

LeasePlan Spring - Summer 2010 Newsletter

Editorial



Welcome to this new edition of our Newsletter LeasePlan 2010! It now includes a new section "Fleet interview" where you will find a fleet personality standing out by reason of its fleet management policy or the adoption of innovative measures.

This Newsletter also takes up the importance of having a well-structured, clearly defined car policy. Indeed, policy for the allocation of company cars must be sufficiently explicit to avoid ambiguities and prevent disputes. Discover our advice and do not hesitate to contact your commercial correspondent, who will assist you in defining the policy best suited to your organisation.

Enjoy reading our Newsletter and have a good journey with LeasePlan!
Bob Walté

Play along and win 3 entries to Mondorf Le Club

Win three entries for 2 people to **Mondorf Le Club** including access to the inside and outside Thermal Swimming Pool at 36°C, to the fitness installations, collective courses and the sauna area, including notably the completely new Sointi sauna.

Answer the following questions:

- The CAR-e premium has been doubled since 1 January 2010 for the cars with the lowest fuel consumption. What is the lowest CO² emission limit below which the premium received amounts to 1500 €?
 100 g/km 110 g/km 120 g/km
- How many people will take part in this competition?

Please send in your answer using the [online form](#) by 5 p.m. on 16 July.



Good to know

A straightforward car policy

A car policy, or policy for the allocation of company cars, is not just a list of vehicles authorised or unauthorised for different categories of staff. A carefully drawn up car policy simplifies relations with drivers since it constitutes a clear and transparent communication of the policy for the allocation of company cars.

A car policy worthy of the name determines specific conditions for the use of company vehicles which are binding both on the employer and the employees; it specifies and draws attention to all the key points.

Since it is a legal document, the parties must be clearly defined and both must sign it. This also applies to any subsequent change to the charter. For the fleet manager, the car policy is an increasingly used tool; it is also the document to which you refer if the least problem crops up.



Think of all the details

The car policy enables the company to specify how it runs its fleet: Who is entitled to a company car? What categories of vehicle does the company work with? While opting for vehicles respecting the strategy and philosophy of the business, consider users' motivation as the guiding thread. Do not forget, however, to take account of fuel consumption and CO² emission rates, since they have financial consequences. Maintenance costs, among other things, are also important: economies of scale might be worth a thought and it may ultimately pay off to opt for a preferred supplier.

The car policy also determines the recommendations for vehicle usage, that is to say, how the vehicle can and should be used: Can the employee's partner take the wheel? What about using it for private ends? What to do in the case of parental or sick leave?

Likewise, all matters relating to insurance must certainly be mentioned: What does the insurance cover? What costs are directly charged to the employee? Excess is a sensitive point since the relevant clause can differ considerably from one company to another and often gives rise to disputes. And what about regulating matters relating to fines, fuel, tyres, mileage...?

Think ahead

Lastly, it is essential to anticipate tax and legal changes relating to the fleet sector (benefit in kind, CO₂ tax, etc), since it is constantly changing. Taking this into account when developing the car policy will enable the fleet manager to better comprehend the risks.

The answers you give to all these questions will enable you to frame a clear, structured car policy. In short, thinking of all the details and setting them out in the car policy can save you a lot of trouble.

Campaign against improper parking

Respect is the watchword in the campaign launched by the City of Luxembourg and the police. Its target is parking in three areas in particular where this is prohibited. After a phase of awareness-raising, there will be prosecutions.

From 1 to 23 June 2010, the City of Luxembourg, in collaboration with the Grand-Ducal Police, has launched a [joint awareness-raising campaign](#) to point out to motorists the legal obligations with regard to **parking on bicycle lanes, in traffic lanes and in pedestrian areas.**

As we informed you last year, since 1 July 2009 we have maintained an account of all unpaid traffic fine reminders per customer with an invoicing of administrative fees. In case some of your drivers have not yet paid their traffic fines, we recommend you to strongly advise them to settle their due as quickly as possible in order to avoid reminders and the administrative fees attaching thereto.

