



Jeep



FCA | FLEET & BUSINESS

# SOLUZIONI

ISSUE 3. MARCH 2018



## Heading in the right direction

New Jeep Compass is just one of many innovative vehicles attracting user-chooser interest

+ FRANCIS BLEASDALE ■ FIAT 500 ■ FOCUS ON FIAT PROFESSIONAL  
■ UCONNECT INFOTAINMENT ■ ALFA BACK IN F1 ■ GIANLUCA ITALIA



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**Jeep**

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\*Business Contract Hire. Model shown: Jeep® Compass 1.4 Limited 140 hp (incl. bicolour paint at £916.66 excl. VAT). Initial rental of £1,602 followed by 35 monthly rentals of £257. Jeep® Compass Range from £1,344 initial rental followed by 35 monthly rentals of £224. All rentals excl. VAT & maintenance. Based on 8,000 miles p.a. Excess mileage charges apply. Vehicles must be ordered between 04/01/18 and 31/03/18 and registered by 30/06/18. Subject to status. Guarantees may be required. Ts&Cs apply. Leasys, SL1 0WU.

# WELCOME

**W**elcome to issue three of Soluzioni where we take an in-depth look at how the people and models across our FCA brands are helping fleets to run efficient and safe operations while satisfying the needs of their drivers.

Inside, you can hear from fleet and remarketing director Francis Bleasdale about the initiatives that will continue to strengthen our relationships with fleets.

We put the spotlight on our leasing and corporate team and aftersales fleet support team to find out more about the excellent work they are doing to support leasing companies, fleets and their drivers.

Head of Alfa Romeo Andrew Tracey explains why the latest Alfas make ideal company cars and how he plans to encourage more fleets to embrace the brand.

You can find out how we are investing in the latest technology to keep drivers safe and how our integrated software can improve your fuel efficiency – two areas of major importance to fleets.

We join Jeep retailers to put the Compass through its paces at an off-road training event and we also take a look at the Fiat 500 family, the Fiat Doblò Cargo and the Abarth performance cars.

We hope you find this magazine a useful and informative read.



**SIMON WHEELER**  
NATIONAL CORPORATE MARKETING MANAGER

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# Francis Bleasdale

FLEET AND REMARKETING DIRECTOR, FCA UK

## FCA Group restructures its business operations, increases its resources and adds to the customer-facing teams to build a fleet elite

**F**CA Group has increased the number of people in its customer-facing teams and restructured its business operations to ensure fleets receive outstanding levels of service that befit the quality of its latest models.

Francis Bleasdale, FCA fleet and remarketing director, describes the new set up which enables the company to increase its resources in the corporate, leasing and SME markets, as an “integral support mechanism to improve our proposition to the fleet industry”.

The leasing and corporate team is responsible for relationships with the leasing sector and major fleets – those with more than 500 cars – with staff tasked to deliver the highest standards in support. Working in tandem is the fleet aftersales team, which offers the in-life support to leasing companies, fleets and rental firms. It also assists the retailers in looking after their customers.

“This is a significant service because we have people on the ground working directly with our customers,” Bleasdale says. “The teams work across all brands for cars and vans which is a real benefit to the customer because it means they are dealing with the same person.

“It also enables us to feedback real-time information into Italy on product updates which helps to minimise the time vehicles are off the road.”

The new structure will put FCA Group on the front foot in the fleet sector as market uncertainty continues to create challenges for all manufacturers.

Predictions suggest 2018 registrations will be under pressure but FCA has further strengthened its position after taking some “tough decisions” around exiting sales channels that can affect a brand’s wholelife costs.

“We reduced our short-cycle business to favour the longer term protection of our residual values and make sure the models we launched in 2017 were on a secure footing,” Bleasdale explains.

For example, FCA has undertaken no short-cycle rental business for the Alfa Romeo Giulia, instead focusing its attention on building a genuine market share underpinned by a strong residual value and low wholelife costs, through sales to genuine fleet, SME and public sector.

It’s a long-term strategy but such actions are already paying off, according to Bleasdale.

“We have seen evidence of improving residual values with Giulia – it launched in mid-segment but is now the top model among upper-medium premium cars,” he says. “We’ve seen the same with the Fiat 500, which is a remarkable used car story.

“Careful management of the supply and channel mix has delivered some really strong results for the group. Where we saw negative trends, we reacted and saw RVs recover quickly.”

FCA’s priorities for 2018 are to continue raising standards across

its business centre network, maintain and grow its relationships with leasing companies, maximise the opportunities offered by new models like the Jeep Compass and, particularly for Fiat Professional, nurture relationships with larger corporate customers.

“Our success in vans was based on Ducato with major corporates and converters. It does well in ambulance fleets and in the conversion markets; especially for camper models,” says Bleasdale. “Our plan is to sustain this business and repeat it with Doblo, Fiorino and Fullback this year.

“We have seen awareness of our brand improve massively over the past few years. Winning so many awards across the industry has helped drive this awareness but Fiat Professional is first or second in many of the European markets. Our long-term goal is to achieve this in the UK and I believe it’s entirely achievable.”

The business centre network will play a key role. FCA plans to expand it from 32 dealerships to 48-50 this year, with all outlets committed to employing a fleet specialist to focus on understanding and meeting the needs of business customers, plus offer a wider range of demonstrators.

At the centre of the FCA strategy is the philosophy of a single fleet operation, linking opportunities from the Fiat, Alfa Romeo, Jeep and Fiat Professional brands to sell across the product range. Everything bodies this position, from marketing communications to the way the team goes to market.

“That message is resonating with customers and we are speaking their language in efficiency, best use of time, easy to work with and not over-complicating things,” says Bleasdale.

He recognises that this is an ongoing process, particularly in changing perceptions among car drivers. However, the core rebuilding is complete; now the priority is on how FCA optimises its performance.

“Giulia has opened many opportunities; it gets us through the door because we have a relevant product that is of interest to fleet managers and their drivers,” Bleasdale says. “We have a varied offer for drivers all within one group – SUVs, performance vehicles and value for money job-need cars.

“This has perhaps been one of the biggest surprises for fleets – the cars we can offer. Giulia, Stelvio, Compass: people were initially sceptical we could deliver product of this quality. But we did, and fleets are recognising that these are world-class cars.”

**“That message is resonating with customers and we are speaking their language in efficiency, best use of time, easy to work with and not over-complicating things ”**



## Alfa Romeo opens 2018 with best-in-class awards for the Stelvio and Giulia Quadrifoglio

Alfa Romeo has started the year by winning a pair of UK accolades, with the Stelvio, the manufacturer's first SUV, named Premium SUV of the Year at the inaugural CCT100 Awards and the Giulia Quadrifoglio winning the Best Sports and Performance Car category in the *What Car?* Car of the Year 2018 awards.

The Stelvio beat rivals such as the Jaguar F-Pace, Land Rover Discovery Sport, Lexus NX and Volvo XC60 to win the CCT100 award, held by fleet magazine *Company Car Today* to showcase the best models available to fleet decision-makers and company car drivers. A panel of expert automotive and fleet judges chose the Stelvio according to criteria that included: Emissions, fleet sales volumes, residual values, driver desirability, value, practicability and appeal.

Judges were impressed by the Stelvio's eye-catching Italian design, its sporty, dynamic performance – it has 50/50 weight distribution and a carbon-fibre drive shaft – and its innovative, advanced safety systems. In fact, the SUV was recently awarded a coveted five-star Euro NCAP safety rating, with a score of 97% for the protection of adult occupants.

"It's great to see Alfa Romeo return to form with cars that are so well suited to the company car marketplace," said *Company Car Today* editor Paul Barker. "The Stelvio picked up its win as much because of its emissions, running costs and safety equipment as it did because of its classy styling and fine driving characteristics."

Francis Bleasdale, fleet and remarketing director, FCA UK, said: "Alfa Romeo has always been known for creating stunning cars, but with this award the *Company Car Today* expert judging panel recognised that the Stelvio is more than this and offers fleets a complete package that appeals to both the heart and the head."

Judged by an expert team at *What Car?*, the Giulia Quadrifoglio beat stiff competition from Audi, Mercedes-Benz, BMW and last year's winner, Porsche, to win Best Sports and Performance Car.

The Giulia was also a finalist in the Best Premium Car category at the 2018 Fleet News Awards.



## FCA UK & Ireland appoints Arnaud Leclerc as new MD



Fiat Chrysler Automobiles in the UK and Ireland has appointed Arnaud Leclerc as its new managing director, succeeding Ashley Andrew, who has left the company.

Leclerc, 43, will oversee operations for all FCA functions and brands throughout the UK and Ireland, and reports directly to Alfredo Altavilla,

Fiat Chrysler Automobiles' chief operating officer, EMEA region.

Leclerc has previously held senior management roles in Britain and across Europe. He has most recently held the roles of deputy director-general of PSA Groupe UK and brand development director UK at DS.

He holds a master's degree in economics and gained a master marketing diploma from University of Paris Dauphine.

"I'm looking forward to the challenges ahead, and to growing our business in the UK market even further," said Leclerc.

## Support for the Italian Chamber of Commerce

As part of its ongoing support of business in the UK and respecting the Italian heritage of the organisation, FCA Fleet and Business is proud to have renewed its partnership with the Italian Chamber of Commerce.

FCA has a long-standing relationship with the chamber which helps to promote trade between the UK and Italy.

FCA will advertise in *Partnership*, the official magazine of the chamber, and across its web site. In addition, FCA gets involved in events with the chamber.

Helen Girgenti, the chamber's secretary general, said: "The Italian Chamber of Commerce and Industry for the UK is an independent, non-profit making network organisation which has been dedicated to its members since 1886.

"Today, the Chamber has around 500 members, representing not only Italian companies, but also British and European, interested in strengthening their ties with Italy or expanding to a new market.

"The Italian Chamber hosts many events for members and the Italian community in the UK. The chamber offers a wide range of standard and personalised services to members and non-members who are interested in trading goods or services between the countries."

## Fiat Professional Sportivo range features additional equipment, technology and style

FCA will be adding a Sportivo trim level across its Ducato, Doblò, Fiorino and Talento ranges which will add a wealth of equipment, technology and style to the standard SX specification.

Finished in metallic black with painted bumpers (where possible) and with a contrasting red side-stripe and alloy wheels, the range can be instantly distinguished from the regular one.

On top of the distinctive styling, additional equipment is abundant which, dependent on the model, could include rear parking sensors and/or rear camera, air conditioning, cruise

control, metallic paint and alloy wheels to name but a few.

Chris Lovegrove, FCA Fleet and Business TCO manager commented: "The Sportivo range builds on an already strong level of specification for the driver but will provide a greater choice for the professional looking for a commercial vehicle that stands out from the crowd with a car-like specification list.

"Positive feedback we have received on the range indicates that we will see a strengthening of residual values making the Sportivo range a great choice with sensible running costs."

## The Tipo turns 30

The Fiat Tipo family this year celebrates 30 years of functionality, simplicity and personality.

Introduced to the public on January 26, 1988, the original Tipo was developed by an international team of more than 2,000 experts. The successor to the Fiat Strada, it blended state-of-the-art technology with robustness, usability and practicality – core values that can still be seen in the model 30 years later.

