Over the past six years, motorway traffic has increased on average by 1.7% per year.

'A' road traffic showed an increase of 2.1%. This was mainly driven by traffic on rural 'A' roads, which grew by 2.8% to 93.1bn vehicle miles.

Traffic on urban 'A' roads increased by 0.9% to 50.2bn vehicle miles.

Stable on minor roads

Minor road traffic has been broadly stable for the last six quarters, at 44.4bn vehicle miles for minor rural roads and 64.7bn vehicle miles for urban minor roads.

Road traffic trends are affected by a wide range of factors, including population, personal travel choices and the demand for goods and services. The increase in traffic over the last three years is likely to reflect the growth both in the UK economy and population over the same period. Lower fuel prices may also have contributed to increased traffic.

DO THE HEAVY LIFTING

£199
PER MONTH EXCL. VAT*

The Fiat Professional Talento isn't afraid of the toughest jobs. It can take a payload up to 1249kg and its CargoPlus trapdoor allows it to transport objects up to 3.75m. Add in a £199 per month finance offer and you've got one hard to beat package.

VISIT FIATPROFESSIONAL.CO.UK TO FIND YOUR NEAREST DEALER

FIAT
PROFESSIONAL
A PRO LIKE YOU

FTA calls for better professionalism for UK van drivers

Increased professionalism among van operators is needed to help shake off the 'white van man' image, according to the Freight Transport Association's (FTA) Van Excellence Report 2016-17.

The latest report shows the growth of the industry, with over four million vans on UK roads and e-commerce growing faster than ever, but also recognises the lack of professional transport skills of many of those running van operations.

In response, the FTA says its Van Excellence programme, which was launched in 2010, can help professionalise the industry and promote best practice.

The industry-led scheme now has more than 115 accredited operators running 125,000 vehicles including household names such as BT Fleet, DHL, Kwik-Fit and Sainsbury's.

Last year Van Excellence launched its Small Fleet Scheme to enable operators with 15 or fewer vehicles to join. It also held the Van Excellence Driver of the Year contest to recognise the very best drivers from amongst its members.

Mark Cartwright, FTA's head of vans, said: "We want to ensure that van operators take safety and compliance as seriously as those running HGV fleets. This requires a cultural change in order to shake off the traditional van driver image and transform the sector into a professional industry."

"All too often a company's van fleet isn't seen as part of its health and safety commitment – yet driving is one of the most dangerous activities that most people undertake at work. FTA's Van Excellence programme can help operators to



Mark Cartwright

fully understand their obligations to their employees, customers and other road users, sharing good practice and helping them to acquire the necessary knowledge and skills."

● A full copy of the report can be seen at <http://www.vanexcellence.co.uk/media/van-excellence-report.html>

Van fleets urged to take action over air quality

UK van fleets and local authorities could be called on to take action on air quality including training drivers on more efficient driving and through the use of clean air zones.

As the UK continues to grapple with harmful air pollution, health advisory body, the National Institute for Health and Care Excellence (NICE) has issued draft guidance urging fleets as well as public sector transport services to consider introducing fuel-efficient driving as part of any test carried out when appointing or re-appraising staff who drive as part of their work.

The document also says public sector fleets should consider NO2 and particulates when making vehicle choices and look at switching to electric vehicles.

The document also suggests

local authorities should look at lower speed limits and clean air zones, which could include restrictions for polluting vehicles as well as action to encourage the use of less polluting ways to travel. It adds that where traffic congestion is contributing to poor air quality, councils should consider incorporating a congestion charging zone within the clean air zone. Other suggestions to councils include 'no vehicle idling' areas and redesigning speed bumps to avoid the need for acceleration and deceleration between them.

The report recommends taking a number of actions in combination, enhancing the small benefits of each action "cumulatively to produce significant change".

Professor Paul Lincoln, chief executive of UK health forum and

NICE guideline committee chair, said: "Traffic-related air pollution is a major risk to the public's health and contributes to health inequalities."

"The NICE guidance sets out a strategic range of evidence-based practical measures to encourage low or zero emissions transport. This is very timely given the imperative to meet EU and national air quality standards."

In response, RAC roads policy spokesman Nick Lyes said: "There is a lot in NICE's guidelines that is worthy of serious consideration when it comes to tackling air quality. No-idling zones, and the suggestion that local authorities should think again about speed humps, are sensible suggestions and both have the potential to improve the quality of air locally."

NEW DAILY E6 BUSINESS INSTINCT

TO EXPERIENCE THE ABSOLUTE DRIVING PLEASURE
CALL 0800 915 0040
www.iveco-dealership.co.uk

<p>CLASS EXCLUSIVE 8-SPEED AUTOMATIC GEARBOX</p> <p>For best comfort and safety</p>	<p>OUTSTANDING FUEL ECONOMY</p> <p>With a choice of ECO PRO or POWER modes</p>	<p>UP TO 10% LOWER REPAIR AND MAINTENANCE COSTS*</p> <p>With record reliability and durability</p> <p><small>*Vs manual transmission</small></p>	<p>UNRIVALLED PERFORMANCE</p> <p>2.3-litre and 3.0-litre engines, Up to 205 hp and 470 Nm</p>
--	---	---	--

NEW DAILY HI-MATIC. THE ABSOLUTE DRIVING PLEASURE.

The New Daily Hi-Matic E6 is the right choice to develop your business. With its new Euro 6 engines coupled with the first 8-speed automatic gearbox in industry, providing more power; lower fuel consumption and best in class cost of ownership, and its increased comfort and advanced connectivity, New Daily is your perfect business partner.



OFFICIAL SUPPLIER
 SCUDERIA FERRARI

IVECO

Your partner for sustainable transport

Fuelcard firm claims cash can be saved

Van fleets could save thousands of pounds in fuel costs and reduced admin by taking a more targeted approach to fuel card provision. So says Fuelmate as its research finds that van drivers use just a handful of filling stations to refuel, regardless of where they are travelling to.

Analysis of more than 15,000 drivers with a requirement for national coverage found that over 70% – more than 10,000 – used just 30 filling stations to refuel, out of a total of 8,450 in the UK.

Fuelmate claims national fleets using fuel cards valid for practically every forecourt across the country could save money by switching solutions.

A national company operating a medium-sized van fleet and using around 18,000 litres of fuel each month, could save nearly £2,000 per year in fuel costs and £8,500 per year on administration costs, by selecting a card more suited to its drivers' habits.

A larger national company, operating a mixed fleet and using 36,000 litres of fuel each month, could save £24,000 per year by using cards that were accepted in fewer places, but didn't disrupt their drivers' progress.

Manager Andy Smith commented: "If you use a card that is accepted at practically every forecourt in the UK you will pay through the nose. You will pay forecourt prices or even a bit higher and you will pay relatively high administration charges.

"We have found that it isn't necessary to use such cards, even if you have drivers covering the length and breadth of the country. The fact is they choose the most convenient filling stations for themselves and stick with those. By intelligent analysis of your drivers' habits, you can save tens of thousands of pounds each year on your fuel costs."

Tyre tread depth: let's get the basics right before changing the goalposts, says WheelRight

WheelRight, the tyre monitoring specialist, believes that plans to raise the minimum legal tyre tread depth from 1.6mm to up to 3.0mm are like moving the goalposts before the team has even run on to the pitch.

John Catling, CEO of the UK-based technology business, thinks that setting even higher standards of tread depth could be counter-productive as long as so few drivers continue to regularly check their tyres.

Pilot study

John said: "According to the results of a live pilot study we conducted at Keele Services on the southbound M6 earlier this year, most women (55%) admitted to rarely checking their tyres. Their male counterparts did not score much better, with just 66% claiming to undertake monthly checks.