Please note that in Luxembourg, only one reminder is sent out. If this "1st and last reminder" is not paid within the time limit set, a summons will be drawn up automatically, resulting in court proceedings.



In brief

Wine discovery

On 25 March this year, about a dozen of clients of LeasePlan had the chance of participating in a wine- and dish-tasting evening organised around the theme: "Languedoc Roussillon product of biological agriculture". Thus, they were able to discover some wines from the domain of Boucabeille (near Perpignan), carefully selected by our Sommelier Conseil Bernard Dupont. The wine list accompanied the gifted cooking of the Chef Laurent Dewever of the Restaurant l'Arpège, situated at rue Sainte Zithe in Luxembourg.

LeasePlan vehicles supporting the Red Cross

From 9 to 29 April this year, the Grand Duchy mobilised in favour of the Luxembourg Red Cross. For the 3rd year running, LeasePlan fully supported the Red Cross in its efforts to raise awareness and collect donations: thanks to the "[Fortnight of Donations](#)" stickers on our collaborators' vehicles and on some of our short-term vehicles, LeasePlan gave great visibility to the campaign again this year. In addition, LeasePlan showed its support for the activities of the Red Cross through a donation.

Driver survey

In order to help LeasePlan to improve the quality of its services, a major satisfaction survey was launched during March and April with drivers chosen at random from among the some 7000 users of LeasePlan vehicles! We thank them again for their valuable collaboration. For the second year running, TNS, the world leader in market research, was chosen for this task.

Fire extinguishers compulsory for vans

Since 15 June 2008, all newly registered vans, trucks, tractors for trailers and semi-trailers and special vehicles of over 3,500 kg (vehicles of categories N1, N2 and N3) must be equipped with a portable fire extinguisher with a minimum total capacity of 2 kg of powder. The same vehicles whose maximum authorised mass exceeds 12,000 kg must be equipped with a second portable fire extinguisher with a minimum capacity of 6 kg.

The extinguisher has to be fitted with a lead seal showing that it has not yet been used. It must also bear a currently valid conformity mark.

Since 15 June 2010, these provisions also apply now to **vehicles which were registered before 15 June 2008.**

› You can find all the details of the legislation on the website of the [SNCT](#) or contact your commercial correspondent.



Fleet news

New DS3: sporty and exclusive

The DS3, which has nothing in common with the mythical saloon car of the 60s apart from its name, presents itself as the anti-retro city car you can't resist of the French car manufacturer Citroën. With this new DS range, which means "Distinctive Series", Citroën wishes to stand out by seeking to attain exclusiveness. This is the first luxury model of the new DS range.

With the launch of its new DS, Citroën has relaunched the fashion of the small car which is "fashion customisable" as you wish. The roof, the bodywork (36 colour combinations), the shells of the rear-view mirrors, the wheels, the dashboard and the gear knob can all be personalised. In this way, it takes inspiration from the recipe of the Mini so as to give an exclusive character to each model.

In the same segment as the Peugeot 207, Fiat 500, Mini Cooper and Alfa Romeo Mito, Citroën's premium saloon has the look of both a break and a coupé. With dimensions close to those of a C3, the DS3, a true five-seater compact 3.95 m long, offers a reasonable amount of space.

Under the bonnet there is a choice between two diesels, the HDi FAP of 90 and 110 bhp, and three petrol engines of 95, 120 and 150 bhp. The most "ecological" engine emits only 99 g of CO₂/km. Moreover, the DS3 has just obtained 5 stars under the Euro NCAP protocol, which promises safe driving.

Anti-retro but classy

This luxury version of the C3, with its marked character and a range of possible configurations, is intended for people who don't conform, self-confident adults aged between 25 and 55, people who attach a great deal of importance to a car with a unique appearance and like exclusiveness. It will undoubtedly attract companies wishing to emphasise their avant-garde image.

BMW 5 Series, sixth generation

The sixth generation of the BMW 5 Series has progressed on most fronts and benefits from the technology of the 7 Series. An encounter with the most innovative of the road cruisers.