The design of the latest model, reintroduced to the UK market in 2016 in hatchback and station wagon estate versions, harks back to the original, offering best-in-class interior space and a clean-cut exterior. The streamlined and aerodynamic sides are common to both the original and today's model, as is a large rear hatch, which on the modern Tipo houses a category-topping 440-litre boot (550 litres for the estate).



## UK's oldest Fiat joins London-Brighton veteran car run

A 19th-century Fiat took part in the latest London to Brighton Veteran Car Run, reaching a top speed of 21mph on the 60-mile drive.

Owned by FCA UK, and on permanent display at the National Motor Museum, Beaulieu, Hampshire, the 1899 Fiat 3½HP – a two-seater with a two-cylinder, 697cc engine and a three-speed gearbox – was scheduled to drive from Hyde Park in London to Madeira Drive in Brighton, as part of the notorious heritage trial.

Sadly, a fractured fuel line ended the run at about the halfway point. Still, not bad for a 119-year-old.

For a detailed and entertaining account of the 3½HP's valiant effort, go to: [www.autoclassics.com/posts/reviews/london-to-brighton-in-an-1899-fiat](http://www.autoclassics.com/posts/reviews/london-to-brighton-in-an-1899-fiat)





# The FCA people supporting your fleet

**F**CA Group has made significant investment in two of its key departments to ensure it has the right people and processes to provide the best possible service to fleets and the leasing industry.

The two teams are responsible for corporate sales and aftersales support and form integral support mechanisms within the fleet operation.

Contract hire and leasing manager Mike Miles co-ordinates the team that interacts with the leasing sector and major corporations, those running more than 500 cars. The team is additionally supported with a dedicated corporate commercial vehicle team run by Steve Ward.

Providing the aftersales support to leasing companies, fleets and rental customers, is service contracts and fleet and business manager Matt Watkiss. His department, which was created a year ago, also ensures the business centre network has the necessary resources and tools to look after its customers.

The contract hire and leasing team of four handles major accounts, including FN50 organisations, large corporate fleets and brokers.

While the department itself is not new, Miles and his colleagues Adam Bowen, Ben Ridge and Simon Cooper with the support of Steve Ward and James Hooker, have all been in their roles for approximately for two years.

Miles says: "As FCA has improved its product line-up for the corporate market and volumes have increased, so the structure works better within the business."

"Whereas previously the business did not have a full fleet-dedicated line-up, now it has a wide and varied product range to cater for all fleet requirements."

The team's priorities are to leverage its fleet-focused portfolio in large corporates via its leasing company partners, especially for Stelvio and Giulia; and to tap into the expanding broker market.

FCA's approach is to boost its visibility with funders by "doing the basics right". This includes taking its products to the leasing companies by expanding its demonstrator programme, creating the information to back it up and by being easier to do business with.

"We have to make a noise in the market and we are taking a ground-up approach; this is activity to create visibility," Mike says.

"FCA is in a crowded market, but the leasing companies have given an incredible response to FCA's latest models," he adds.

FCA is also targeting brokers via its funding partners, providing them with terms that they put out to their networks. This is a more effective use of resources than going direct to brokers.

"We are the conduit between FCA and the leasing companies. We pride ourselves on being proactive and available. Because we are a small team, we can react quickly to changing needs," says Miles.

Aftersales is another vital cog in the fleet machine. Watkiss has a team of fleet specialists out in the field visiting the 78 'VIP' customers, which includes ambulance services, utilities and delivery operators.

His department, which sits with FCA's Mopar parts and service division, manages the aftersales relationship and acts as liaison

between the customer and the business centre network. It also provides technical support and customer care for mobility solutions and warranty support, working closely with other FCA departments. This includes fine-tuning service contracts and facilitating extended warranties for fleets which operate longer replacement cycles.

"Creating this department shows FCA is serious about fleet. It shows our commitment from an aftersales perspective to support leasing companies and fleet customers," says Watkiss.

The team's biggest priority is to nurture and grow the relationship with the fleets. One objective is to increase retention of fleet business within the franchised network from 55% to around 60% this year.

FCA has introduced a central billing programme which is being used by 11 customers with more coming on board all the time. They benefit from a national minimum parts discount rate that is applied across the retail network. Once set up, fleets receive just one invoice per month, rather than being billed every time they procure a part.

In addition to the central billing, FCA has a national fleet policy where fleets enjoy agreed maximum labour rates and a minimum agreed discount on parts bought through the retailer network.

FCA has 32 business centres within its network and is looking to grow this to 48-50 over the next couple of years. Each meets a set of minimum standards, including employing fleet specialists, an expanded demonstrator programme and neat touches such as designated quiet zones to enable drivers to work in peace while their vehicles are being serviced.

**STEVE WARD FIAT PROFESSIONAL  
NATIONAL CORPORATE SALES MANAGER**



**What's your biggest priority for the next 12 months?**

"My number one priority for 2018 is to maintain the relationships we have with our existing corporate customers and grow new ones. In a challenging marketplace it's important to ensure their needs and requirements are central to our activities and we deliver with minimal delays or issues."

**JAMES HOOKER FIAT PROFESSIONAL  
REGIONAL CORPORATE SALES MANAGER**



**What's your biggest priority for the next 12 months?**

"One of my priorities will be to build awareness and engagement with ambulance trusts across the UK to continue to increase our sales rates. Fiat Doblo also represents a significant growth opportunity within the corporate channels having won Van of the Year for the third time."

**MATT WATKISS MOPAR SERVICE  
CONTRACTS AND FLEET MANAGER**



**What's your biggest priority for the next 12 months?**

"To ensure the service our fleet customers receive throughout the dealer network exceeds expectations. We have built a strong aftersales fleet programme in MOPAR, with some key retailers within the FCA network. It is my intention to expand this programme through the network in 2018."

**TONY WILEMAN FLEET AND BUSINESS  
AFTERSALES MANAGER**



**What's your biggest priority for the next 12 months?**

"To further develop, enhance and improve the already well established FCA Group Fleet & Business Aftersales programme to provide industry-leading levels of support to our fleet and business customers."

**MIKE COOKE FLEET AND BUSINESS  
AFTERSALES MANAGER**



**What's your biggest priority for the next 12 months?**

"To continue to build a strong fleet and business centre network and provide the highest levels of service and aftersales expertise. Ensuring our products and services are right to safeguard retention and offer new prospects a leading aftersales package across all FCA group brands."

**ALLAN ATKINS FLEET AND BUSINESS  
AFTERSALES MANAGER**



**What's your biggest priority for the next 12 months?**

"To continue to support our VIP fleet customers, ensuring they obtain the maximum potential from their fleet and that customer retention is ensured."

**MIKE MILES CONTRACT HIRE  
AND LEASING MANAGER**



**What's your biggest priority for the next 12 months?**

"To maximise the visibility of our fleet-specific product range within the leasing channel, focusing in particular on the all-new Compass and Stelvio SUV Models. By building strong and effective relationships with clients and making working with us as simple as possible, we will achieve our goals."

**ADAM BOWEN CONTRACT HIRE  
AND LEASING MANAGER**



**What's your biggest priority for the next 12 months?**

"To build the awareness with our LTR partners of our key fleet vehicles – in particular Giulia and Stelvio. We need our customers to have Alfa Romeo in their thoughts when looking at fleet renewals in 2018."

**SIMON COOPER CONTRACT HIRE  
AND LEASING MANAGER**



**What's your biggest priority for the next 12 months?**

"2018 is all about maximising the growth opportunity our new products present through our leasing partners. It's critical to maintain a strong TCO position which will be delivered through constructive discussions across the industry."

**BEN RIDGE CORPORATE SALES  
MANAGER**



**What's your biggest priority for the next 12 months?**

"To continue to strengthen our position within motivational and aspirational fleets with the recently launched models from Alfa Romeo as well as the all-new Jeep Compass. Along with strengthening our relationships within the essential user fleets following success with the Fiat Tipo."



# Ageless classic keeps evolving with the times

With a heritage of more than 60 years, the Fiat 500 has become an icon in the automotive world. Instantly recognisable and with a history of innovation, the 500 revolutionised small cars when it was introduced in 1957 and has a legacy that lives on in the current Fiat 500 family. Here we look at the family members

## Fiat 500

The latest Fiat 500 builds on the legend established by the original model, perfectly adapted for life in modern towns and cities as well as taking motorway trips in its stride.

A city car with a true premium feel, the 500's cheeky styling combined with elegant details, such as LED daytime running lights, smart chrome trim and striking alloy wheels, gives it real driver appeal.

There is a choice of 13 exterior colours and 14 alloy wheel designs, adding to its versatility and user-chooser appeal.

While the exterior pays homage to the original, the interior design continues the same simple elegance with a technology-driven focus.

The Lounge version is equipped with the Uconnect five-inch Radio LIVE touchscreen unit complete with Bluetooth hands-free calling and music streaming; voice recognition and an SMS reader for reading text messages received on compatible smartphones.

The unit is not only easy to read and intuitive to use, it streamlines connectivity and functionality with steering wheel remote controls and USB/aux-in ports on all models.

Uconnect LIVE can also be used to access eco:Drive, the award-winning driving style app which assists drivers to improve fuel consumption up to 16% by providing driving tips in real time.

The Fiat 500 is powered by a range of environmentally-friendly engines combined with five- and six-speed manual gearboxes or a Dualogic electronic-shifting transmission dependent on the model.

The TwinAir 0.9 85PS has an official fuel consumption figure of

74.3mpg on the combined cycle with CO<sub>2</sub> emissions of 90g/km (74.3mpg and 88g/km with the Dualogic transmission). These remarkable figures not only have positive environmental implications but also help reduce operating costs. The 1.2-litre 69PS has a combined fuel efficiency figure of 60.1mpg and CO<sub>2</sub> emissions of 110g/km (62.8mpg and 105g/km with Dualogic) while the top-of-the-range TwinAir 0.9 105PS manages 67.3mpg with emissions of 99g/km. Figures are identical for convertible 500C models.

Standard equipment across the range includes seven airbags, remote central locking, electric front windows and electric mirrors.

An electric convertible roof with heated glass rear screen is standard on all 500C models.

## Fiat 500L

For those who need more space and practicality, the 500L fulfils that role perfectly. Having just surpassed production of half a million units its a popular choice.

The exterior style reflects all the distinctive elements that have characterised the 500 throughout its history, with further styling elements that signal the strength and robustness of the 500L.

The Fiat 500L is available in 11 pastel or metallic colours and with five types of roof: body-coloured, gloss black or white, or matt black or grey, giving customers a choice of 44 colour combinations.

Updated for 2018, the Fiat 500L interior is completely new, starting with an upgraded dashboard to give a more high-tech, iconic look.

## Mirror edition

The new Fiat 500 Mirror family offers all the advantages of connected and safe driving thanks to the fitment of Uconnect LINK technology, which is Apple CarPlay-ready and compatible with Android Auto as standard.

