

AUTUMN 2018



Innovation
that excites

Nissan Fleet

We Mean Business



Whatever you need, we have it

We work with our dealers to better understand the needs of the market

**Right people in the right
roles and in the right areas**

Three 'rights' can't make a wrong

**ProPILOT delivers safety
at the touch of a button**

Maximum safety; minimum fuss

**Nissan Intelligent Mobility
leads our future approach**

Technology will work with you while driving



Innovation
that excites



TOUGH AS ALWAYS SMARTER THAN EVER.

THE NISSAN NAVARA TEKNA WITH 3.5 TONNE TOWING CAPACITY, OVER ONE TONNE PAYLOAD, CLASS-LEADING FUEL ECONOMY AND 5 YEAR WARRANTY.

NISSAN FLEET. **WE MEAN BUSINESS.**

BIK	£111.83-£55.83**
CO2 FROM	167G/KM
NCAP	★★★★
MPG COMBINED	44.9 MPG
INSURANCE	GROUP 37
TCO	£19,616^

Fuel consumption figures for Navara Tekna (Euro6): URBAN 41.0mpg, EXTRA URBAN 47.1mpg, COMBINED 44.9mpg, CO2 emissions 167g/km. BUSINESS USERS ONLY. Model shot is for illustration purposes only. Towing capacity of 3,500kg is for all 4WD across range. 2WD Visia King Cab towing capacity is 3,035kg. For terms and conditions relating to Nissan technologies please visit www.nissan.co.uk/techterms. Model shown is Navara Tekna Double Cab, 2.3L dCi 4WD Manual at £32,540 (incl. VAT) with optional metallic paint at £575 (incl. VAT). 5 year/100,000 miles (whichever comes first) manufacturer warranty for the Navara range, new vehicles only, exclusions and terms apply. *Figures quoted are for a Navara Tekna Double Cab, 2.3L dCi 4WD. TCO supplied by CAP HPI. Nissan Motors (GB) Limited does not offer tax advice and recommends that all Company Car Drivers consult their own accountant with regards to their particular tax situation. Nissan Motor (GB) Ltd, The Rivers Office Park, Denham Way, Rickmansworth, Hertfordshire WD3 9YS. Registered in England (No 2514418). Authorised and regulated by the Financial Conduct Authority. MPG figures shown achieved on Navara Tekna 2.3L dCi Twin Turbo 6 Speed Manual and are obtained from laboratory testing, in accordance with 2004/3/EC and intended for comparisons between vehicles and may not reflect real driving results. (Optional equipment, maintenance, driving behaviour, road and weather conditions may affect the official results.)

WELCOME

W

elcome to the fourth edition of Nissan Fleet: We Mean Business.

It's a challenging time for many fleet operators with the introduction of the new fuel and emissions testing regime

Worldwide Harmonised Light Vehicle Test Procedure (WLTP) and the uncertainty surrounding the future benefit-in-kind (BIK) tax thresholds.

At Nissan, we are doing our best to ensure you have all the information you need to make the right choices for your fleets.

All of our vehicles are being tested and we will continue to have a wide range of choice for you: petrol, diesel and full electric. But if you are still unsure, head to our special WLTP feature on Page 22 for further guidance through the legislative maze.

Now, in addition to offering your one of the widest vehicles ranges around – everything from a Micra to a Navara pick-up to full-size NV400 large panel van, including LCV conversions for every body style – we can advise and guide you on other fleet management matters, such as advice regarding electric vehicles or wholelife cost propositions.

Whatever your needs, we have the solutions. You can find out more inside this latest issue.



Iker Lazzari, Fleet Director, Nissan GB

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Our new approach 'works for you'

Nissan launched its 'We Mean Business' strategy last year. It has resulted in structural changes, new appointments, greater focus on key fleet sectors and a new dealer identity. We asked Nissan GB's Fleet Director Iker Lazzari how successful he's been in creating a culture of being easy to do business with.



HOW ARE YOU WORKING TO UNDERSTAND THE NEEDS OF CORPORATE FLEETS IN ORDER TO GROW YOUR TRUE FLEET VOLUMES?