With the new BMW 5 Series, technology lovers will be well served. Like its big sister, the 7 Series, it can now have blind spot detection, lane departure warning, Internet access and an eight-speed automatic gearbox, which is available as an option whatever engine is chosen and standard on the 550i. What as more, this sedan can steer with all four wheels, which makes for more agility and better road-holding.

Changing without betraying its tradition

The new BMW 5 Series has advanced in terms of dynamic efficiency and is still one of the most pleasing cars to drive of its class. 6 cm longer and 1 cm lower, it remains true to the values of the make, with its drive architecture and its in-line engines under a long flat bonnet. But behind this apparent classicism, there is modernity with a strong injection of high technology.

Under the bonnet

With this BMW 5 Series, a whole range of diesel engines is announced, essentially of six-cylinder engines developing between 204 bhp (523i and 525d) and 306 bhp (535i).

As from the third quarter, a more modest (184 bhp) 520d variant will be the only one to have "stop & start". And, in less than a year, there will be a break, not forgetting the hybrid version known as "ActiveHybrid 5", or the timeless variant M with its twin turbos and more than 550 bhp.

Green

Geneva Motor Show 2010: Going for hybrids and electric

With lots of new things to discover, the 80th Motor Show was strongly marked by hybrid technology and a break-through by electric vehicles.

More than 692,000 visitors walked around the 7 halls during the 11 days when the show was open to the public, which is 7% up as compared to 2009. With more than a hundred world firsts and 75 press conferences, the media were hard pressed to cover the event.

Brand new technologies were the centre of attention at Geneva, such as Hydrogen4, a hydrogen-powered fuel cell system at Opel, 100% electric motors at Mitsubishi, Chevrolet, Cooper and Renault. Diesel-electric hybrid solutions from Peugeot, Citroën and Audi were also very much appreciated by automobile fleet managers. Virtually all manufacturers presented a concept or a production model using this latest technology.

Another feature was Fiat's stand which stood out particularly through its playful and childlike ambiance. This setting won over the jury for the seventh "Creativity Award". Indeed the "Creativity Award 2010" was presented to Marco Paroni, sales director of Fiat Group Suisse.



Fiat played on ecology and good humour around its Fiat 500 and the tiny new two-cylinder engine the Twin Air. Alongside Fiat on the podium: Audi and its design stand, chic and luminous, and Peugeot and its ice-white, if not polar setting.

We are already looking forward to coming back next year, between 3 and 13 March 2011!

The Mini E takes on the Nürburgring challenge

The legendary Nordschleife remains a real test for any self-respecting car. Without calling into question the supremacy of the Nissan GT-R in the category of mass-produced vehicles, the Mini E shows off a sparkling performance.

Nine minutes, 51.45 seconds – that was the lap time achieved by the electric Mini over the 20.8 km northern loop of the Nürburgring. The electric city car put in a respectable performance, hitting a top speed of 187 km/h – not bad for what is essentially a battery on wheels.

In order to do this, various modifications were made to the MINI, including the installation of a lightweight chassis, racing suspension, tyres and brakes and a roll-cage for increased safety. Although the powertrain underwent some recalibration, the car was powered by the standard 150 kW/204 hp electric motor, supplied with energy from 5 lithium-ion cells.

DTM racing driver Thomas Jäger, who drove the electric racer, gives us his impressions: *"I've driven this circuit many times, but never in such an extraordinary car. (...) That was certainly the cleanest and quietest race lap I've ever driven"*.

> More information on this race in the ["News GreenPlan"](#) section on our website.

CAR-e and CAR-e plus premiums: change on 1 August!

Last November, the Government decided to extend the state premiums for the purchase of a low-polluting car (Car-e and Car-e plus premiums) until 31 July 2010. Apart from the extension of these premiums, from 1 August 2010, the CO₂ emissions threshold will be lowered!



The rules are as follows, the date when the vehicle is first put on the road being determinative:

From 1 August to 31 December 2010:

- The CO₂ emissions threshold for the CAR-e premium will be lowered from 120 g/km to **110 g/km** as from 1 August 2010. The amount of 750 € will continue to apply, as will the threshold of 160 g/km for large families, invalids and electric or hybrid cars or cars running on gas.
- The scrappage premium (CAR-e plus) will not be extended beyond 31 July 2010.