"While there is little evidence to suggest than moving up to a 3.00mm or even a 4.00mm minimum tread depth would have a tangible impact on road safety, we've shown that more regular tyre checks are the answer."

Every year, the UK sees approximately 25 deaths and nearly 1,500 serious accidents attributed to poorly inflated or defective tyres.

Rather than seeing the law changed, John said that he would prefer to see the government

invest in easy-to-use drive-over technology – at high traffic locations such as motorway service stations and garages.

Exists

"This technology already exists and enables cars and HGVs to check both tyre pressures and tread depths by simply driving over an embedded strip in the road. Results are can be made available either via a printed slip or direct to people's mobiles.

"If as a country, we are serious about reducing road accidents and carbon emissions, we should be investing in technology like this, not just more rubber."

WheelRight's live survey of the nation's tyres took place at Keele Services on the southbound M6 from March 2016 to February 2016.



DESTINATION SUCCESS

VEHICLES
PRODUCTS
PEOPLE
BUSINESS

The Commercial Vehicle Show 2017

Success rarely happens by luck. It is often achieved through varying proportions of inspiration, perspiration, dedication and determination. It is certainly never achieved without a close affinity with customers and an intimate knowledge of the market, its products, services and its people.

That's just one of the many reasons why a visit to the Commercial Vehicle Show 2017 is a must for anyone who wants to continue to be successful in our sector. See you at the NEC Birmingham, Tuesday 25th – Thursday 27th April 2017.



Get your **FREE** ticket
Register today
www.cvshow.com



Speeding and mobile phones top the fear list



Drivers who are speeding or distracted (for example by a mobile phone) are considered to be the biggest threats on our roads, according to a survey by the road safety charity Brake, Aviva and Specsavers.

Brake's survey asked 1,000 drivers to identify which driving behaviour, from a list of six, they thought posed the biggest danger. More than three quarters (76%) ranked speeding or distraction most highly.

Drink- and drug-driving was also ranked highly. Almost one in five drivers (18%) thinks drink- and drug-drivers are the biggest threat.

Only three in 100 respondents (3%) consider vehicle emissions to be the biggest threat faced. Just 1% ranked not wearing a seat belt wearing as the biggest danger and 2% rated poor vision as the biggest risk.

Brake, Aviva and Specsavers are calling on everyone to sign the

Brake Pledge. This pledge aims to raise awareness of the importance of drivers staying slow (drive under speed limits), silent (never make or take calls, read or type), sober (never drive after any alcohol, or illegal or impairing drugs), sharp (stay focused and don't drive tired or with a health condition that impairs you).

Get eyes tested every two years), secure (make sure everyone is belted up correctly) and sustainable (don't use a car if you have the option to walk or cycle or can use public transport).

The age of respondents was significant regarding whether speed or distraction were placed top. Younger drivers (44 and under) said speeding was the biggest threat, while drivers aged 45 and older rated distraction as their biggest fear.

Age of respondents in the Road Safety Week survey was also

significant regarding the perception of vehicle emissions. While only 3% of drivers questioned rated this the biggest threat, more than three times as many (10%) of the youngest respondents (aged 18-24) rated it the biggest threat.

The Road Safety Week survey also asked drivers which risks they would admit to taking on the roads themselves. Nearly eight in 10 (79%) admitted to taking risks.

Almost two thirds (63%) confessed to sometimes speeding. More than four in 10 drivers (45%) admitted they drive distances that they could easily walk. Nearly one in eight (13%) admitted to driving while distracted and nearly one in 10 (9%) confessed to not wearing a seat belt or their passengers not wearing a seat belt.

Age was significant regarding admissions of risk-taking. Older drivers (aged 45 and above) were more likely to admit to speeding than younger drivers. Conversely, younger drivers (aged 44 and under) were more likely to admit to driving distracted, driving on alcohol or drugs, or failing to belt up.

What drivers believe is the biggest threat, and the bad behaviours they engage in, don't match up. Older drivers are more likely to admit to speeding but say distraction is the biggest threat. Younger drivers are more likely to say they drive while distracted and say speeding is the biggest danger. This is suggestive that people are inclined to think their own risky behaviour is not the most threatening: it's someone else's.



Britain's most reliable vans revealed in new survey

Ford has overtaken its main commercial vehicle rivals to top the rankings for the most reliable vans in 2016 in a survey from trade magazine *Fleet News*.

Ford edged ahead of last year's winners Volkswagen and Mercedes-Benz, to take first place, while Mercedes-Benz made up some ground on Volkswagen compared with last year. But it wasn't quite enough to unseat the best-performing model from last year, the Mercedes-Benz Sprinter, which retains its place at the top, ahead of the Volkswagen Transporter.

The reliability survey asks FN50 leasing companies to rank their light commercial vehicles in order of the best-performing in terms of breakdowns and warranty claims, and allocate points, which are then collated to create these rankings. Vauxhall's Vivaro medium panel van takes third place behind its rival from Volkswagen, while the Ford Transit, which achieved

third place in 2015, takes fourth.

The Volkswagen Caddy van takes fifth place in 2016, one lower than it reached last year, while the Ford Transit Custom rises from eighth to sixth this year. A second showing from Mercedes-Benz, the Vito is one place lower than in 2015, taking seventh, while the Ford Transit Connect rises from 12th to eighth, helping to consolidate Ford's position at the top of the manufacturer overall rankings with three models in the top 10.

Mitsubishi's L200 is the highest placed pick-up truck, albeit two places lower than it achieved in 2015, taking ninth, while the final position in the top 10 models is secured by the Peugeot Partner.

The sister van to the Partner, the Citroën Berlingo is just outside the top 10 in 11th place, while the Citroën Relay large panel van is just behind in 12th position.

The Renault Trafic comes

from outside the top 20 in 2015 to take 13th place in 2016, with the Toyota Hilux pick-up truck falling three places this year to 14th from 11th. The Volkswagen Crafter takes 15th place in 2016 after achieving 10th last year, while the Iveco Daily gets a boost to 16th – four places up from 2015.

The Nissan Navara is in 17th place, having failed to make the top 20 in last year's survey.

The Renault Master is the second of three vans by the French manufacturer to make the top 20 in 18th place.


The final two places are taken by the Mercedes-Benz Citan and Renault Kangoo, both based around the same Renault design, but only the Kangoo made the top 20 last year.


Renault made a big improvement in the overall rankings for manufacturers, thanks to the performance of the Trafic, taking fourth place in the table – three places higher than in 2015.

It pushes Vauxhall down one place, although the points scored by the Luton-based brand are almost the same as in 2015, showing good consistency.



Mercedes-Benz Sprinter – top van for reliability again







ROOF BARS



ROOF RACKS



ACCESSORIES



Rhino SafeStep™
NEW!
 TUV approved
 Black or yellow steps
 Reversing sensors available

Expert advice ✓ Huge choice ✓ Fast UK delivery ✓
 Need help? Call us now or visit
015396 21884 van-racks.co.uk/tvd

Isuzu announces special deals on D-Max 4x4s

Even more reasons for buyers to choose these superb trucks

Isuzu has launched special offers on D-Max Yukon and Utah models.

D-Max Yukon comes well equipped with 17in alloys, leather steering wheel with audio controls, cruise control and chrome trim to the grille and rear bumper.

Utah takes this a step further, with it boasting automatic climate control, leather upholstery and heated front seats, which come in handy on cold British winter days or out on site.

Both models can tow up to 3.5 tonnes, making the D-Max the pick-up of choice for professionals.

Both Yukon and Utah are available on 0% hire purchase, with a 50% deposit and the balance payable over two years.