As part of our 'We Mean Business' strategy, we have a strong corporate growth pillar. This means meeting the needs of corporate users, both job-need and user-chooser. We have identified a growth plan to ensure we win the hearts and minds of corporate fleets with more than 100 vehicles. The plan is to help them understand how our model range can be a solid part of their fleet due to the breadth and depth of our products.

We believe we could be part of everybody's fleet. One of our competitive advantages is we can supply everything from a Micra to an NT400.

Our latest terms will recognise fleets' volume commitments and we will work hard to maintain a great service once we are on-board.

Historically, we have overlooked the corporate channel in true fleet. Our dealer network looked after local businesses and we, as an organisation, weren't structured in the right way to give great service and an ongoing partnership.

Now we have four territories, each with a Corporate Sales Manager for new and larger business, a Corporate Account Manager responsible for SMEs and in-life management, and fleet account executives that support these roles from an admin perspective. We are now focused on developing sales and relationships.

This new approach is working: in the past 12 months, we have successfully signed up corporate fleets and improved our true fleet performance.

WHAT ROLE IS YOUR DEALER NETWORK PLAYING IN THIS SUCCESS?

We have developed a new identity for our dealers

called 'Works For You'. This is about how we work with dealers to understand the different needs of the small business market – florists, bakers, butchers and everyone else.

They need one-stop shop solutions for their motoring needs. Maintenance, tyres, etc. are all a distraction from doing their job. 'Works For You' understands this. It links up with competitive offers alongside Nissan finance, bundled with SMR and tyres, plus apps that track business mileage. It is all, ultimately, delivered by the dealer.

We offer dealers support so they can live and breathe the 'Works For You' mentality. We ensure customers know their local dealer so in-life management is delivered effectively. Plus, they're supported by the Local Business Development Manager (LBDM), who understands the needs of the customer.

AND WHAT ARE THOSE NEEDS?

Essentially, it's being able to deliver a seamless invoicing process and simple contracts. Then it's ensuring the customer has all the information on our product range, especially price, specification, CO₂ and model year changes. This makes it easy to do business with us. We have introduced bi-monthly communications with customers with all our information bundled up in alerts on the key topics they can then drill into. The next step is to launch our customer portal in Q4, giving fleets the ability to self-serve all of that information.

Our corporate team can call upon expertise within Nissan to support fleets with advice on business issues and best practice – not just on Nissan products. They can create action plans on electric vehicles, training, connected services and aftersales, understanding and meeting fleets' needs.

It's the same for leasing companies – we understand it's a symbiotic relationship. We acknowledge that we have to collaborate well.

Six months ago, we launched our Leasing Improvement Plan on the back of Expert Eye research. It showed that there was a lack of understanding of our brand and strategy, and concerns about our invoicing accuracy.

We have introduced bespoke improvement plans by talking to leasing companies about the things that matter to them. We have developed relationships at a senior level with events for MDs where we share our strategy, product information and future product development.

We also hold quarterly clinics at leasing offices to deal with any issues. It has gone down really well; we've definitely improved our engagement.

HOW IS THE GOVERNMENT FOCUS ON AIR QUALITY HELPING TO BOOST DEMAND FOR EVs?

In short, we have never been busier with corporate customers asking for support about the electric

"WE HAVE INTRODUCED BESPOKE IMPROVEMENT PLANS BY TALKING TO LEASING COMPANIES ABOUT THE THINGS THAT MATTER TO THEM"

vehicle future. So we are sharing our insight with them. We see that as being part of our responsibilities and it's a competitive advantage based on our history and the availability of EV product here and now. For us, it's not the future; it's now.

We work with fleets on understanding the Total Cost of Ownership modelling and infrastructure to increase the volume of EVs on their fleet.

HOW ARE YOU RESPONDING TO WLTP CONCERNS?

From a macro-economic perspective, it's the big issue. We have spent a lot of time working with our European head office to ensure we are testing the engines and disseminating the information to the data providers.

It is vital to be transparent and keep fleets and leasing companies up-to-date. Indications are that we are on track for all available engines to be WLTP-compliant by September 1st. Although there are some changes, there aren't too many big issues for us.

EVERYONE IS TALKING ABOUT MOBILITY, BUT WHAT DOES THAT TERM MEAN TO NISSAN?