The Fiat 500 Mirror special edition is based on the Lounge trim and is available as a convertible or hatchback. This new version adds chrome mirror caps and 16-inch alloy wheels to the exterior as well as a seven-inch TFT instrument cluster and exclusive black upholstery with white details to the interior. The 500 Mirror is available exclusively in combination with the 1.2 69PS petrol engine.

The Fiat 500X Mirror builds on the Pop Star trim but comes with satin chrome details, 'Mirror' badge on the pillar, 17-inch matte black alloy wheels and bi-xenon headlights. Blue Jeans matte paint is available as an exclusive option on 500X Mirror along with satin chrome roofbars. As standard, the exclusive matte Blue Jeans colour extends to the dashboard fascia and seat upholstery, with blue stitching accents. The 500X Mirror is available with the 1.6 E-Torq 110PS petrol and 1.4 MultiAir 140PS petrol engine, also available with DCT automatic transmission.

Characteristic chrome details, chrome mirror caps, a Mirror badge on the pillar and fog lights are all standard on the 500L Mirror in addition to the Pop Star specification. The new bi-colour Venezia blue paintwork and grey roof is exclusively available as an option, adding grey mirror caps. The Fiat 500L Mirror engine line-up features the 1.4 95PS petrol and the 1.4 T-Jet 120PS.

The passenger compartment offers comfort, convenience, versatility and is filled with light, while being rich in distinctive 500 touches, such as the bright '500' signature on the dashboard.

The combination of new steering wheel and dashboard improves the visibility of the instrument cluster, which is further enhanced by white backlighting. The driver also benefits from an innovative TFT colour digital display, with a full set of useful information.

The 500L displays an innovative wraparound glazing concept to improve its now class-leading visibility and ease of parking, thanks to its glazed A-pillar. Available as a fixed panel or electrically opening, the 1.5sq m optional panoramic glass roof of the Fiat 500L means occupants can enjoy a light, bright passenger compartment.

The Fiat 500L is available with three distinctive identities: Urban, Cross and Wagon.

The more adventurous character of the Fiat 500L is represented

by the Cross version, which has a crossover look, two-colour diamond-finish 17-inch alloy wheels and a bold grille to give it a sporty appearance. It has crossover substance, as well as looks, with ground clearance raised by 25mm.

The new Fiat 500L can feature Apple CarPlay. Thanks to the main apps and functions developed specifically for CarPlay on the Fiat 500L touchscreen, you can get traffic bulletins, make phone calls, send and receive text messages and listen to music without taking your attention off the road. With Siri, you can use voice commands to manage the main functions of your smartphone, or use the touchscreen or steering wheel-mounted controls.

The new Fiat 500L can feature Android Auto™ which simplifies access to your content and apps without putting your safety at risk. Apps will appear on the screen of the Fiat 500L, thanks to the simple, intuitive interface, organised into easy-to-read pages.

With Google Maps, you get traffic bulletins and a whole lot more in real time, and you can make calls and send and receive messages without taking your hands off the wheel.

The metropolitan soul of the Fiat 500L finds expression in the Urban version, available in Pop Star and Lounge trim levels.

The Wagon, available in a seven-seat configuration, is ideal for combining spaciousness and versatility with the distinctive 500 style. Available in Pop Star or Lounge trim, the new Fiat 500L Wagon is the most compact seven-seater on the market at 4.38m long.

The engines most suited for the specific needs of customers were picked for the different identities of the model. The petrol engine line-up includes the 1.4-litre 16V, delivering 95PS, and the 1.4-litre 16V T-Jet, delivering 120PS. The offering is completed by two diesel engines: the 95PS 1.3-litre MultiJet, also available with Dualogic transmission, and the 120PS 1.6-litre MultiJet.

## Fiat 500X

The 500X is equally at home in urban environments and off the beaten track. The 'crossover' in the 500 family, it has two distinct personalities, with a 500X to suit a variety of needs and tastes.

One is designed to appeal to those with a fun-loving, spirited, metropolitan outlook available in Pop and Pop Star trim levels, and another, more rugged version has been designed with stylish, active adventures in mind available in Cross Plus specification.

Clearly a member of the 500 family in its styling, the 500X has been designed to offer a spacious and flexible family car interior.

The large 350-litre luggage compartment can be extended to accommodate all manner of loads using the Fold&Tumble rear seats and the fold-flat front passenger seat.

Front seats offer comfort and adjustability with wraparound bolstering and perfectly-aligned arm rests in the centre console and door trims to aid relaxed cruising.

Like others in the 500 range, Uconnect systems are offered, which feature Bluetooth phone and music streaming connectivity.

The seven-inch Uconnect unit with DAB radio is operated via the touchscreen, steering wheel remote controls and voice commands and features can be upgraded with TomTom 3D navigation with voice commands, real-time traffic updates and re-routing and guidance prompts in the instrument cluster display. Safety cameras alerts, TomTom Search&Go local search service and real-time weather forecasts are also available.

Front-wheel drive, petrol-powered models are either equipped with a 110PS 1.6-litre E-torQ engine with a five-speed manual gearbox or a 140PS 1.4-litre Turbo MultiAir II petrol engine with either a six-speed manual gearbox or a six-speed twin-clutch transmission. The all-wheel drive petrol model, which is equipped with a nine-speed automatic transmission as standard, is powered by a 170PS, 1.4-litre Turbo MultiAir II engine.

The front-wheel drive diesel range comprises the 120PS 1.6-litre MultiJet II turbo diesel equipped with a six-speed manual gearbox. The four-wheel drive diesel option is the 140PS 2.0-litre MultiJet II turbo diesel, available with a six-speed manual or nine-speed automatic transmission.



# Andrew Tracey

SALES AND MARKETING DIRECTOR

**A 48-hour test drive programme will expand the brand experience to a new generation of Alfa Romeo fans**

**U**ser-choosers will be the driving force behind fleet sales growth for Alfa Romeo this year, as thousands of drivers are introduced to the automotive passion fuelling the brand.

The Alfa Romeo offering has been transformed in the past few years with the debut of two award-winning models that perfectly suit the fleet market – the Giulia and the Stelvio SUV.

The models, in addition to its other key offerings, Mito, Giulietta and the 4C, have seen demand for one of the world's most iconic automotive brands rise in the UK, with sales up 2.4% last year.

This year, sales are expected to grow 50% as Stelvio makes its mark in the fleet sector in its first full year on sale.

Andrew Tracey (right), Sales and Marketing Director, says the focus will be on encouraging drivers to experience, first-hand, the unique combination of passion and performance of an Alfa Romeo.

He says: "This year is a landmark in the history of Alfa Romeo as customers can experience the brand's first production SUV.

"This has opened up a major new market. We are entering one of the fastest-growing new car segments, so it will allow a whole new community of drivers to enjoy the unique Alfa Romeo ownership proposition."

Tracey adds: "All Alfa Romeos are thoroughbreds and the Stelvio is no different. It is the best driving SUV you can get your hands on because, first and foremost, it is an Alfa Romeo and that brings an expectation about driving dynamics and performance."

Drivers sit at the heart of any Alfa Romeo and their needs are embedded in every car's DNA, so it is important to try the car on the road to truly understand what it can offer user-choosers.

To ensure company car drivers have as much time on the road with cars as possible, Alfa Romeo is launching a 48-hour fleet test drive programme.

Tracey says: "Once drivers have experienced the passion, the performance and the quality of Alfa Romeo, I'm confident we will win over new customers and build on an already loyal customer base.

"We want to raise awareness about what Alfa Romeo ownership means to modern drivers. To achieve that, we want them to be able to really test our products and understand the passion and emotion that this brings. We need to get people to experience the brand's sporting heritage in the cars we offer today."



The 48-hour test drive programme will be introduced for both the Stelvio and Giulia this year and will focus on showcasing the services Alfa Romeo can provide fleets.

This reflects the twin ambitions Tracey had when he took over as the brand's UK ambassador last year.

Tracey adds: "The first aim was to make the brand accessible for people who have not considered it. I want them to get under the skin of Alfa Romeo, which is why the 48-hour test drive is so important. Giving drivers more access to our models on the road is vital to attracting new customers.

"Secondly, we have to deliver exceptional customer service when drivers interact with us. When people test drive our range, their impression of the company has to be excellent."

To maintain high standards, a new director of customer experience will lead the drive for excellence across the brand.

Tracey says: "We know that when drivers jump into an Alfa Romeo for the first time, they really enjoy the exceptional driving experience. So, with this programme, I am looking forward to welcoming many more company car drivers to the brand."

# Stelvio Quadrifoglio – beauty and the best

## COMFORT

The interior exhibits the finest in Italian design, with quality craftsmanship and use of premium materials, including carbon fibre, leather and Alcantara. The lengthy list of comprehensive standard equipment is completed by the Alfa™ Connect 3D Nav 8.8" Infotainment System, offering Apple CarPlay and Android Auto. Electronic damping adapts to driving conditions to switch between comfort and performance-biased handling, while the most direct steering on the market provides a constant dialogue between driver and road.

**T**he Alfa Romeo Stelvio Quadrifoglio is the ultimate contradiction, the soul of a sports car in the body of an SUV. It is the fastest SUV in its class and achieved a new lap record for an SUV around the iconic Nürburgring, completing the circuit in just 7 minutes 51.7 seconds.

Here we take a closer look at Alfa Romeo's new flagship model, which arrives in the UK later this year.



## PERFORMANCE

The Quadrifoglio delivers its power through a Q4 all-wheel drive system with Alfa™ Active Torque Vectoring as standard. This ensures the power is delivered where it is most needed, through a specially-calibrated eight-speed automatic transmission that shifts gear in just 150 milliseconds in Race mode, for formidable acceleration from zero to 62mph in just 3.8 seconds and on to a top speed of 176mph.\*

## POWER

The engine is the beating heart of any Alfa Romeo. The 2.9 V6 Bi-turbo petrol engine in the Stelvio Quadrifoglio was developed with inputs and engineering know-how from Ferrari technologies. It delivers maximum power of 510hp at 6,500rpm and generates a maximum torque of 600Nm from 2,500-5,000rpm.\*

## DESIGN

The Alfa Romeo Stelvio Quadrifoglio exudes power and performance, from the vents in the bonnet to the air intakes at the side, body-coloured wheel arches and four exhaust tips, while at the front the iconic "Trilobo" grille delivers real on-road presence. There is a synergy of form and function as the stunning design delivers aerodynamic qualities that underpin its performance and efficiency.

\* Figures recorded in testing at the Nürburgring.





# Compass is heading in the right direction

Great on- and off-road capabilities are combined with traditional Jeep styling cues

**T**he Jeep Compass offers benchmark off-road capability, exceptional on-road driving dynamics, fuel-efficient powertrains and advanced safety features.

Its intelligent four-wheel-drive system helps the Compass provide best-in-class off-road capability. The Jeep Selec-Terrain system provides up to five modes for the best performance on- or off-road and in any weather.

Under the skin, fully independent suspension and precise electric power steering combine to deliver superior on-road driving dynamics. A disconnecting rear axle ensures 4x4 models return excellent fuel economy when extra grip is not required, but the system can instantly engage when more traction is needed.