For business users, D-Max Yukon



is available on two-year contract hire, with a fixed rental of £195 + VAT per month, with an initial rental

of £2,335.80 + VAT.

Both offers are available until the March 31, 2017.

Isuzu honours top dealers at awards ceremony

Isuzu UK recently announced their Dealers of the Year at their annual awards ceremony.

This year the awards took place at the National Museum of Scotland in Edinburgh and recognised the best and brightest

dealers across the UK who provide a top service to all of Isuzu's customers.

In addition to the awards, a number of dealer staff were accredited as Pick-Up Professionals at the ceremony

after completing their training programme. The Pick-Up Professionals accreditation allows staff to become specialists in pick-ups and well versed in specifying



bespoke trucks to meet customers' needs, however unique.

The awards were presented by Isuzu UK managing director Paul Tunnicliffe (pictured) and the firm's operations director, William Brown.

Full list of Awards & Winners:

Award	Winner
Sales Dealer of the Year	York Van Centre
Accessories Dealer of the Year	White Horse
Parts Dealer of the Year	Roger Young
Contract Hire Dealer of the Year	Warrington Vehicle Centre
Finance Dealer of the Year	David Taylor
Fleet Dealer of the Year	York Van Centre
Most Improved Dealer of the Year	John Barr
New Dealer of the Year	MT Vehicle Sales
Customer Care Dealer of the Year	J W Rigby
2016 Dealer of the Year	York Van Centre
Special Appreciation Award	Gene Taylor – David Taylor Garages
Pick-Up Professional of the Year	Mick Bolt – Midgley Motors

Call to replace congestion charge with road pricing

London Assembly transport committee says the old system is no longer fit for purpose

By John Threadgold

The overall annual cost to London from traffic delays on busy roads is £5.5 billion – a 30% increase on the £4.2bn reported in 2012/13.

The cost of delays for an average vehicle is £20.83 per hour, says the London Assembly transport committee.

Its report 'London Stalling' calls on the Mayor of London to reform the congestion charge and ultimately replace with it road pricing. The committee suggests a way of charging people for road usage that is targeted at areas of congestion, at the times congestion occurs.

It's a popular idea, with over half of road users responding to a committee survey saying they support road pricing – only a fifth was opposed.

In the short-term, the report says the congestion charge should be reformed to better reflect the impact of vehicles on congestion. The daily flat rate should be replaced with a charging structure that ensures vehicles in the zone at peak times, and spending longer in the zone, face the highest charges.

The report also recommends:

- Reducing restrictions on night-time deliveries
- Piloting a ban on personal deliveries for staff
- Reconsidering 'click and collect' at Tube and rail stations
- Devolving Vehicle Excise Duty to the Mayor



The London congestion charge could be on the way out after criticism from the London Assembly transport committee

- Piloting a local Workplace Parking Levy.

Caroline Pidgeon, chair of the London Assembly transport committee, said: "Something dramatic has to be done about the enormous congestion problem on London's roads."

Costing dear

"The issue is costing our city money and costing Londoners their health and wellbeing. Transport for London (TfL) is doing a lot to tackle congestion, but not enough. Road pricing would be a fairer approach, as road users would pay according to how much they contribute to congestion."

However, any proposed road pricing scheme to replace the

congestion charge should target drivers who have a choice whether to use London's roads, says the Freight Transport Association (FTA).

It says that congestion is the biggest problem facing transport in London and it is pleased to see it being addressed in the committee's report. But Christopher Snelling, FTA's head of national and regional policy and public affairs, said FTA had concerns over the complexity of a planned road pricing scheme and the cost impact on London's businesses and freight transport operators.

"The Assembly surveyed car drivers to see if they would change behaviour but not commercial operators," said Snelling. "Unlike car drivers, we don't operate at a time of our choosing but respond to customers' requirements – ie the needs of London's businesses."

"If road pricing is not just to be a tax on London it needs to focus on those who have an alternative – mainly the car or taxi user."

Something has to be done about the enormous congestion problem on London's roads. The issue is costing our city money and costing Londoners their health and wellbeing

74% of white van drivers say Brexit will be good for business

New Vanarama survey shows where the hearts of our readers lie

It's official! The Vanarama Brexit Survey shows that 74% of the UK's van-driving small business owners can't wait for Brexit because they believe it will be good for their business – and 70% would vote to leave the EU all over again.

Following prime minister Theresa May's Brexit speech, Vanarama – the UK's largest independent commercial vehicle leasing company – surveyed over 1,000 small business owners and Vanarama customers (1,073 to be precise) to find out exactly what they think about Brexit and what they want to see happen when the big break finally happens.

The top six key findings are:

- 74% think Brexit will be good for their business
- 70% would vote to leave the EU if the vote was held again tomorrow
- Van drivers rate Theresa May's leadership 6/10
- 64% want tighter restrictions on the UK's borders
- 62% want the UK to stop payments to EU budgets
- 71% think their businesses will grow in 2017.

Vanarama CEO Andy Alderson said: "It's great to see our customers across the UK leading the way towards Brexit with such positivity



Van drivers are overwhelmingly in favour of pulling out of the EU

and energy. Van drivers are the backbone of the British economy – they're tradespeople, small business owners, entrepreneurs, family members – and it's encouraging to see them so keen to grab Brexit with both hands.

"The results are a fantastic demonstration of that get-up-and-go attitude small businesses in the UK are known for."

As part of the survey, the firm asked customers to explain exactly why they thought Brexit would be so good for their businesses, and they got some hugely positive answers.

One small business owner was bullish about the state of his

business: "Business has improved since the vote. People appear to have confidence in spending money."

Others took a larger view, saying: "In the long-term, Brexit will be better for all British businesses."

Another added: "There are more opportunities outside the EU than there are in it. It's a big wide world out there to be traded with."

One said: "Whatever happens after Brexit, I will have to adapt accordingly...and my plan is to never go backwards."

- Take a look at the full report here: www.vanarama.co.uk/vanaramabrexit2017.html

More and more van operators are realising the benefits of telematics, says MiX

A growing number of light commercial vehicle and car operators are turning to telematics in order to drive the efficiency and performance of their fleets. So says MiX Telematics, adding that future LCV fleet take-up will also see more advanced safety features deployed.

Marc Trollet, managing director of MiX Telematics Europe and North Africa, said: "While the heavy commercial sector is

sure to be at the vanguard of developments, our light commercial vehicle business has also increased significantly over the past year or so."

He added: "Currently, most light duty vehicle fleets typically require the basic telematics features, such as asset tracking, mileage, MPG and driver behaviours for safety, but we are confident they will follow the heavy sector by progressively

introducing other services, such as in-cab camera technology, to enhance the safety of their drivers out on the road."

In particular, MiX says in-cab technology solutions will become more popular as fleets look to enhance driver safety and reduce road risk.

Other technologies also likely to see increase fleet take-up include collision avoidance technology and driver fatigue solutions.

**OUR
LOWEST
EVER
YUKON
MONTHLY
PAYMENTS**

ISUZU D-MAX YUKON

FROM ONLY **£195**[†]

PER MONTH +20% VAT. BUSINESS CONTRACT HIRE

INITIAL RENTAL £2,335.80 +VAT. 23 MONTHLY RENTALS OF £194.65 +VAT. EXCESS MILEAGE CHARGE OF 10.95p PER MILE +VAT AND RETURN CONDITIONS APPLY. PROVIDED BY ISUZU CONTRACT HIRE.