We look at Nissan Intelligent Mobility as one of our differentiators. For us, it covers the vehicle and the infrastructure of electrification.

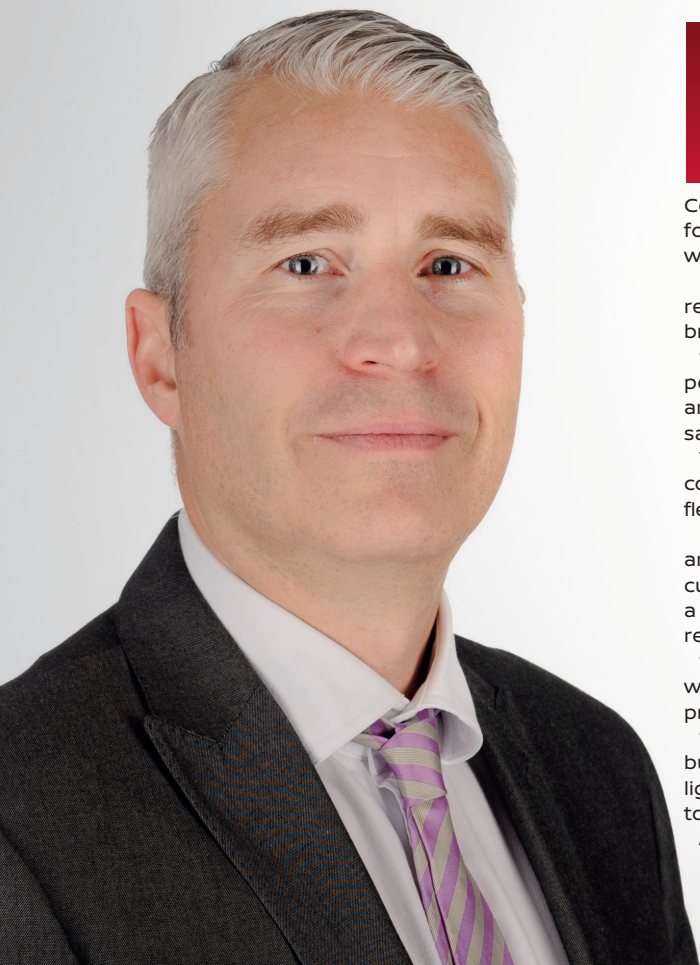
There are two elements: First, make sure our vehicles are fitted with technology for a safer, happier driver, such as our ProPILOT driver assist system. Second, taking the next step by developing an infrastructure of electrification, keeping costs down and recycling energy through vehicle-to-grid (V2G) capabilities. We are talking to customers about storage solutions with recycled batteries from the LEAF and we can supply charging points. With renewable energy, we can change your fleet to massively reduce your total cost of ownership. That combination is where we see mobility going – towards a cheaper, more efficient forms of travel.

WHAT IS NEXT FOR NISSAN'S 'WE MEAN BUSINESS' STRATEGY?

Within the strategy, we recognise we won't change everything overnight but we remain committed to delivering positive change and to be agile in this fantastic marketplace.

Let us be your trusted partner

Head of National Corporate Sales Adam Connelly is a man on a mission – he has restructured his team to have the right people in the right roles who are focused on the right areas



Every member of our fleet team is enthusiastically embracing the Nissan Fleet philosophy of being easy to do business with.

Nowhere is this more prevalent than in corporate sales where Head of National Corporate Sales Adam

Connolly has restructured the team to create new roles for Corporate Sales Managers following discussions with key customers about their needs and expectations.

His priorities are to continually build customer relationships, to promote Nissan's innovation as a brand and to be seen by fleets as a trusted partner.

"We have restructured to make sure we have the right people in the right roles who are focused on the right areas," Connolly says. "It has enabled us to create a sales plan by sub-channel in fleet for the first time."

Those channels include global accounts, larger corporate fleets with more than 1,000 vehicles, medium fleet accounts (300-1,000 vehicles), public sector and SMEs.

His four regions are supported by sales, account and administration dedicated resource, ensuring all customers receive the right level of service, both from a sales point of view and for the all-important in-life relationships.

"We segmented the fleet customer base to ensure we were strong in all channels with a focus on sustainable, profitable growth," Connolly says.