The upper body structure and frame have been designed and built with extensive use of high-strength steel to maximise crash performance while optimising weight.

Externally the Compass has a wide stance giving it a confident and premium look. It represents a bold new step in Jeep design with a sleek, aerodynamic profile.

Distinctive, traditional design cues make the Compass immediately recognisable as a Jeep.

The legendary seven-slot grille has been given a fresh look and the traditional clamshell bonnet features a double break line and centre bulge. As with every Jeep since 1941, the wheels are housed in trapezoidal wheel arches.

More modern touches include an available dual-pane glass sunroof, which provides drivers and passengers with open-air freedom.

Another standout feature at the rear of the Compass is its unique LED rear lights which flow into the tailgate, making the Compass instantly recognisable.

Four trims are available: Sport, Longitude, Limited and Trailhawk (Trailhawk joins the range later in 2018).

Premium features such as adaptive cruise control, climate control, a heated steering wheel and a high-performance audio system are available.

For the ultimate off-road performance, Trailhawk models will feature raised suspension, more rugged tyres and unique bumpers which allow for greater ascent and descent angles.

Standard four-wheel drive Compasses have 20.8cm of ground clearance but the Trailhawk will go further still, increasing clearance to 21.6cm and setting a new benchmark for crossovers of this size.

A range of powerful, yet fuel-efficient, engines are available in the new Compass: 1.6-litre and 2.0-litre MultiJet II diesel units and two 1.4-litre turbocharged petrols.

Customers can choose between 140hp and 170hp outputs for both the 1.4-litre and the 2.0-litre engines, the 1.6-litre has an output of 120hp.

Four-wheel drive is fitted to the 170hp petrol engine and both



140hp and 170hp 2.0 diesels, while the most powerful variants feature a nine-speed automatic gearbox.

Fleet customers will find the lowest running costs will come from the front-wheel-drive, six-speed manual powered by the 1.6-litre MultiJet II diesel engine which emits 117g/km of CO<sub>2</sub>.

Safety and security were paramount in the development of the Jeep Compass and more than 70 active and passive safety and security features are available.

Forward Collision Warning-Plus will warn and assist the driver in avoiding or mitigating an incident.

Similarly, LaneSense Lane Departure Warning-Plus will help the driver to prevent the car from straying out of its current lane visually through the instrument cluster and actively on the steering wheel.

Further protection is provided by one of the most sophisticated airbag systems of its kind, with six standard airbags.

Other available features include Blind-spot Monitoring with Rear Cross Path detection, ParkView rear camera and electronic stability control with electronic roll mitigation.

Inside, every inch of the Compass's cabin has been sculpted to create the perfect environment for upscale adventures.

High quality leather seats are available, providing optimal comfort for all occupants, with integrated heating.

Jeep's new Uconnect infotainment system offers passengers communication, entertainment and navigation features.

There is a choice of five- or 8.4-inch displays and the new line up is easier-to-use, faster and offers higher resolution graphics.

Smartphone integration is seamless, thanks to Apple CarPlay and Android Auto compatibility on all 8.4-inch systems.

A seven-inch full colour display in the instrument cluster on Limited and Trailhawk versions integrates detailed navigation data, media information and a digital speed gauge.

Clever and thoughtfully designed storage solutions are found throughout, including a mesh side pocket in the front passenger footwell that can hold a notebook or tablet device, and a multi-level boot floor.

At the rear an electronic tailgate provides access to a 438-litre boot with a height-adjustable load floor.

## Helping dealers to provide the best customer experience

FCA invests a significant amount of money in product training each year to ensure dealers are able to effectively demonstrate the capabilities of each new model to their customers.

When a vehicle such as the new Jeep Compass comes to market it is imperative dealers understand exactly how each of its unique and market-leading features work, so customers can feel confident that the vehicle will perform as expected.

Therefore, the launch of every new product is supported by training events which allow dealer staff to get behind the wheel before it goes on sale.

As the new Compass is a multi-purpose vehicle, attendees were invited to put the car through its paces both on- and off-road.

To ensure dealers understood the finer details they also took part in interactive breakout sessions which looked at the vehicle's market position, rivals and technical features.

A dedicated team of experts from FCA's in-house 'Unetversity' delivers the equivalent of 20,000 training days per year to 4,000

members of dealer staff, across all FCA brands.

"The business heavily relies on the skills of well-trained staff and to support that we offer a wide range of courses and training materials, designed to help our dealerships improve their performance and achieve greater success," said Tim Head, FCA training director.

A wide range of tools and resources are available, including interactive classroom sessions, web-based modules and new product launch events.

The training is designed to ensure the core skills and competencies are placed with FCA network partners so dealers can be confident they can provide the highest level of customer experience.

"Dealers recognise that their success is dependent on having highly skilled people in place who are capable of delivering a great experience to customers," said Head.

"We recognise the need to support our partners' efforts in maximising all the opportunities that exist to provide the best customer experience possible."

**"We recognise the need to support our partners' efforts in maximising all the opportunities that exist"**

Tim Head,  
FCA training director





# Weight of expectation sits easy with the Doblò

Year after year this multi-award-winner answers calls of professional customers



**T**he multi-award-winning Fiat Professional Doblò Cargo is now in its fourth generation. It has gained numerous accolades during its life, thanks to its durability, value and stand-out features that make it an essential part of almost any business.

It won Small Van of the Year at the Commercial Fleet Awards 2015, Light Van of the Year at the 2016 and 2017 What Van? Awards, was VansA2Z Light Van of the Year 2016, and was voted Best Small Van in the 2016 Van Fleet World honours.

"With a payload of up to one tonne and a load volume of up to 5.4 cu m, the Doblò Cargo has impressive carrying capacity, both in terms of weight and size," says Martina Lesna, product manager for Doblò Cargo. "Doblò ensures the best handling and driving comfort in its class, thanks especially to the bi-link independent rear suspension which is exclusive to the segment and makes the vehicle ideal for fleet and commercial use."

## CASE STUDY: A-PLANT

**Shaun Winstanley, transport director for A-Plant, is responsible for around 1,300 LCVs, as well as the rest of the company's hire fleet.**

**It currently has more than 200 Fiat Professional vehicles in its fleet with a further 25 in build, and hopes to increase the brand's presence further.**

**"We've offered the Doblò on our fleet for about 10 years. It's a capable van and it performs very well for our customers," says Winstanley.**

**"There is also a great level of expertise among the van specialist dealer network, which is one of the things that makes it easier to use Fiat Professional."**

"Furthermore, Doblò Cargo is available in four body styles (Cargo, Combi, WorkUp and platform cab), two height variants and two different wheelbases."

The engine range comprises three diesel engines – 1.3-litre MultiJet II (95hp), 1.6-litre MultiJet II (105 and 120hp) – and the 1.4-litre 95 MPI petrol variant (95hp).

The range has been enhanced with the new EcoJet version, to cut fuel consumption by up to 15% and reduce running costs further.

The Doblò has sold 1.6 million units worldwide since its launch in 2000, and, like all vans in the Fiat Professional range, is available in a number of ready-converted formats as part of the Built For Business programme.

"Fiat Professional is capable of responding to all professional needs by covering 97% of the market. In conjunction with the newly refreshed line-up, our brand offers a body-flexible range of vehicles suitable for a wide range of conversions," adds Lesna.

"All our convertible products have specific bodybuilder connection points, for electrical and body interface. We have a specific Bodybuilder Portal, where we supply CAD drawings and type-approval documentation. And we have a dedicated conversion team at our UK headquarters with bodybuilder experience."

"We focus utmost attention on the 'specialities', such as people transport and vehicle conversion. This sector includes shuttles, assisted mobility, mobile workshops, vehicles with cargo beds, vehicles insulated or fitted with cold storage compartments, motorhomes for leisure time and public administration vehicles."

"Any professional activity or mobility need can be satisfied by Fiat Professional vehicle conversions, as demonstrated by our collaboration with the major European outfitters."

She adds that as well as new products, Fiat Professional is also evolving by expanding the commercial sales force and the dealership network, boosting service quality and accessing new markets with made-to-measure products.

"This means having the right models available, and above all having

them available in the right segments – those which represents the largest slice of the sales mix," she says.

Customers can also access a wide range of Mopar products, the reference brand for services, customer care, original parts and accessories for FCA Group brands.

"They are all very high quality products that can be selected both when buying a vehicle, or later to customise it with services and exclusive accessories," says Lesna.

Fiat Professional vehicles are equipped with the latest technology, which is able to communicate simply with any fleet management software.

The new Gateway device on Ducato and Doblò vehicles provides business fleet management systems with up to 72 different types of vehicle data including mileage, fuel consumption, brake-pad wear and diesel particulate filter (DPF) levels.

It is also capable of displaying dynamic status figures such as speed and engine rpm and, when connected to an FMS device (such as UMTS modules or a GPS), fleet managers can monitor all of their vehicles' most important data in real time.

The Fiat Professional brand has collected awards in its own right in recent years, recognising its ability as a fleet supplier, and products such as the Doblò Cargo are only part of the story.

Fiat Professional serves some of the major fleet customers in the UK and Lesna says volumes are increasing year-on-year.

"The brand provides the same level of high-quality service to fleets of all sizes," she adds. "Fiat Professional offers advice and guidance for new companies who are just beginning to grow their fleets, while also responding to the needs of established national organisations with much larger fleets."

"Fiat Professional is perfectly equipped to support the largest and busiest fleets in the UK. With its extensive vehicle range, best-in-class running costs and dedication to providing the highest levels of customer support, Fiat Professional is capable of providing a comprehensive service to the largest and most demanding fleets."

## CASE STUDY: SHB HIRE LTD

**Jim Bullock is LCV procurement manager for SHB vehicle hire which has a fleet of more than 16,500 vehicles, ranging from cars, standard and specialist LCVs and HGVs to golf buggies and ATVs.**

**The company includes a range of Fiat Professional vehicles on its hire fleet, with models such as the Doblò Cargo in demand from its customers.**

**"We have a number of customers who require the substantial cargo volume from the XL model, as well as those who require a tonne payload from a van this size," says Bullock.**

**"We also get a good service from the manufacturer, who is always helpful in trying to find the right product that would best suit the requirements of our customers."**

It has a dedicated fleet area managers team to look after small-to-medium enterprises (SMEs) and a corporate area managers team responsible for larger fleet customers. A dedicated team of five aftersales fleet managers – two field-based – also support Fiat Professional's large corporate customers.

It perhaps is not surprising that vehicles such as the Doblò Cargo remain popular, given the level of back-up and support available from the Fiat Professional brand.

But Lesna believes it is the van's capability that should not be underestimated.

"Doblò Cargo offers the biggest range of its segment, spanning from vans to special vehicles and conversions for specific uses," she says. "Thanks to its versatility, Doblò keeps on winning awards from the most prestigious magazines."



# Style, individuality and performance

Today's line-up of models stays true to Abarth tradition. But you don't choose one because you need one. You choose it because you want one

**A**barth has an appeal for car enthusiasts and a heritage that ranks alongside the best-known exotic car manufacturers in Italy.

As well as offering breathtaking performance and high-power outputs, Abarths of the past were also renowned for their compact size and their agility – characteristics that can also be attributed to the scorpion on the brand's logo.