THE ONLY PICK-UP THAT OFFERS: **3.5 TONNE TOWING*** + **4X4 SHIFT-ON-THE-FLY** + **38.7 MPG COMBINED*** + **125,000 MILE 5 YEAR WARRANTY****

ISUZU
THE PICK-UP
PROFESSIONALS

Call 03303 335119 or visit isuzu.co.uk

†Isuzu D-Max Yukon Manual Fuel consumption in mpg (l/100km): Urban 31.7 (8.9). Extra Urban 44.1 (6.4). Combined 38.7 (7.3). CO₂ emissions 192g/km. MPG figures are official EU test figures for comparative purposes and may not reflect real driving results. For model specific figures please contact us directly or visit www.isuzu.co.uk

‡Important Information. Business users only. Rental amounts shown are for an Isuzu Yukon Double cab Commercial Vehicle On The Road with manual transmission, excluding special paint finish. Contract based on 10,000 miles per annum, non-maintained. Vehicle must be returned in a good condition to avoid further charges. Subject to status. Provided by Lex Autolease Ltd trading as Isuzu Contract Hire, Heathside Park, Heathside Park Road, Stockport SK3 0RB. Available at participating dealers only. Excludes motability and fleet sales, not available in conjunction with any other offers or with BASC or NFU member discounts. Available until 31st March 2017. *3.5 tonne towing applies to all 4x4 models. **125,000 miles/5 year (whichever comes first) warranty applies to all new Isuzu D-Max models. Special paint finishes extra at £400 excluding VAT. Finance options available at participating dealers, subject to status. Terms and conditions apply. www.isuzu.co.uk

BUSINESS NEVER LOOKED SO GOOD



VIVARO LIMITED EDITION NAV

The Vivaro Limited Edition NAV looks the business, and is the business. With touchscreen satellite navigation to keep you on track and 17" alloy wheels to make the right impression, it's the real deal.

Call 0345 740 0777 or visit www.vauxhall.co.uk/vivaro

COMMERCIAL VEHICLES

The Wheels of Business



VAUXHALL

Official Government Test Environmental Data. Fuel consumption figures mpg (litres/ 100km) and CO₂ emissions (g/km). Vivaro Panel Van range: Urban: 35.3 (8.0) - 40.9 (6.9), Extra-urban: 42.8 (6.6) - 51.4 (5.5), Combined: 40.9 (6.9) - 47.0 (6.0). CO₂ emissions: 178 - 155g/km.*

*Fuel consumption information is official government environmental data, tested in accordance with the relevant EU directive. Official EU-regulated test data are provided for comparison purposes and actual point in time. Correct at time of going to press.

performance will depend on driving style, road conditions and other non-technical factors. General Motors UK Limited t/a Vauxhall Motors reserves the right to change, amend or withdraw this offer at any

Want to clean up Britain's air quality? Eminent professor says:

Forget technology – tackle traffic congestion instead

Van and truck manufacturers are spending billions of pounds developing engines which will save a few miles per gallon fuel when massive savings could be made simply by improving the roads on which they run.

The revelation was made by David Cebon, professor of mechanical engineering at Cambridge University, who has also pointed the finger at empty running and excessive packaging as things which were bad for fuel economy.

Prof Cebon said: "Starting and stopping is your big enemy. Every time a van or truck has to accelerate, it is wasting fuel. Congestion for trucks is costing the UK 3,000 gallons of fuel per mile per day.

Worse problem

"So the result is we have nighttime curfews so ensure all trucks hit road at 7am when people are trying to get kids to school! Starting and stopping is such an important thing but we can get carried away with other measures to cut emissions."



Prof David Cebon

"Every time a van or truck has to accelerate, it is wasting fuel. Congestion for trucks is costing the UK 3,000 gallons of fuel per mile per day"



Massive savings could be made simply by improving our roads

In a highly entertaining yet hard-hitting speech at the recent conference organised by the Institute of Road Transport Engineers (IRTE), Cebon pointed out that the bigger the vehicle, the more efficient it was to carry goods.

Family cars, he said, were the least efficient way of transporting cargo, so he advocated greater use of home deliveries for shopping.

His solutions for cutting emissions included ensuring tyre pressures were correct, use of low rolling road resistance tyres, telematics, better routing of trucks to avoid congestion, avoiding empty running and cutting down on packaging, which meant that vans and trucks could hold more cargo.

Running through the alternative fuels that were available at present,

Cebon was highly critical of electric vehicles. He said: "Electric vehicles are just as bad as diesel vehicles bearing in kind how the electricity is made (from coal-fired power stations in the UK) and they will continue to be until we can decarbonise the electricity grid."

He praised bio-gas but pointed out that as it came from rubbish tips, there was a limited supply of it, which would cut out mainstream use.

Sexy but stupid

He also praised LPG and CNG but dismissed hydrogen as "sexy but stupid". As for autonomous vehicles, he said: "Let's not waste our time even thinking about them".

He also dismissed the idea of drones delivering parcels as "the most stupid idea ever".

Finally Cebon told delegates: "We should be lobbying the government over higher capacity trucks. All the problems we have could be alleviated by using them."



Some medical conditions need to be registered with the DVLA

You could be driving your van illegally!

A new study has revealed that there's a real risk that 3.4 million people are driving with a medical condition that they are supposed to have told the DVLA about. If you have one of these conditions and don't let them know, you are driving illegally and could be prosecuted.

The study, by Direct Line, calculated that almost one in ten people have a notifiable condition – which is around 3.4 million of the 35.3 million drivers. The conditions include visual impairments, diabetes, heart conditions or epilepsy.

The study found that 9% of drivers have a heart condition, 8% have had a stroke or mini stroke, 7% have diabetes, 7% have a physical disability, 5% have a brain injury, 3% have a visual impairment and 1% suffer from epilepsy.

When asked why they hadn't made the disclosure, 51% said it was because they presumed their condition didn't affect their ability to drive, while 14% said they didn't know they were meant to, 5% didn't see why they should and 4% had never thought of it. One in 20 didn't mention it to the DVLA out of fear they would have their licence taken away.

If you don't let the DVLA know you could be fined up to £1,000

and risk prosecution. Admittedly, there's every chance that you won't be caught or prosecuted, because last year only 64 people were found guilty and sentenced in court for offences relating to non-disclosure of medical issues. That's around 1% of the total who are likely to be guilty of the offence.

However, that's no excuse for non-declaration, because there's the very real risk you could harm yourself or others, and if you are involved in an accident the consequences could be even more severe.

Impact on ability

Gus Park, director of motor at Direct Line, commented: "With some medical conditions having more of an impact on driving ability than being over the drink-drive limit, it's frightening that almost one in 10 motorists drives with a notifiable medical condition they have not reported to the DVLA."

"It's clear that there's no deterrent for those flouting the law in this way, as shown by the small amount of people convicted."

● If you have a medical condition and are unsure if it should be disclosed to the DVLA, then you can check online. Visit: www.gov.uk/health-conditions-and-driving

Deliveries in London are getting harder

Some 96% of transport operators questioned by the Freight Transport Association (FTA) say delivering in London is harder than five years ago – with congestion, restricted delivery times and excessive compliance schemes among the reasons cited.

The survey, carried out in partnership with Road Transport Media (RTM), quizzed operators on their experiences in the city and asked about issues including penalty charges, vulnerable road users and the London Lorry Control Scheme. The majority of respondents named increased traffic as the biggest concern.

Congestion worst

Christopher Walton, RTM group managing editor, said: "Congestion is overwhelmingly the number one factor when it comes to the challenges of delivering in London, with vulnerable road users and too many compliance schemes both very close in second place."

FTA's head of policy for London, Natalie Chapman, added: "FTA believes there are many improvements that can be made without compromising the efficiency of transport operations, such as reforming night-time delivery restrictions, avoiding lorry bans and increasing enforcement of existing HGV legislation."