"We can also call on the expertise within the wider business to support fleets, such as electric vehicles and light commercial vehicles (LCVs). This is one of our keys to success."

As the business of fleet management becomes more

complex, corporate fleets are increasingly seeking support and advice from their partners.

"This is where our service is different – we don't just present on Nissan and Nissan products, we can also share our insight and knowledge of the industry with fleets," Connolly says. "We try our hardest to understand the issues they are facing and work with them to find the right solutions."

There are recurring themes, including safety, fuel efficiency, EVs, Nissan Intelligent Mobility, pricing and wholelife cost propositions.

"They want support and they want us to share best practice," Connolly says. "For example, fleet managers may be tasked to add electric vehicles, but they aren't sure how they will work or whether the infrastructure is there. We can help them to make the right decision for their company."

"The sales team members are able to construct an action plan with all stakeholders within a business to deploy EVs, developed through our experience over many years, which includes analysis, trialling vehicles, driver buy-in, training, infrastructure, management, processes and best practices."

The next step beyond EVs is Nissan Intelligent Motoring which looks to integrate customers' vehicles into a connected and digital energy system.

"The team is beginning to discuss solutions that expand the role of the vehicle into a mobile power source, bringing additional benefits and revenue streams to fleet customers through vehicle to grid (V2G) technology, smart charging, battery storage, energy management and storage systems and even solar panels," adds Connolly.

"WE SEGMENTED THE FLEET CUSTOMER BASE TO ENSURE WE WERE STRONG IN ALL CHANNELS WITH A FOCUS ON SUSTAINABLE, PROFITABLE GROWTH"

Complementing the work of the corporate team are two recent initiatives.

Customer First, is a new aftersales proposition which addresses labour rates, parts pricing, warranty, goodwill and replacement vehicles. "It plays a key part in the long-term relationship and ensures the customer is looked after in the right way," says Connolly. "They get the right service at the right price."

Nissan is also launching a new fleet portal in Q4, a "one-stop shop" which enables customers to manage contracts, view stock availability and access the latest terms in real time.

Connolly joined Nissan two years ago after working in numerous fleet positions, including contract hire and leasing.

"I have performed all the roles my team are doing so I can bring the experience and coaching to help them to develop to create a high level of performance within the brand," he says. "We are always looking to improve what we do and to make sure we are easy to do business with. We want to make the fleet's job easier and be their trusted partner."

MEET THE TEAM



Ross Shamlou, Corporate Account Manager, Territory 3

Core responsibility: 1,000+ fleets, FN200 & Nissan's Global Key Accounts in the south-west & Wales region.

My goal is to increase the Nissan fleet share through a consultative approach working directly with end-user corporate businesses while delivering a great customer experience.



Paul McCann, Corporate Sales Manager, Territory 4

Core responsibility: To develop sales to 100+ fleets to deliver Nissan PC and LCV volume, market share and profit within the London and south-east territory.

I aim to create and implement strategic plans which support the

achievement of the annual sales volume targets. To influence and proactively manage existing/prospect accounts – present regular performance updates to the NMGB management team. And to maximise the use of the salesforce customer management portal.



Putting customers 'at centre of what we do'

Head of National Dealer Fleet focuses on improving interactions with SMEs

At Nissan, we realise how important it is for our fleet customers – whatever their size and types of vehicle they operate – to receive a high quality and consistent service from dealers.

This is why we have a clear ambition for our network: we want to deliver the benchmark, market-leading manufacturer fleet programme in the UK.

"We want our customers to know they can take a Nissan vehicle in full confidence from a local dealer and that they are going to be supported throughout the life of that vehicle," says Marco Capozzoli, Nissan Head of National Dealer Fleet.

"It's about putting the fleet customer at the centre of what we do. We want to see every fleet business centre deliver a complete fleet solution, which not only covers local, small firms, but also medium and large corporate businesses, as well as public sector organisations."

There are currently 41 fleet business centres within our dealer network, and each has at least one specially trained Local Business Development Manager (LBDM).

Their role includes making sure the fleet customer chooses the vehicle which is best for both them and

their company. This includes advising the customers, according to their need, on the right trim level, funding package and fuel type – whether it is diesel, petrol or electric or one of our broad range of commercial vehicles.