The Abarth line-up of today is true to this tradition, with the 595 and 695 models appealing to those who like nimble hatchbacks and the 124 Spider offering a low-slung roadster.

Rather than taking a familiar Fiat shape and adding Abarth branding, the vehicles are substantially re-engineered to optimise performance.

Gerry Southerington, head of communications for Abarth in the UK, points to three key pillars that are the centre of the brand's appeal.

"The Abarth brand is focused on style, individuality and performance," he says. "And it's a combination of those elements that drivers buy into. It might not be all three of them, but it's a virtuous triangle."

"For example, if you fall in love with the Fiat 500 shape, but you prefer something more powerful, Abarth gives you access to that."

Over the past 15 years, company car tax legislation has steered fleet operators and drivers away from many high-performance cars, that would have been punitive under the previous mileage-based benefit-in-kind (BIK) tax regime.

But Southerington points out that, while Abarth models are chosen by drivers looking for something a little more unique, they needn't

**"With Abarth, you're getting performance car responses but everyday car running costs, fuel consumption and tax"**

Gerry Southerington, Abarth

be heavily taxed for it. The models are highly competitive with rivals having similar performance.

He says: "It is an individual choice. You don't choose one because you need one. It's because you want one."

"And, while they won't be right for many company car drivers, we think for some small businesses, particularly for those involved in creative and marketing areas, they will be appealing."

This leads into a broader discussion about running costs, where you probably won't find some of the horror stories associated with some high-performance models.

Southerington says: "The cars can return impressive fuel economy in a real world scenario which a driver would not expect from a performance car. Their price points are aligned with rivals in their respective segments, not at a premium."

"We also believe petrol engines are coming back into focus. People are thinking more carefully about choosing diesel, so an Abarth could well provide an alternative, yet cost-effective, tool for positioning your business and setting it apart."

"With Abarth, you're getting performance car responses but everyday car running costs, fuel consumption and tax."

"Resale values are very strong. Within the segments the cars compete, they are among the highest."

He adds that plans to grow the brand in the UK in the past few years have also made the cars more appealing to a wider audience.

"With the arrival of the Abarth 500 in 2009 we sold around 1,300 cars per year in the UK and were relatively niche," he says. "Owners of those early Abarth models were very much connected to the history of the brand. That is important, because it's part of the appeal."

"Following a network expansion programme which started in 2014, sales grew and we achieved 4,535 units by the end of 2017."

"In the past, people were interested, but the Abarth dealer could have been too far away, especially for business users."

"It needs to be convenient, and, by extending the Abarth franchise across more of the existing Fiat network, the better coverage has helped to turn that interest into more converts to the Abarth way."

## Abarth 595



The 595 is the entry point to the Abarth range. It comes with a 143hp 1.4-litre T-Jet turbocharged engine, and a choice of a five-speed manual gearbox as standard, or an electronic-shifting five-speed sequential gearbox with automatic mode. There are also variants such as the 160PS Trofeo, a 163hp Turismo and a 180PS Competizione. CO<sub>2</sub> emissions are 139g/km for the manual and 134g/km for the auto. It is available as a hatchback, or a convertible with an electric sliding roof.

## Abarth 695



The 695 range starts with the 163hp XSR Yamaha and is themed in collaboration with the motorcycle manufacturer, which has its own similar-liveried special edition. The 695 Rivalta marks a partnership with exclusive Italian boat manufacturer Riva, with a 178hp model in a distinctive two-tone colour scheme. CO<sub>2</sub> emissions range from 134g/km to 145g/km, hatchback and convertible versions are available.

## Abarth 124 Spider



With optimum 50:50 weight distribution, rear-wheel drive, a kerb weight of 1,060kg, a 168hp engine and with suspension derived from Abarth's racing experience, the two-seater 124 Spider offers a thrilling driving experience. Offered with a choice of manual or automatic transmission, with steering wheel-mounted paddle shift. CO<sub>2</sub> emissions range from 148g/km to 153g/km.



# Gianluca Italia

HEAD OF FLEET AND BUSINESS SALES  
FOR THE EMEA REGION

**Ever-widening range of models and powertrains means the group is better placed than it has been for 10 years in terms of fleet offerings**

**F**CA Group is now better equipped to meet the needs of fleets than it has been for more than a decade, says Gianluca Italia, head of fleet and business sales for the EMEA region.

This is because of its ever-widening range of models and powertrains, the strength of its business dealer network and work to improve residual values (RVs).

"Our product offensive is the first reason why FCA has become a more credible proposition for fleets," says Italia.

"We are launching new models with new engines and technology every five or six months.

"We are now in a position we haven't been in during the past 10 years because we have the widest range of vehicles we have ever had.

"We start from small cars like Panda and 500, ending up with commercial vehicles like Ducato.

"We can also offer several brands with very specific DNAs.

"We have Alfa Romeo, which has Italian style, passion and performance.

"We have Jeep – a pure American adventure brand which is the No1 SUV brand in the world and stands for outdoor and freedom.

"Fiat is fun to drive, has a low cost of ownership which is functional but at the same time aspirational, while Fiat Professional is one of the most credible brands in Europe.

"We have a full line-up of vehicles and brands and this is not the case for many of our competitors."

Italia says FCA Group's most recent launches have opened new doors for it in fleet.

The Alfa Romeo Giulia sports saloon and Stelvio SUV have both received many plaudits from customers and the motoring press alike, while the Jeep Compass strengthens the group's offering in the growing SUV sector.

"We believe we are the perfect user-chooser brand because these cars are sold more on pull than push," says Italia.

"We have a lot of requests from managers requesting us to enter the company policy because they want to drive our new cars.

"Compass is giving us the opportunity to enter the largest segment in Europe – the C-SUV segment – which is huge, also within the fleet community.

"Now we offer models from the small crossovers like Renegade up to the large Grand Cherokee.

"If you add these to the small cars from the Fiat brand



like 500, and the Alfa Romeos, you can understand that today we can really offer fleet managers a broad range of vehicles.

"This is our added value offering versus most of our competitors."

FCA Group has also created a range of specific business equipment grades to meet the needs of fleet customers.

Added to the new products, FCA Group has also reorganised its internal structure and dealer network to improve its services to businesses.

This has seen it create 250 centres of excellence for business customers across Europe, with around 30 in the UK.

"We are also focusing on the management of our brands, and are paying a lot of attention to improving RVs," says Italia.

"We have selected the most credible partners in each market in order to avoid having residual values being put under pressure by risky distribution models, while we also have a strong used car programme designed for premium and mainstream cars."



## Four icons all linked by the desire to innovate

FCA Group is proud to have four of the automotive industry's most evocative brands – Alfa Romeo, Jeep, Abarth and Fiat – among its ground-breaking vehicle line-up

**W**ith Alfa Romeo, Jeep, Abarth and Fiat, FCA Group has four of the automotive industry's most evocative and iconic brands.

Throughout their histories, these manufacturers have created some of the most memorable and ground-breaking vehicles.

And, although they have distinctly different images and products, they all share one common desire: to innovate.

This can be seen on today's model ranges which build on the brands' rich heritages with elements such as Jeep's unique rounded headlights and seven-slot grill, but also set new standards for class-leading safety technology, powertrains and the use of lightweight materials.

"The future belongs to those who have a great past," says Klaus Busse, head of design for Fiat, Abarth, Lancia, Alfa Romeo and Maserati at FCA. "This is why our designers spend so long in the Alfa Romeo Museum, eager to trace back the lines.

"There are some core parts of Alfa Romeo that have been consistent throughout the decades.

"It's a long line of passion and partnership that brings us to the current cars."

Alfa Romeo's rich heritage is on show in the six-floor Alfa Romeo Museum in Milan, which is packed full of the models that have defined the identity of the brand, including its racing pedigree.

"Motorsport means safety, speed and technology. Of course, if you are able to reach the best in motorsport, you are able to use the same technology in production," adds Lorenzo Ardizio, curator of the Alfa Romeo Museum.

"When the Giulia was presented for the first time in 1962, it was

synonymous with innovation: the same idea of innovation is now seen on today's All-New Alfa Romeo Giulia.

"It's something Alfa Romeo has been able to repeat every time from 1910 to nowadays."

The FCA Group's desire to innovate has led to some of the most stunning and iconic cars ever created, but it has also brought plenty of benefits to fleet operators.

This is particularly true of the engine technology it has pioneered, which has lowered CO<sub>2</sub> emissions and increased fuel economy without penalising the power or drivability of its cars.

FCA was heavily involved in the development of the common rail diesel engine which, compared to the older direct injection technology, deliver more power while consuming less fuel and producing lower emissions. They are also quieter.

Most diesel-powered vehicles available today use common rail technology, and in 1997 the Alfa Romeo 156 was the first production car to be offered with it.

Fiat was again at the forefront of engine technology just over a decade later when, at the 2011 International Engine of the Year Awards, its 0.9-litre TwinAir won Best Engine Under 1.0-Litre, Best New Engine, Best Green Engine and International Engine of the Year.

Dean Slavnick, editor of *Engine Technology International* and co-chairman of the International Engine of the Year Awards, called the TwinAir one of the "all-time great engines".

Compared to larger engines with the same power output, TwinAir offers significantly improved fuel economy and emits about 30% less CO<sub>2</sub>.

This saw it lead the trend to offer smaller engines, and they





**“Motorsport means safety, speed and technology. If you are able to reach the best in it, you are able to use the same technology in production”**

Lorenzo Ardizio, Alfa Romeo Museum curator

are now available in a variety of FCA vehicles in turbocharged and naturally-aspirated variants.

The latest generation of Alfa Romeo models is again setting standards for the industry, with the new Giulia and Stelvio leading their sectors for safety.

Both scored the maximum five stars on the Euro NCAP test and also recorded the highest adult occupant protection ratings ever achieved, despite the introduction of a more stringent rating system in 2015: Giulia scored 98% and Stelvio 97%.

They each achieved these outstanding results on the basis of two key elements: firstly the adoption of a wide range of innovative safety systems, and secondly, the structural efficiency of its light and rigid bodyshell which makes extensive use of robust, lightweight, materials such as carbon fibre, aluminium and aluminium composite.

Both are based on the 'Giorgio' platform architecture.

In keeping with Alfa Romeo tradition, both feature a host of technical innovations which benefit the driving experience and vehicle safety, the most significant being the Integrated Brake System which significantly reduces braking distance. This sees the Giulia brake from 62mph to a standstill in just 38m (32m for the Quadrifoglio version).

In addition, both model ranges feature a host of safety systems as standard, including forward collision warning (FCW) and autonomous emergency brake (AEB) with pedestrian detection.

This sees a radar sensor and camera built into the windscreen working together to constantly monitor the presence of obstacles or vehicles in the car's trajectory and warn the driver of the risk of imminent collision.

In the event of the driver failing to react in time, the system automatically applies the brakes to avoid an impact or reduce its severity.

Thanks to the pedestrian recognition function, the AEB is also capable of stopping the car autonomously at speeds of up to 60km/h (37.3mph), by interpreting the information from the radar and camera.