Crafter is the new master of panel vans

It's fresh from the nuts and bolts upwards, it's made in Poland and it's brilliant! Meet Volkswagen's latest heavyweight contender. John Threadgold reports

There are minor facelifts, midlife revamps, upgrades and fresh models – but we rarely get the chance to test a van which is totally new from the nuts and bolts upwards.

Such a vehicle is the new Volkswagen Crafter, which goes on sale in April and hails from the firm's new plant at Wrzesnia in Poland.

Until now the Crafter had been built by Mercedes-Benz at its Dusseldorf factory in Germany

and was a clone of the Sprinter, albeit with a different front end and engines. But that arrangement has been axed – for reasons not made public – and this new van is a VW through and through.

There are no prizes for guessing where the designers got their inspiration – the new Crafter looks every inch like a Transporter on steroids. And as the smaller model is generally recognised by the experts to be about the best van



in the world at present, giving the two vehicles a familiar face would appear to be a wise move.

The new Crafter is a hugely important launch for Volkswagen, as the old model was somewhat the Achilles heel of the range. While the Caddy and Transporter sell well, the Crafter has always lagged behind its twin the Sprinter.

So sitting at No 2 in the sales charts behind Ford, the German manufacturer believes with a fresh heavy van on tap, it could finally challenge the blue oval for supremacy.

Volkswagen has been drip-feeding the press with symposiums, static launches and factory visits for some months now, but we finally got the chance to get behind the wheel of this new offering in Almeria, southern Spain.

Dazzling array

The Crafter is being offered in a dazzling array of different formats and comes complete with a host of hi-tech gadgetry which would have been unthinkable even five years ago.

When the full range is rolled out during the coming year, there will be panel vans, single and double-cabs, dropsides and tippers and gross vehicle weights will go from 3.5-tonnes to 5.5-tonnes. There will be three lengths and three roof heights and drivetrains will be front wheel drive, rear wheel drive and 4Motion. Under the bonnet goes an updated version of Volkswagen's current Euro 6 2.0-litre turbodiesel powerplant which will offer on average 15% better fuel economy than even its present Euro 6 version.

Three power grades will be on

offer – 102bhp, 140bhp and a biturbo 177bhp – and all are mated to six-speed gearboxes and feature stop-start as standard.

The engine is mounted transversely and has been tilted over at an angle of 8% to allow a little more room for occupants in the cab.

On the safety front, in addition to the now mandatory ESP and ABS systems, Volkswagen will be offering Lane Assist, Park Assist (which parks the vehicle automatically), Trailer Assist (which helps when reversing with a trailer), adaptive cruise control which applies the brakes automatically if a shunt is imminent, automatic post-collision braking and light Assist and side wind assist. All new Crafters will feature four airbags.

Meanwhile the steering system has been redesigned and is now first

in class with a electro-mechanical set-up which, Volkswagen claims, makes it the safest, easiest and most comfortable vehicle in its class to drive.

The Crafter also claims a class-leading drag co-efficiency factor of 0.33Cd, another reason for the better fuel economy.

Electric version too

Volkswagen has even revealed an eCrafter which is planned to be tested out with certain European fleet operators during 2017. The batteries are located under the floor so that load volume is not affected and this variant has a gross vehicle weight of 4.4 tonnes. At the launch, however, VW bosses said there were no plans at present to build a right-hand drive version.

First front-wheel drive versions will arrive in the UK in April, followed

First drive: Volkswagen Crafter

► by rear-wheel drive vans towards the end of the year. Chassis-cab versions won't be here until the end of 2017, followed finally by passenger and minibuses in 2018.

Side wind assist and post collision assist will certainly be standard as they will come ready fitted from the factory but most of the other hi-tech safety systems are likely to remain as extras.

We were expecting big things from the Crafter and having driven three different versions at the launch in Almeria, we weren't disappointed.

This van has already been voted International Van of the Year even before it has gone on sale and we could well see why the judges made this decision after just a few minutes behind the wheel of our first test van.

The Crafter now looks much more in keeping with the Volkswagen 'family face' and all three versions, Caddy, Transporter and Crafter, now look much more together than in the past.

Plenty of padding

Our test vans all came liberally swathed in plastic to protect them from minor bumps and scrapes and the vans all came with a half load on board, to give us a better idea of what they will drive like under real-life conditions.

Climbing aboard, the doors feel heavy and well made and all shut with a satisfying and very upmarket thwunk. The seats are very much like those in the Transporter – fairly firm, figure hugging and superbly supportive for long journeys.

There are some nice touches in the cab, such as a large overhead storage space, coffee cup holders



on top of the dash and both USB and 12-volt takeoffs too, so sat-navs and other devices can be plugged in without having wires trailing all over the place.

The only real disappointment was the styling of the dashboard. It certainly won't win any prizes in a beauty contest and is very much a case of function over form. Having said that, all the knobs and switches are easy to reach so most fleet buyers won't be bothered by such nitpicking.

Lowest first

First up was the lowest powered 95bhp version in medium wheelbase format and despite its relatively diminutive output, it didn't appear underpowered at all, apart from on the odd steep incline on one Andalusian mountain. For round town work and medium journeys we felt this was the ideal fleet choice.

For our second test we ramped

up to the 140bhp, again in medium wheelbase format and the power was sure and strong right up to motorway speeds – the surefire choice for longer journeys.

Top-rating

The only version that is likely to need the top-rated 177bhp engine is at 5.5 tonnes and with heavy loads to be shifted over long distances.

Our drive in this fire-breather proved an exhilarating experience, with no shortage of oomph even on the steepest of hills.

For fleet purposes – and for firms with heavy-right-footed drivers – this engine choice is probably best avoided.