In addition, since 1 January 2010 (until 31 December 2010), the amount of the CAR-e premium is doubled to 1 500 € for very fuel-efficient cars whose CO₂ emissions do not exceed **100 g/km**.

> For more information about the rules on these premiums, visit our website www.leaseplan.lu.

Fleet interview

Lombard International Assurance S.A., the first client to try out our "Cost Savings Accelerator" tool

A Client of LeasePlan for more than 18 years, Lombard International Assurance S.A. decided a few months ago to review its car policy while taking advantage of the new LeasePlan tool: the "Cost Savings Accelerator". Meeting with Michel Nahon, Compensation & Benefits Manager.

Upon the launch of the "Cost Savings Accelerator", a tool for controlling the costs of a vehicle fleet, the company Lombard International Assurances was one of the first clients to express an interest in this new programme. *"We wanted to carry out this study because we were at the stage of revising our car policy. In addition, it was a good means of identifying sources of savings – savings which, as we were to see later on, would benefit the drivers above all",* explained Michel Nahon. *"What is more, the tool enabled us to identify the variables on which we could act"*.

Free choice left to employees

Concentrated exclusively on the market of wealthy investors, Lombard is the pioneer of "Privatbancassurance" - the sophisticated use of life insurance as a tool for asset planning. With a fleet of more than 100 vehicles, of which half is entrusted to LeasePlan, Lombard leaves a totally free choice to drivers: *"We work on the basis of the 'user-chooser' model. Depending on his or her budget, each individual thus has the choice between two leasing companies without any constraint as to the choice of models, the make, CO₂ emissions, etc."*



Michel Nahon, Lombard International Assurance S.A.

Composed mostly of top level models such as BMW, Audi, VW and Mercedes, Lombard's fleet is currently characterised by the E energy label of the European Union as the vehicles are used for commercial purposes with wealthy investors. *"The idea was also to put some order into our car policy to avoid abuses and anticipate the risks, in particular the tax risks, while following the market trends. But the most important thing for us remains employee satisfaction. It is therefore a question of changing gently"*.

LeasePlan's recommendations concerning the adjustment of the car policy covered all the possible variables for action, including in particular the optimisation of leasing periods, choices of models, fuel, tax, etc. The opportunities for optimisation thus identified will enable Lombard to realise savings of several tens of thousands of euros over the next 5 years. Despite everything, this new car policy constitutes a major change at Lombard and will need some time to be set up.

Our People

Portrait of our short-term rental team

In the business world, flexibility and mobility are a must. You realise this all the more when you find yourself unexpectedly without your vehicle. This is why short-term leasing is a key element in our supply of services.

The short-term department offers three types of vehicles: the replacement vehicle when the leased vehicle is being repaired, the pending vehicle whilst awaiting the delivery of the new leased vehicle and lastly the "extra" vehicle for specific needs (foreign collaborator, fixed-term employment contract, travel for a day's training, etc).

"We form solid partnerships with the main manufacturers so as to guarantee to our clients a large variety of cars, from the small city car to the limousine, via commercial vehicles and MPVs. We are moreover almost the only company to be able to offer our clients premium makes, such as BMW and Mercedes", explains Régis Knob, Operations Manager. *"In addition, we always take care to offer new models, while insisting on the 'green' aspect of the vehicles"*.

Flexibility and mobility

Sandrine Lubrina, Rental Supervisor, organises the placing on the road and the resale of short-term vehicles. Then, in collaboration with Igor Zirovnik, Rental Coordinator, they both manage the reservations (orders, planning of deliveries, follow-up of vehicles, etc) depending on the client's needs before handing over to the car-jockeys. The latter, 3 in all, prepare all the vehicles and organise the deliveries. *"Our main concern is to guarantee the most extensive and effective flexibility and mobility for our clients",* says Régis Knob.



LeasePlan short-term rental team

› For more information about our short-term leasing services, see our website www.leaseplan.lu.