Other standard equipment also includes lane departure warning (LDW) and blind spot monitoring (with rear cross-path detection available as an option), which uses sensors to monitor the area around the car and assist the driver when overtaking, changing lane or exiting car parks by monitoring any cars that may be approaching.

These advances help FCA Group provide a compelling blend of heritage and cutting-edge technology in vehicles which will help run more efficient, safer fleets.

## Three FCA Group cars which changed automobile history

### Willys Jeep MB

The tough, simple Willys Jeep MB became the GI's best friend in World War II. One vehicle was even awarded a 'Purple Heart' military decoration and sent home.

General George C Marshall, US Army Chief of Staff during that conflict, described the Jeep Brand 4x4 as: "America's greatest contribution to modern warfare".

The MB started a revolution in the use of small military motor vehicles in the US Army.

The all-purpose MB was amazingly versatile, and could be fitted with .30 or .50 calibre machine guns for combat. It was also widely modified for long-range desert patrol, snow ploughing, telephone cable laying, saw milling, as fire-fighting pumpers, field ambulances, tractors and, with suitable wheels, could even run on rail tracks.



### Alfa Romeo 33 Stradale

Just 18 examples of the Alfa Romeo 33 Stradale were made between 1967 and 1969, and at that time it was the most expensive car on sale to the public.

Based on the Autodelta Alfa Romeo Tipo 33 racing car, it was built by Alfa Romeo to make some of its racing technology available to the public.

"It was an incredible car because it was a race car you could actually drive on the road," says Lorenzo Ardizio, curator of the Alfa Romeo Museum.

"It is now considered one of the masterpieces of GTs from the 1960s."

### Fiat 500

Fiat's iconic 500, which celebrated its 60th birthday last year, has joined the permanent collection of the MoMA (the Museum of Modern Art in New York).

"While the Fiat 500 has unquestionably left its mark on automotive history, it is equally true that it has never been just a car," says Olivier Francois, head of Fiat Brand and chief marketing officer FCA.

"In its 60-year history, the 500 has transcended its material manifestation to enter the collective imagination and become an icon."

Martino Stierli, the Philip Johnson chief curator of architecture and design at MoMA, adds: "The Fiat 500 is an icon of automotive history that fundamentally altered car design and production."





# Uconnect is the ultimate in infotainment systems

As well as adding to the sheer pleasure of driving your FCA vehicle, the system can also give people tips and pointers about how to improve their driving skills

**U**connect is your ultimate in-car infotainment companion. It combines connected services, audio, navigation and communication into one easy-to-use device.

Available across almost all Abarth, Fiat, Fiat Professional, Alfa Romeo and Jeep vehicles, the Uconnect system offers a variety of benefits for both drivers and fleet operators.

## ENTERTAINMENT

Drivers and passengers can enjoy their favourite soundtracks during any journey thanks to a range of connectivity options including USB, Bluetooth streaming, AUX and CD.

With Uconnect LIVE, you can create your ultimate road trip soundtrack from more than 35 million tracks on Deezer and discover music you'll love with hand-picked recommendations. Or, access TuneIn and stream your favourite music wherever and whenever you like from a choice of 100,000 internet radio stations and four million podcasts.

When stationary, Uconnect LIVE can connect to your social networks, giving access to Facebook and Twitter at your fingertips.

It can also keep you updated on all the latest news with Reuters. Just choose the subjects you are most interested in and listen to your personal selection of news while driving, without distraction.

## COMMUNICATION

Safe and legal use of your phone is available whenever you want with Uconnect. Once paired via Bluetooth your phone becomes integrated with the navigation and entertainment systems and voice commands.

The music volume is adjusted automatically, to allow you to listen to directions and incoming calls, and restored when appropriate. Your contacts will be downloaded automatically into the Uconnect system and it can even read out your text messages and allow you

to reply by voice. With voice commands+, it's easy to call your contacts or call back the last number as you get moving.

## NAVIGATION

Uconnect has teamed up with the leaders in navigation systems to ensure you know where you are, where you're going and how long it'll take to get there.

Vehicles equipped with TomTom LIVE use live traffic data to suggest the routes not only on the trip distance but also on the time needed to get to the final destination. TomTom Traffic provides the most accurate information about traffic jams, roadworks and delivers a trustworthy estimated time of arrival.

The TomTom navigation system can also warn you when you are approaching a speed camera and can provide information on weather conditions along your route.

## CONTROL

In some vehicles, the Uconnect system goes beyond infotainment and is the integral control centre, giving the driver touchscreen command of the climate system, vehicle settings and features such as the heated seat.

The my:Car app on Uconnect LIVE helps you take care of your car. It provides a service interval indicator plus, if there is a problem or a dashboard indicator lights up, the system will also show you information from the user manual on the radio display. This information will be read aloud if the car is moving, to avoid distracting the driver.

When connected to the Uconnect LIVE my:Car smartphone app, you can see your fuel level and your tyre pressure on the go. Plus, the app saves the GPS location of where you parked, so you can always find your car.

Alfa Romeo drivers can enjoy the bespoke Alfa Performance app which allows users to collect information about their driving behaviour and acquire greater awareness of parameters, such as

power delivered and torque in real time, and data about acceleration and braking. Information about G force in a turn, turbo pressure, oil temperature, wheel position and slipping will be displayed on the radio. Trip data can be saved in the system's memory or accessed from outside the vehicle using the Uconnect LIVE app.

Similarly, the Jeep Skills app available on selected Jeep vehicles helps you face your everyday adventures. It monitors the slope beneath your Jeep in real time and lets you see the position of your wheels and their slippage, for more direct control and improved awareness behind the wheel when facing the most challenging routes, or when you simply drive through the city.

No matter what FCA vehicle you choose, a number of functions of the Uconnect system can be safely controlled using steering wheel-mounted controls allowing you to keep your hands on the wheel for the maximum amount of time.

## ECO:DRIVE

Uconnect can do more than provide infotainment services. It can also change the way you drive.

Developed by FCA, eco:Drive is a tool to help people drive more efficiently, saving fuel and reducing CO<sub>2</sub> emissions. As concern over climate change continues to grow, and car makers globally are being called on to exercise even greater responsibility, eco:Drive has proved its value to drivers all over the world.

The system works differently dependent on which version of Uconnect is fitted. Plugging a USB stick into an Uconnect-equipped vehicle's USB port allows eco:Drive to record information about your driving style. Inserting the USB stick into a computer, it then shows how you performed, and how you can become a more efficient driver.

The system analyses driving techniques and awards marks out of 100, providing a score on an eco:Index. This shows how efficiently you have driven based on your acceleration, deceleration, gear changes and speed. Step-by-step tutorials then help you improve

the score, showing you how to perfect your driving using information from your own journeys.

Vehicles with Uconnect LIVE have the eco:Drive app pre-installed and it provides, via the vehicle's touchscreen, real-time coaching and gives you scores on four key criteria: acceleration, deceleration, gear changes and speed. It assigns a score for each of them, which determines your eco:Index.

A study by FCA has shown that drivers can make improvements of up to 16% in their driving efficiency. This means reductions in CO<sub>2</sub> emissions and vehicle wear, plus substantial savings on annual fuel bills.

eco:Drive Fleet is the corporate version of eco:Drive, developed to improve the fuel efficiency of company vehicles equipped with Uconnect.

It connects using the driver's mobile phone and the system sends journey information to the eco:Drive server automatically, allowing the fleet manager to view the company's fleet data at any time. It will show miles travelled, fuel consumption and CO<sub>2</sub> emissions for all the active vehicles. Drivers can see their own score separately via the eco:Drive Mobile app or using the vehicle's Uconnect system.

**"Developed by FCA, eco:Drive is a tool to help people drive more efficiently, saving fuel and reducing CO<sub>2</sub> emissions"**



## JOHN O'CONNER GROUNDS MAINTENANCE

# Payload needs prompt switch

Grounds maintenance company opts for all Fleet Professional line-up

**J**ohn O'Conner Grounds Maintenance plans to switch its entire light commercial fleet to Fleet Professional to help meet payload requirements. Around 80% of its fleet of 250 vans is currently a single badge. But senior workshop manager Simon Redhead began to consider other brands a year ago when he realised that the payload would be reduced on the latest Euro 6 model due to the addition of the AdBlue tank.

Payload is important because the company maintains parks and other sites for local authorities and its vehicles need to carry a variety of equipment.

After researching the market Redhead opted for the Fiat Ducato LH1 Chassis Cab as it meets Euro 6 emissions standards by using an exhaust gas recirculation system which doesn't require AdBlue, therefore maintaining its payload.

The Ducato also appealed because it has a shorter chassis, making it easier to turn into gateways in parks, while the vehicle is lower to the ground which makes it ideal for loading using a ramp.

The options available on the Ducato, such as composite rear springs and different fuel tank sizes, were also favourable.

"The chassis doesn't come with a rear light board. You can order it, but you don't have to," says Redhead. "We had our light boards made in aluminium, just as another weight-saving exercise, whereas with other models you have to buy the chassis with the light board."

John O'Conner now has 30 Ducatos on its fleet with another seven on order. Five of them are a tipper specification with cages and the others are dropside to carry mowers. The bodies are bespoke and built by BL Searle in Sandy, Bedfordshire.

"We've spent years working on this body to get it as light as possible and to carry what we need, and we're confident there is nothing else quite like it out there for lightness," says Simon.



John O'Conner also has four Fiat Doblò Work Ups which are used for rubbish collection in parks.

The LCVs are all outright purchased and around 160 vehicles are maintained at John O'Conner's workshop in Welwyn. The others, which are not based in the area, are maintained by local garages.

The Fiats will be maintained at Fiat Professional retailers under Mopar (Fiat's own parts, service and customer care organisation).

"I've got Mopar set up and I intend to use that so we've got our labour rates set across the Fiat Professional network which will work for us," says Simon.

Potentially, John O'Conner will be ordering another 10 Ducatos this year, if they are awarded local authority contracts.

Redhead says it was "a big step" to change manufacturer but he has no regrets. "Fiat is definitely going in the right direction," he says.

## SSE

# Shared values behind energy provider's fleet choice

Fiat Professional is in tune with SSE on safety, fuel economy and the environment

**S**hared values about safety and the environment were key reasons why energy provider SSE opted for Fiat Professional, according to fleet manager Gemma Trew.

SSE has a fleet of around 6,000 light commercial vehicles, ranging from small city vans to 6.5-tonne large panel vans and specialist vehicles.

Since 2014, Fiat Professional has supplied more than 2,100 commercial vehicles to SSE, including 230 Fiorinos, 681 Doblò Cargos and 1,201 Doblò Maxis.

The vehicles, which are on five-year contract hire with maintenance agreements, are used by SSE's sales team, fitters and installers to help serve more than nine million customers throughout the UK.

Trew says: "The safety of our team is of paramount importance to SSE and a key focus of our risk management policy. That's why we chose Fiat Professional to provide our fleet as they share our values when it comes to safety."

Fuel economy and the brand's environmental credentials were also reasons why SSE opted for Fiat Professional.