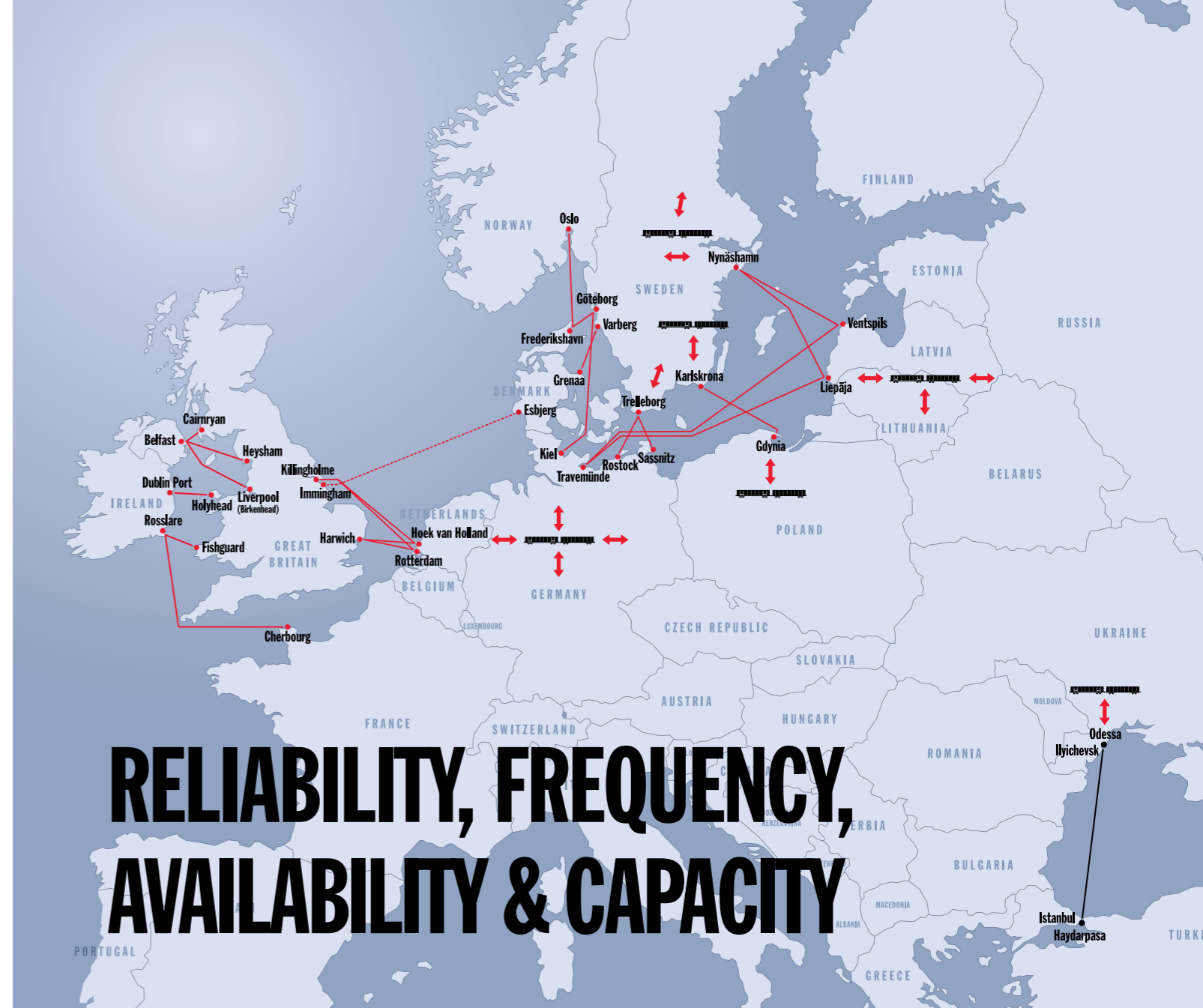
It seems incredible that all this power can emanate from a single 2.0-litre turbodiesel engine, but technology has advanced to such a stage now that virtually any amount of power can be "dialed in" by simply remapping the engine management unit.

The built-in sat-nav unit is Volkswagen's own and this, too, proved a disappointment. Myself and my co-driver soon came to curse it after it led us wrong twice, once taking us right off road into a patch of scrub land where we had a problem getting out again.

It didn't have a bird's eye view option either. Give us a TomTom unit any day.

Spec sheet

Gross vehicle weights (kg):	3,500 - 5,500
Power (bhp/rpm):	102/3,250-3,500 - 177/3,600
Torque (lb-ft/rpm):	221/1,400-2,250 - 302/1,500-2,000
Load volume (cu m):	up to 18.4
Payloads (kg):	n/a
Comb fuel economy (mpg at 3.5t 140bhp):	38.17
CO2 emission (g/km at 3.5t 140bhp):	193
Basic price (ex-VAT):	from £23,500

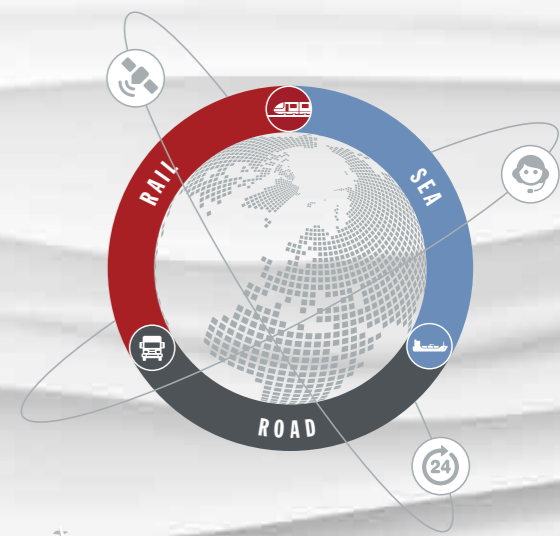


RELIABILITY, FREQUENCY, AVAILABILITY & CAPACITY

WE LINK SEA, RAIL & ROAD TRANSPORT SYSTEMS!

The route network is a complete, one stop freight transportation tool. The range of routes and vessels lets you choose crossings that best suit you and your customers' needs.

The network is easy to access wherever you are!



Iveco gets down and dirty with 4x4 Daily

Words: James Raymond
Photography: Iveco

Iveco is renowned as a heavy truck manufacturer, with its best-selling Cargo (Iveco Ford Cargo, then subsequently Eurocargo) catering for the lighter end of the truck market, and Daily covering the panel van sector.

A conscious decision by the Italian truck manufacturer's boffins saw them enter a wider variety of markets during the late 1990s-early 2000s.

They said then they were going to begin targeting niche markets – those which had a relatively small customer base but which Iveco saw as nevertheless important revenue streams which they could tap into.

One of those niche markets was what could best be described as the medium-weight off-road sector which traditionally services utility and forestry companies.

Operators in these fields need a versatile off-roader which can also be driven on the road at a decent enough speed which will ensure it doesn't become a rolling road block and an obstacle to other road users.

The Iveco Daily 4x4 is the result of a development process by the Italian truck manufacturer to produce just such a vehicle. Obviously the direct competitor to the Daily 4x4 is Mercedes-Benz's Unimog.

The Iveco Daily as tested here is

the 4x4 55S17DW version with the Euro 6 engine. Equipped with the Iveco Daily 4x4 standard cab (a crew cab is available), it has comfy seats for both the driver and passenger.

Engine is Iveco's in-line four-cylinder, four valves-per-cylinder 3.0-litre 170bhp diesel with direct injection fuel system, turbo intercooler and variable turbine.

Gearbox is the six-speed synchromesh with overdrive 2840.6OD with Iveco transfer box and electrohydraulic differential lock. First gear ratio is stated as 5.373:1, while sixth gear ratio is stated as 0.791:1.

Underneath gubbins

The front drive axle is a rigid, single reduction with 1:4.875 ratio (standard diff lock), the rear drive axle is a rigid, single reduction 1:4.875 ratio (standard diff lock). Front suspension consists of parabolic, three-leaf, while the rear suspension is four-leaf parabolic. Stabiliser bar and hydraulic telescopic reinforced shock absorbers are fitted front and rear. What all this adds up to is a package perfectly suited to on-off-road operations

The Daily 4x4 is designed as a high-performance go anywhere vehicle which can carry payload to areas which are inaccessible to most other commercial vehicles. Daily 4x4 has a tough, open oblong chassis with closing plate longitudinal side-members and tubular cross-members.



The pressed steel unitary cab is mounted on rubber bushes. The truck is subject to an anti-corrosion process which includes full cathaphoretic dipping, it is fully undersealed and there are galvanised box sections and zinc-plated panels in all vulnerable areas. So it isn't going to rust out any time soon!

Once behind the wheel, accessing the cab is via a rung-type step, which is useful for scraping the muck from muddy boots before driving. The Daily 4x4 has 30 cm ground clearance, so the high-set driving position offers excellent visibility. A 50-degree approach angle and 30-degree exit angle means the truck can tackle steep ascents and descents. A 3,500 cm wheelbase increases its off-road capability and reduces likelihood of it becoming stranded.

The cab is spacious enough (drivers won't be in it long, so masses of storage space isn't high on the priorities list) and the dash layout is logical and driver-friendly. Dials and gauges are easy to read and switches nice and chunky and easy to use without diverting the driver's attention. The main gearstick protrudes from the

dash and has a short throw, making it easy for the driver to slip through the gears. The six-speed gearbox has overdrive in sixth, and a central transfer box has two reduction stages that give a total of 24 forward speeds – a split of 12 for on-road (6x2) and what 'trail use' (higher speed terrain, but not Tarmac) and another 12 (6x2) for off-road use. It also has four reverse gears. Gear levers for these are to the left and next to the driver's seat. The mirrors give a good account of what is behind and/or alongside you, and large areas of glass offer good all-round visibility.

Millbrook testing ground in Bedfordshire was the setting for a day's testing of the truck. The three-litre 170 bhp Euro 6 engine powers the Daily across and through anything and everything you care to throw at it.

Stiff suspension and a taut chassis mean no roll or wallowing on corners, the steering is precise and the brakes are superb, with great feel and response, even when tackling tough off-road conditions.

The 12 speeds proved more than adequate for trails we had to follow to get us out into the wilds. Then, in

off-road mode we tackled the worst the course could offer. A lake was traversed, the Daily having a deep wading capability.

We tackled muddy hills with slippery approach and departure tracks – the manual transmission meaning if you have to snatch a quick gear change, you can – and the truck never faltered.



The military uses parts of the testing ground to trial vehicles and equipment and some areas where we chose to go had obviously been recently visited by wheeled and tracked vehicles and had suffered considerable 'grooving' as a consequence.

But, with the 4x4 Daily either straddling the deep tramlines or with one side dropped into them, it just kept on going.

Toughest test

One of the toughest tests was going through a 'dunk' pool, a sort of vehicle bath, with extremely steep approach and departure angles and a deep pool in the middle. The front of the Daily 4x4 nosedived into the water levelling out and after a short plod through the water, a stab on the accelerator brought the revs right up and we exited the pool with water gushing off the chassis.

The Daily 4x4 proved itself a hugely competent off-roader. It has strong climbing ability, wide approach and departure angles, in-cab comfort is excellent, it boasts 24 gears with three differential locks, so tackling any hill won't present any problems.

When you are working in tough off-road environments, the last thing a driver needs is to have to worry about whether his vehicle will get him to his destination safely and on time. If he is driving an Iveco Daily 4x4, he can rest assured he'll get there!

Meet Ford's latest muscletruck

Ford ups the ante in the 4x4 truck sector with a stunning contender groaning with fresh technology. John Threadgold reports

If you are looking for a new 4x4 truck at present, there are certainly plenty to choose from. Mitsubishi has recently relaunched the L200, Nissan has upgraded the NP300 Navara, Toyota has launched a new Hilux and if that wasn't enough, Fiat and Renault are entering the fray respectively with the Fullback (rebadged L200) and Alaskan (rebadged Navara). And the blue oval has launched its latest muscle truck in the form of the new Ranger – and, it is

making some pretty big waves. To be honest, there isn't a fag paper between the lot of them – they all drive superbly, handle well on and off-road and will take more punishment than most drivers dare give them. So buying choices may well come down in the end to price alone. There are three variants on offer – single-cab, king-cab and double-cab, together with four spec levels – XT, XLT, Limited and Wildtrack. Basic versions have as standard

steel wheels, silver grille, body-coloured bumpers, ESP with traction control and emergency brake assist, a DAB radio, heated windscreen, electric mirrors and windows and front, side and knee airbags. XLT adds alloy wheels, foglights, side steps, air-conditioning, voice control for connected media, cruise control and a tyre pressure warning system. Limited models add bigger alloy wheels, tinted windows, sports bars, heated leather seats and rear

parking sensors while Wildtrack has even larger alloys, titanium effect front grille, special seat trim and floor mats and a reversing camera. Prices go from £18,871 to £31,494 ex-VAT.

Drivetrains

Ford offers two engine choices – a 2.2-litre four-cylinder unit pumping out 160bhp and 385Nm of torque and a 3.2-litre five-pot version with 200bhp and 470Nm of torque. The Euro 6 engines is that they offer up to 17% better fuel economy than the ones in the previous model, with fuel economy figures on the combined cycle ranging from 31.7mpg to 43.5mpg

Load area

While buyers will be able to add any number of hard tops to their

vehicles (for a price), the basic Ranger comes with an empty cargo area, albeit with macho bars on the upper spec models. All but the basic models have plastic wipe-clean load liners which we reckon are an essential item to stop the rear end from gouges and other general damage. There are more tie-downs points than you can shake a stick at and a good solid fold-down tailgate at the rear. Cargo beds are all 1,560mm wide, while lengths go from 1,549mm to 2,317mm on the single-cab version. Payloads go from 1,033kg to 1,269kg, while towing weights go from 1,800kg to 3,500kg. Bear in mind that if you tow anything which bumps up the combined weight of the vehicle and trailer over 3.5 tonnes, you'll need a tachograph fitted.

In-cab comfort

Anyone over a certain age

(like us!) will well remember how excruciatingly uncomfortable the old 4x4 trucks were to drive. Some of them could shake your fillings loose even on reasonable A roads. Ride and handling have come on in leaps and bounds since then of course and today trucks like the Ranger are just as comfortable as big cars. We tried a variety of models on our test drive and all featured wide, comfortable seats with lots of side support – either in cloth or leather. Even the single-cab version offers plenty of legroom and while all five seats in the double-cab are generous, we wouldn't really recommend the king-cab rear seats for long journeys. There are plenty of items such as coffee cup holders and grab handles, plus a little sunglasses case in the roof, which we thought was a rather nice touch. All Rangers now have DAB radios plus a USB port.



Spec sheet

Gross vehicle weight (kg):	3,200
Power (bhp/rpm):	160/3,700-200/3,000
Torque (lb-ft/rpm):	284/1,500-2,500 - 346/1,500-2,750
Load volume (cu m):	n/a
Payload (kg):	1,033-1,269
Comb fuel economy (mpg):	31.7 - 43.5
CO2 emission (g/km):	171-234
Basic prices (ex-VAT):	£18,871 to £31,494

First drive: Ford Ranger

► Safety

Technology abounds in the new Ranger, although to be fair much of it will have to be paid for. There's a lane-keeping alarm system and a forward alert and collision mitigation system which will help avoid shunts by applying the brakes if the vehicle feels itself in an emergency situation.

There's also front and rear parking assist, adaptive cruise control and traffic sign recognition which will alert drivers when they are entering a speed restriction zone.

Of course all commercial vehicles now have to have ESP and the Ranger's system comes with added traction control and emergency brake assist too. There's also a host of new gubbins for helping the vehicle off-road – we'll come to them in the next section.

Behind the wheel

Ford offered us all three variants for testing, so we started off in the

bottom spec single-cab version and worked our way up. We weren't expecting a great deal here to be honest but were pleasantly surprised as climbing aboard, it didn't feel like we were being fobbed off with a downmarket vehicle only fit for mucking out pigs.

This "cooking" version features wide, comfortable seats with plenty of side support, two 12-volt take-off points on the dash, electric windows and a USB port. There are also proper carpets on the floor in place of the usual rubber mats and even cloth inserts in the side panels. It featured a plastic cargo liner but this turned out to be a £250 option.

On the road, however, the long-throw gearstick offered nice slick changes, corners were handled with aplomb and all in all, we were pretty impressed.

Moving up to a double-cab 3.2 auto felt like stepping out of a Wimpy Bar and into the Ritz, with sumptuous leather seats, a much

more upmarket interior and any number of bits of bling (which of course all have to be paid for, as can be seen from the price lists).

The five-pot unit emits a meaty growl and with a stonking 470Nm of torque on offer there's not much that will stop this truck in its tracks.

On a pukka off-road route in Buckinghamshire we switched to the double-cab 2.2 auto and found this variant well capable of handling the various steep hill climbs, hairy descents and deep rivers.