Gemma Trew

The Fiorino's CO<sub>2</sub> emissions start at 115g/km, with an official combined fuel consumption figure of 64.2mpg, while the Doblò Cargo's emissions are 133g/km/56.5mpg, and the Doblò Maxi is 123g/km/60.1mpg.

"Reducing our environmental impact is a key focus of our corporate social responsibility and fuel economy plays a big part in reducing our carbon emissions," Trew says.

"That's another reason we chose Fiat Professional to provide our eco-friendly fleet vehicles."

She adds: "Fiat Professional has won a multitude of environmental awards over the years, including the Commercial Fleet Green Vehicle Manufacturer of the Year in 2015, so it was clear we shared the same values."

The vehicles have proved "reliable and functional", according to Trew, and have been well received by SSE drivers.

But it is Fiat Professional's staff which really set the brand apart.

"We have always appreciated the experience and technical expertise the FCA team brings which is a real value add for us," Trew says.

## SOUTH CENTRAL AMBULANCE SERVICE

# First responders like Tipo for space

Station wagon can carry all the varied equipment volunteers need

**A** specially adapted Fiat Tipo Station Wagon has been used to respond to more than 200 medical emergencies in Buckinghamshire.

The vehicle is being trialled by a group of four volunteers for South Central Ambulance Service whose role it is to attend medical emergencies in their community and provide care until an ambulance arrives.

The community first responders could be dealing with life-threatening emergencies, such as cardiac arrest, stroke, choking or serious blood loss, and therefore need to carry a variety of equipment.

Community first responder Chris Wright, who was instrumental in arranging the loan of the special Tipo from Fiat, says: "It's ideal because the Tipo has plenty of space in the back. It has to lug around a fair amount of equipment. We have the medical bag, which contains oxygen and all the dressings and masks. We carry Entonox, which

is another gas for anaesthetic purposes. We have a burns kit and a maternity kit, as well as hard hats and high-vis jackets."

The vehicle, which is based at Chalfont Saint Peter's Ambulance Station, has ambulance livery and lights mounted on the roof.

"It's good visibility for us; you can't miss the car," Wright says.

The car's 1.6-litre diesel engine has CO<sub>2</sub> emissions of just 98g/km and an official combined fuel economy figure of 76.3mpg.

The car a year ago it has clocked up more than 4,000 miles in its first year and is achieving a real-world fuel economy of 40+ mpg as it can spend time idling and is only used in urban areas.

A separate group of community first responders elsewhere in the county is using Fiat Panda 4X4s. There are three Panda 4X4s in South Buckinghamshire and two in North Buckinghamshire, both of which are used in "fairly rural areas", according to Chris Wright, so the 4x4 capability has proved ideal.







# Back at the pinnacle of world motorsport

Alfa Romeo returns to Formula 1 in partnership with Sauber

**A**lfa Romeo is one of the most iconic names in world motorsport, and this year it returns to the pinnacle of the sport after a 30-year absence in Formula 1.

The Alfa brand was the undisputed champion of pre-war Grand Prix, with its GP Tipo 2 dominating the first World Championship.

This helped establish Alfa Romeo as one of the leading symbols of Italian engineering and style, an icon of Italy's technological excellence and creative spirit.

This position as one of the world's most desirable premium brands endures to this day and its return to F1 is expected to contribute significantly to the appeal and development of the sport.

Alfa Romeo's return to F1 follows it signing a multi-year technical and commercial partnership agreement with Swiss Sauber F1 Team, which will see the team called Alfa Romeo Sauber F1 Team.

The single-seaters will sport the distinctive colours and logo of Alfa Romeo, the team's title sponsor, and will be powered by 2018 Ferrari engines.

The agreement includes strategic, commercial and technological cooperation in all applicable areas of development, including access to engineering know-how and the expertise of Alfa Romeo technical staff.

"This agreement with the Sauber F1 Team is a significant step in the reshaping of the Alfa Romeo brand, which will return to Formula 1 after an absence of more than 30 years," says Sergio Marchionne, CEO of FCA.

"A storied marque that has helped make the history of this sport, Alfa Romeo will join other major automakers that participate in Formula 1.

"The brand itself will also benefit from the sharing of technology and strategic know-how with a partner of undisputed experience.

"The Alfa Romeo engineers and technicians, who have already demonstrated their capabilities with the newly-launched models, Giulia and Stelvio, will have the opportunity to make that experience available to the Sauber F1 Team.

"At the same time, Alfa Romeo fans will once again have the

opportunity to support an automaker that is determined to begin writing an exciting new chapter in its unique, legendary, sporting history."

Participation in the championship will also bring benefits for the brand in areas such as technology transfer and road safety.

Pascal Picci, chairman of Sauber Holding AG, added: "We are pleased to welcome Alfa Romeo to the Sauber F1 Team. Alfa Romeo has a long history of success in Grand Prix racing and we are very proud that this internationally renowned company has chosen to work with us for its return to the pinnacle of motorsport.

"Working closely with a car manufacturer is a great opportunity for the Sauber Group to further develop its technology and engineering projects.

"We are confident that together we can bring the Alfa Romeo Sauber F1 Team great success and we look forward to a long and successful partnership."

Alfa Romeo's racing history began in the early 1920s when it was a dominant force in Grand Prix, winning the first world championship

## The drivers

Two of the sport's most promising drivers will spearhead Alfa Romeo's return to Formula 1 this year.

Reigning Formula 2 champion Charles Leclerc (below, left) will race alongside Marcus Ericsson at Alfa Romeo Sauber F1 Team, with Antonio Giovinazzi serving as third driver for 2018.

Leclerc, 20, has risen rapidly through the single-seater ranks, winning the GP3 title before his F2 championship triumph last year.

He says: "I am very happy to be entering Formula 1 in 2018. I would also like to thank Sauber for their trust and confidence in me as a driver, and I look forward to joining the Alfa Romeo Sauber F1 Team for the upcoming season.

"It is a great working environment and I already feel confident and comfortable here. In 2018, my aim will be to gain more experience in Formula 1, and to bring as much value to the team as possible in return."

This year will be Ericsson's fifth in Formula 1, and his fourth with Sauber.

He says: "First of all, I would like to congratulate the team on the new partnership with Alfa Romeo.

"It is a great honour for me to be driving for this team in 2018, and I am excited and proud to be part of this promising journey. I am confident I can add to the knowledge and experience of the team."



in 1925. The brand later participated in F1 from 1950 to 1988, both as a constructor and engine supplier.

Its participation started with a golden era. Its factory 158s, with their 1.5-litre supercharged eight-cylinder engines, dominated the first F1 World Championship.

It took all three podium places in the first race at Silverstone, and had at least two cars on the podium in all but one of the six races. Nino Farina and Juan Manuel Fangio won three events each as Farina went on to win the title.

It was a success that Fangio repeated the following year for the first of his five world titles.

From 1961 to 1979, Alfa Romeo participated as engine supplier to several F1 teams.

Following its return as a constructor in 1979, Alfa Romeo achieved its best result in 1983, taking sixth place in the constructors' championship.

It withdrew from the race series in 1988, but is now returning with the clear intention to make its mark.



## Alfa Romeo Stelvio

The first affordable SUV to combine sports car-like handling with crossover practicality is also the first SUV from Alfa Romeo.

From its Italian-styled exterior to its premium interior, the Stelvio looks as good as it drives.

Perfect 50/50 weight distribution and extensive use of aluminium mean this tall and spacious family SUV handles like a nimble performance car.

Under the bonnet is a powerful, yet efficient, 2.2-litre diesel engine which will please both company car drivers and fleet

managers. In the RWD version, the Stelvio can return more than 60mpg with CO<sub>2</sub> emissions of 124g/km, but still accelerate to 62mph in 7.6 seconds.

Such impressive dynamics don't come at the expense of comfort, though. Specially calibrated suspension ensures the Stelvio remains well composed on rougher surfaces and on most versions Q4 all-wheel-drive maintains traction even in the harshest conditions.

Further peace of mind comes from the five-star Euro NCAP rating which places Stelvio among the safest cars ever tested.



## Alfa Romeo Giulietta

The Giulietta provides authentic Alfa Romeo driving pleasure with exceptionally competitive running costs.

A wide range of engines is available to satisfy every driving style, including an ultra-efficient 1.6 JTDM-2 with 120hp, which represents the perfect balance between performance and fuel efficiency for both personal and business use. It emits just 99g/km of CO<sub>2</sub> and can return 74.3mpg.

Each element of the Alfa Romeo Giulietta has been designed to balance power and agility for every road condition, achieving extraordinary driving pleasure.

The Alfa DNA system is the exclusive Alfa Romeo driving mode selector which adapts the vehicle's performance to

suit the driver's style and road conditions. There are three modes: Dynamic, for performance, Natural for optimum fuel economy and All-weather for tackling bad weather and low grip conditions.

Tecnica versions have been specifically created for the business user, offering in excess of £2,000-worth of extra equipment as standard including dual-zone climate control, automatic headlamps, rain-sensing wipers, a self-dimming rear-view mirror and electrically folding door mirrors. There is also electric lumbar support and height adjustment on both front seats, as well as parking sensors front and rear and a 6.5-inch Uconnect LIVE navigation system.

## Alfa Romeo Giulia

Designed from the ground up to be the embodiment of the Alfa Romeo brand, the Giulia has distinctive Italian styling, innovative powertrains, perfect weight distribution and cutting-edge technology.

To obtain an excellent power-to-weight ratio, the Giulia utilises an array of high-strength and ultra-lightweight materials including carbon fibre and aluminium.

As a result, the 180hp 2.2-litre turbo diesel version weighs just 1,374kg, enabling the car to accelerate from 0-62mph in 7.1 seconds while still delivering a combined 67.3mpg and low CO<sub>2</sub> emissions of 109g/km.

With competitive pricing, the Giulia is fitted with the latest safety equipment including Forward Collision Warning, Lane Departure Warning and Emergency Brake with pedestrian protection. Adaptive Cruise Control and Blind-Spot Monitoring is available optionally. The Tecnica business edition has been created exclusively for company car drivers with an additional £2,000 of specification over the Super including six-way power seats, Athermic windscreen, automatic head lights and a rear parking camera but with a P11D price from £30,840.

Wholelife costs are extremely competitive, too, thanks not only to its efficiencies but also class-leading RVs.



## Fiat Tipo

Leading its class for price, space and specification, the Tipo proves you really can get more for less.

Under the skin is a drivetrain which balances useable performance with comfort and refinement.

Five adults can travel in comfort thanks to generous head and leg room both front and rear, while the boot in the station wagon can accommodate 440 litres of luggage.

A range of petrol and diesel engines deliver extremely low CO<sub>2</sub> emissions from just 89g/km, which, when combined with the car's entry price of £13,795, makes it extremely attractive for company car drivers.

A fleet-specific Elite trim provides all the necessary equipment a fleet driver needs and it comes exclusively with the 1.6-litre MultiJet II diesel engine, which returns an average 83.1mpg.

The all-new Fiat Tipo S-Design dresses with style due to the Piano Black finish of the grille, foglight surround and door mirrors, 18-inch alloy wheels are standard-fit as are Bi-Xenon headlights.

Inside there is a seven-inch Uconnect LIVE screen, half leather seats and Piano Black trims which provide a luxurious look.





## Fiat 500L



The Fiat 500L range combines all the beauty and iconic charm of the Fiat 500 in a comfortable and spacious family car.

Three versions provide the flexibility to suit any requirement, whether it be the compact and affordable 500L Urban, the rugged 500L Cross or the spacious seven-seat 500L wagon.

All models are well equipped with air-conditioning, alloy wheels and a host of safety features including Hill Holder and anti-rollover mitigation, cruise control and options such as city brake control.

The 500L is also available with the latest seven-inch Uconnect LIVE infotainment system and a 520-watt Beats audio speaker system.

The frugal 1.3-litre diesel engine has CO<sub>2</sub> emissions from just 107g/km, making it ideal for company car drivers looking to save on BIK tax.

There is also a larger 1.6-litre Multijet diesel and two 1.4-litre petrol engines to choose from.

Despite its compact dimensions, the 500L has a boot capacity of up to 455-litres which can be expanded to 1,480-litres with the rear seats folded. Larger 500L Wagon models enjoy a 493-litre boot (five-seat mode) with a seats-down volume of up to 1,509 litres.

## Jeep Compass

The Compass is the most advanced SUV in its class. It perfectly fuses Jeep's legendary off-road capability with advanced lightweight design to deliver leading driving dynamics and efficiency.

Its intelligent four-wheel-drive system can adapt to any terrain and even disengage its rear axle to improve fuel economy.

A choice of turbocharged powertrains ensures the Compass rewards the driver with high performance and low emissions.

The range includes a 1.4-litre MultiAir II petrol and a 1.6- or 2.0-litre MultiJet II diesel.

Both come with an optional nine-speed automatic transmission while the rest of the range offers a six-speed manual.

Standard specification includes a five-inch Uconnect infotainment system increasing in size to 8.4 inches from the Longitude and above, Bluetooth, forward collision warning plus and lane departure warning-plus.

Its wide stance not only improves dynamic stability but also provides optimal interior space. The boot can hold an impressive 438 litres.



## Jeep Grand Cherokee



At the pinnacle of the Jeep range, the Grand Cherokee has been engineered to handle the most challenging driving conditions while delivering the highest levels of comfort, performance and technology.

Its eye-catching design incorporates classic Jeep styling cues to give a powerful presence. Inside, soft touchpoints and premium materials ensure passengers have a comfortable and enjoyable ride.

A high level of equipment is fitted as standard, including an 8.4-inch touchscreen Uconnect infotainment system with DAB, Bluetooth, voice command and smart touch navigation. Also featured are Bi-Xenon headlamps, heated front and rear leather seats, reversing camera and 20-inch alloy wheels.

Overland models add adjustable air suspension, cooled front seats and a panoramic sunroof. The range-topping Summit features adaptive cruise control with forward collision warning, a 19-speaker Harman Kardon audio system and a larger 8.4-inch Uconnect LIVE system.

Jeep's 3.0-litre diesel engine provides 250hp for strong performance and low CO<sub>2</sub> emissions. It is combined with an eight-speed automatic gearbox which provides power to all four wheels.

## Fiat Talento



The Talento is the ideal workmate for professionals on city streets and major roads thanks to its generous load capacity, great versatility and ability to adapt to the most diverse needs of customers.

It is available with a choice of single turbo or twin turbo Euro 6 1.6-litre diesel engines, with four power outputs ranging from 95hp to 145hp.

From a design standpoint, the new Talento is compact and well-proportioned. Its squared-off rear end allows for ample inner space and a high load capacity while giving the Talento a broad stance.

Nine different body styles are available, with standard and high roof panel vans in short- and long-wheelbase form.

The maximum load volume is 5.2m<sup>3</sup> in short wheelbase models, 6m<sup>3</sup> in long wheelbase versions and 8.6m<sup>3</sup> in the long wheelbase high-roof derivatives. Additionally, the range includes long wheelbase people carriers and crew vans, and a long wheelbase platform cab.

Standard equipment includes remote central locking, electric front windows, Bluetooth, a full bulkhead, height adjustable driver's seat with armrest, nearside side loading door, LED day running lights and a full-size spare wheel.

## Fiat Fiorino

As the sector's first small van, the Fiorino is perfect for use in cities thanks to its agile dimensions. It has a maximum 2.8m<sup>3</sup> load space which can carry a payload up to 660kg and is accessed via two wide-opening rear doors or the sliding side door. Thanks to a folding passenger seat, there is space for a load measuring up to 2.5 metres.

The engine line-up consists of both petrol and diesel units, with the Euro 6 1.3-litre 80hp MultiJet diesel achieving up to 74.3mpg with CO<sub>2</sub> emissions of just 100g/km, when paired with the Comfort-Matic transmission.

Safety systems include a driver's airbag, electronic stability control with ASR, HBA, and Hill Holder. Reverse parking sensors and front passenger and side airbags are available as options.

A five-inch colour touchscreen infotainment system is available that includes Bluetooth with audio streaming, USB, Aux and commands on the steering wheel. This radio can also be upgraded.

Combi versions feature an additional row of seats, with space for up to five passengers, yet can still carry a payload up to 170kg.



## Fiat Ducato



The latest-generation Ducato offers class-leading efficiency, thanks to its range of fuel-efficient Euro 6 diesel engines.

By employing a low pressure exhaust gas recirculation system (LPEGR) to lower NO<sub>x</sub> emissions, Ducato does without the complexity, added weight and additional costs associated with using emission additives such as AdBlue®.

The engine range includes a 2.0-litre 115hp HP MultiJet II which can achieve up to 47.9mpg on the official combined cycle with CO<sub>2</sub> emissions of just 157g/km.

At the top of the range is a powerful 180 HP 2.3-litre MultiJet II which can still deliver 46.3mpg and 160g/km. Long service intervals of up to 30,000 miles help to minimise running costs.

There are three wheelbases, four lengths and three heights offering load space from eight-to-17m<sup>3</sup> and a payload of up to 2,110kg, on the Ducato Maxi.

The load compartment is square and even, meaning every last bit of space can be used. It is between 2.6-metres and 4.07 metres long and up to 2.17 metres high.





# FCA | DRIVERS CLUB

## Club membership has many exclusive offers

Aim is to reward current FCA vehicle owners and alert others to their benefits

# F

CA's Company Car Drivers Club is a members-only group offering exclusive discounts, events and access to the latest models.

To join you either need to have an FCA vehicle as your company car, or drive another brand's vehicle on business lease or business contract hire.

The club offers members the opportunity to fully immerse themselves in FCA products by participating in FCA test drive events such as Jeep off-road adventures and Alfa Romeo 48 hour test drive and Abarth track days, as well as tickets for FCA Brand events such as Goodwood Festival of Speed.

Members will also be invited to join FCA at Company Car in Action, the UK's biggest multi-brand fleet test-driving event which is usually only open to fleet managers.

Qualifying members may also be entitled to a 48 hour test drive direct from FCA entitling them to try out the full range of Abarth, Alfa Romeo, Fiat and Jeep models to test at their leisure, without the need to visit a dealer.

The initiative is designed to reward drivers of FCA vehicles and incentivise company car drivers of competitor products to get to know the FCA product range and give it a try.

The company car is one of the most exciting perks of a job but, whether it's a benefit of status or an essential business tool, choosing the right car for the job is an important decision. This is especially true if you're going to spend several years in that vehicle or going to undertake serious mileage.

Members will get to experience FCA's multi-brand solution for company car drivers, with a range of choice from the chic and city-friendly Fiat 500 to the rugged off-road all-new Jeep Compass or the executive luxury and performance offered in the new Alfa Romeo Stelvios and Giulias.

**"Drivers will be able to select a welcome gift as an extra thank you for choosing an FCA vehicle"**

They will further benefit from access to discounted genuine accessories for their company car. This could include a bike carrier, roof rack or even a Jeep fitted camping kit for the more adventurous.

Mopar Genuine Accessories are designed specifically for FCA products so there won't be any problem with ill-fitted third-party accessories, which can potentially cause damage to company cars.

FCA drivers also gain access to the Privilege Purchase scheme which offers incredible preferential deals on new cars to members looking to privately purchase a second FCA vehicle. This could be, for example, a Fiat 500 for your son or daughter or an Abarth 124 Spider for your partner.

In addition to these perks, FCA drivers will be able to select a welcome gift as an extra thank you for choosing an FCA vehicle. Gifts range from executive pens to headphones.

Choosing Jeep, Abarth, Fiat, or Alfa Romeo brings additional value to the whole company car experience.

If you are interesting in finding out more about FCA's products or to seek more information about the club contact the FCA Business Centre on 0808 281 0001 or visit [www.fcadriversclub.co.uk](http://www.fcadriversclub.co.uk) the FCA Fleet & Business page on Facebook or LinkedIn.

## ALL-NEW ALFA ROMEO STELVIO. MORE THAN AN SUV.



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Whether you are a fleet decision maker or a company car driver, the Alfa Romeo Stelvio offers the complete fleet and business package. Coupling the most exciting driving dynamics with elegant Italian design and offering exceptional fuel consumption, CO<sub>2</sub> emissions and specification, the All-New Alfa Romeo Stelvio is the perfect Business choice.

For more information, call our Business Centre free on 0808 168 5419 or email [alfaromeo.fleet@alfaromeo.com](mailto:alfaromeo.fleet@alfaromeo.com)

*La meccanica delle emozioni*



RANGE OF OFFICIAL FUEL CONSUMPTION FIGURES FOR THE ALFA STELVIO RANGE: URBAN CYCLE MPG (L/100KM) 31.7 (8.9) - 51.4 (5.5), EXTRA-URBAN CYCLE MPG (L/100KM) 47.9 (5.9) - 65.7 (4.3), COMBINED CYCLE MPG (L/100KM) 40.4 (7.0) - 60.1 (4.7). EMISSIONS 161 - 124 G/KM. FUEL CONSUMPTION AND CO<sub>2</sub> VALUES ARE OBTAINED FOR COMPARATIVE PURPOSES IN ACCORDANCE WITH EC DIRECTIVES/REGULATIONS AND MAY NOT BE REPRESENTATIVE OF REAL LIFE DRIVING CONDITIONS. FACTORS SUCH AS DRIVING STYLE, WEATHER AND ROAD CONDITIONS MAY ALSO HAVE A SIGNIFICANT EFFECT ON FUEL CONSUMPTION. \*Business Contract Hire, Alfa Romeo Stelvio 2.0 Turbo Petrol 280hp Q4 AWD Speciale. Initial rental of £2,154 followed by 35 monthly rentals of £359, excl. VAT & maintenance. 8,000 miles p.a. Excess mileage charges apply. Vehicles must be ordered between 04/01/18 and 31/03/18 and registered by 30/06/18. Subject to status. Guarantees may be required. Ts&Cs apply. Leasys, SL1 OWU. Model shown has Solid Alfa White paint at £354.17 (excl. VAT) which will increase your initial rental by £34.80 and monthly rental by £5.80.

**LEASYS**





Jeep



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