The Ranger has a best in class wading depth of 800mm (compared to the Land Rover Defender's 50mm) and with both Hill Descent Control and Hill Hold Control as standard, we simply took both feet off the controls during the scary bits and let the truck do the work itself. It does rather take the fun out of things for us experienced off-roaders but then again if it helps save a life then it's all worthwhile in our book.

Do you recognise this man?

Perhaps not.

His name is Dan Harris, Operations Manager at Cargo Express, and he recognises the importance of an efficient, compliant and, above all, a safe fleet of trucks.

That's why he's a member of **FORS**; the Fleet Operator Recognition Scheme. He's also achieved Bronze status – the 4,000th **FORS** member – meaning that specifiers and contractors want to get to know him better.

Isn't it time you were recognised, too?



Safety, efficiency, environment
www.fors-online.org.uk 08448 09 09 44



EMPLOY A HARDER GRAFTER

The last thing you need is a slacker on your team, so we've built you a tough little truck. The Isuzu 3.5t Grafter – rugged, reliable and a damn good worker.

Powered by our bulletproof 3.0 litre diesel engine, it has a gross train weight of 7 tonnes. So it can even tow its own weight.

In fact it's so tough we've put our money where our mouth is – every Grafter comes with a full manufacturer's 3-year **unlimited** mileage warranty.

There's no room for slackers, so get yourself a Grafter.

To find out more give our team a call on **01707 282930**, visit isuzutruck.co.uk or email info@isuzutruck.co.uk



www.isuzutruck.co.uk  

Isuzu Truck (UK) Ltd 20 year anniversary – 2016
Isuzu Motors Ltd Japan: A century of engineering excellence



Hero or duffer – which one sums your firm up?

My Christmas shopping experience made me realise what a huge gap there is between the good firms and the bad ones

I don't know how you lads and lassies out there do your Christmas shopping but the Mem Sahib and I largely order our stuff online now. We certainly don't join the Black Friday bunfight in the High Street or indeed queue up for hours in Asda buying parsnips and cranberry sauce as the big day approaches.

Of course buying online gives me an excellent chance to look at all the vans and drivers who deliver to our house, as

a lot of my work is done at home in my spare bedroom, which has been converted into a nice cosy office. And what amazes me about all these delivery drivers – some of whom no doubt are readers of this very magazine – is the vast chasm of difference between the good ones and the bad ones.

Let's look at the bad 'uns first

I'm not going to name names and point fingers

here but the firms should know who they are.

The Mem Sahib bought an electric iron, which was delivered to our house with no prior warning of time or day and as luck would have it, we weren't in. A scruffy note was shoved through the door asking us to either pick said iron up from a depot 20 miles away or call to make another appointment.

We called and asked for the parcel to be delivered the next day.

Could they give us a rough time so we could make sure we were in?

No they couldn't. Some time between 7am and 6pm was the best they could do.

We waited in all day and no-one arrived so we phoned again and were told the driver had banged on the door but no-one was in so he had "left the parcel in a safe place".

In fact, we were in and when we found the parcel it had been thrown over our side gate, smashing the iron to bits in the process.

Story number two involves the delivery of some new business cards for yours truly

I had paid what I thought was rather a high price at a local printer's for the last lot and found some on the internet for £16 for 250.

I emailed them my design and the very next day got both an email

back from the printer and a text from the delivery firm to say the cards would be at my door between 11am and 12 noon the following day and the driver would be Abdul.

Big smile

At 11.50am Abdul arrived in a smart van with a smile on his face and my cards were here with no fuss and bother.

Quite how the printer made a profit on that deal I really don't know, but that's another story!

So – which company would you want to do business with? And tell me honestly – do you see any similarities with your firm in either story, even if it isn't a courier business?

My point is that smart, efficient firms will flourish while the duffers will drown and although I know it costs money to invest in lots of new telematics technology, this investment will pay for itself over and over again in the future.

My advice to you all is to sit and think hard about the way your business and your vans are run.

With enough thought and a look back at a few old issues of this magazine for advice, I'll bet you can think of a few ways to improve it.



In a time where Image is everything!



- All decoration carried out in-house in the UK
- Greater control, you're dealing direct
- High volume capacity & price breaks
- Low volume flexibility
- Give the team at Ultimate ID a call today



Suppliers of Decorated Workwear,
High-Visibility Specialists, Corporate Uniforms & PPE
In-house Embroidery & Print Service
www.ultimateid.co.uk
sales@ultimateid.co.uk
Tel: 01773 810466



Fleetshield
Van Conversion Specialists

First stop for all your light commercial vehicle conversion needs



Linings & Roof Racks
Shelving & Storage
Security & Protection
Vinyl Graphics

Tel: 01787 223739
web: www.fleetshield.co.uk

Introducing

PRO STEP™

A great new product for trade van users from Tow-Trust Towbars Ltd

For details call 01827 717412 or log on to:



www.tow-trust.co.uk



Don't let thieves ruin your business!

LOCKS 4 VANS

offers class-leading security solutions

- UK's Largest Automotive Deadlock and Slamlock Supplier
- Electric Locks, Shutterlocks and Limpet Style Locks
- Thatcham Accredited and Attack Tested
- UK Manufactured Vehicle Specific Van Lock Kits
- Nationwide Network of Installation and Service Specialists



Who we are, what we do...

Locks 4 Vans was established in 2003 and has rapidly grown to become the largest automotive supplementary locking company in the UK and probably in the world, operating from a modern 6,000 square feet production facility in Gravesend. Further affiliations include membership of the Master Locksmith Association and Automotive Locksmith Association.

The company is justly proud that three of its products have been accredited by the Motor Industry's Test House at Thatcham.



Call 01474 560077 or log on to: www.locks4vans.co.uk

NEW DAILY E6 BUSINESS INSTINCT



The COMMERCIAL VEHICLE SHOW 2017
25 - 27 April
NEC BIRMINGHAM

We're exhibiting at the Commercial Vehicle Show 2017
Stand 3B65
-see you there!

**CLASS EXCLUSIVE
8-SPEED
AUTOMATIC GEARBOX**
For best comfort and safety

**OUTSTANDING
FUEL ECONOMY**
With a choice of ECO PRO
or POWER modes

**UP TO 10% LOWER
MAINTENANCE
AND REPAIR COSTS***
With record reliability and durability
*Vs manual transmission

**UNRIVALLED
PERFORMANCE**
2.3-litre and 3.0-litre engines,
Up to 205 hp and 470 Nm

NEW DAILY HI-MATIC. THE ABSOLUTE DRIVING PLEASURE.

The New Daily Hi-Matic E6 is the right choice to develop your business. With its new Euro 6 engines coupled with the first 8-speed automatic gearbox in the industry, providing more power, lower fuel consumption and best in class cost of ownership, its increased comfort and advanced connectivity, it is your perfect business partner.

GUEST
Truck and Van

SHERWOOD
Truck and Van

The UK's largest Iveco dealer group.
Dedicated sales line: **01772 426 704**

IVECO

Your partner for sustainable transport

www.iveco-dealership.co.uk/guest-sherwood

Birmingham
Tel: 0121 359 5888
Boston
Tel: 01205 589 000

Cambridge
Tel: 01223 861 371
Coventry
Tel: 02476 584 488

Leicester
Tel: 0116 226 5100
Nottingham
Tel: 0115 978 7274

Peterborough
Tel: 01733 727 100
Sheffield
Tel: 0114 269 3230

South Normanton
Tel: 01773 863 311
Stoke-on-Trent
Tel: 01782 214 490

Thetford
Tel: 01842 880 088
West Bromwich
Tel: 0121 553 2737

Wolverhampton
Tel: 01902 352 888
gustruckandvan.co.uk
sherwoodtruckandvan.com