"As we are the pioneers in electric vehicles (EVs) in terms of our LEAF and eNV200 vehicles, our LBDMs are able to explain the benefits to customers of running an EV and whether it is the best choice for them," says Capozzoli.

"They can also explain the benefits of the other technology we offer, such as Nissan Intelligent Mobility with ProPILOT."

We are also focusing on improving our interactions with SMEs through our 'Works For You' campaign, while we have also been working closely with our funding partner, RCI Financial Services – which offers customers access to funding through Nissan Finance – to help ensure we have the best financial offers in the marketplace for our products.

Our network of fleet business centres is supported by five dealer fleet coaches whose role is to help dealers develop their offerings to achieve our ambition of delivering market-leading service.

LIP service is delivering continual improvement

Strategy is helping leasing companies and Nissan achieve shared ambitions

Leasing companies form an integral part of UK fleet and we work continuously with them to deliver the best possible service to customers.

This has seen us introduce our Leasing Improvement Plan (LIP), under which we constantly review both our own performance and that of leasing partners.

It covers a number of other key areas, including product updates, residual values and total cost of ownership analysis, as well as a contact and reporting strategy.

This helps us and the leasing companies achieve our shared ambitions: to develop sustainable relationships and offer market-leading service to customers.

Peter Johnson, Head of Leasing, says: "If we can work as closely as possible with the leasing companies, then customers will be able to access our vehicles at the best price, with the best service and the best aftersales delivery service. We are committed to improving the overall experience for our stakeholders."

To ensure we get independent feedback on our relationships, an Expert Eye survey is carried out twice a year, which sees the pollsters ask leasing companies consistent questions about manufacturers.

This gives us an index of performance, strength of relationship, what the benchmark performance is and, ultimately, how we can improve.

Johnson says: "It is very much a bespoke response, so we are able to examine the detail of what is important to the leasing company, allowing us to improve the areas which may need attention. We understand that every leasing company is different and we cannot offer a 'one-size-fits-all' solution."

"We go through the same process again and again to ensure we are continually improving our relationships."

LIP also allows us to show how we are developing our sales plan. This gives leasing companies confidence we are upholding residual values and developing our product to strengthen them wherever possible.

It has also enabled us to improve our demonstration vehicle offering.

Johnson says: "Part of the greatest challenge for us is to get someone driving our product, because once they drive it and see the specification, the safety technology, the ergonomics and the overall drive quality, they can see that we've got a really strong proposition. LIP is helping us do that."

"IT IS VERY MUCH A BESPOKE RESPONSE, SO WE ARE ABLE TO EXAMINE THE DETAIL OF WHAT IS IMPORTANT TO THE LEASING COMPANY"



"UNLIKE RIVAL LANE-KEEPING SYSTEMS, OURS DOESN'T ALLOW THE CAR TO 'BOUNCE' OFF LANE MARKINGS. IT KEEPS THE CAR IN THE DEAD CENTRE"

Maximum safety, minimum fuss

ProPILOT option initiates sophisticated safety features at touch of a button



Our latest vehicle technology keeps drivers safe with maximum convenience and minimum fuss. ProPILOT brings together all of Nissan's safety know-how to reduce the risk of accidents on high-speed roads and tackle driver fatigue.

The system debuted on the new LEAF earlier this year and is now available on the award-winning Qashqai and the Juke.

ProPILOT wraps up sophisticated monitoring technology as an option pack or as a special Pilot One Edition in Qashqai. It combines Intelligent Cruise

Control, Intelligent Lane Intervention and, for cars with automatic transmission, Traffic Jam Pilot.

Drivers need do nothing more than push the ProPILOT button on the steering wheel to prime the different elements for action.

A camera in the windscreen links with radar to supply live data on traffic and road conditions.

When the driver sets a speed on the cruise control, ProPILOT maintains a centre lane position and keeps a minimum distance from the vehicle in front.

Traffic Jam Assist slows the car to a standstill when following a vehicle, and if the stop is for up to three seconds, the car will set off again after the vehicle

in front moves on. If you stop for longer than three seconds, pushing the 'resume' button on the steering wheel will prompt the car to follow the vehicle ahead again.

While requiring the driver to be alert and in command of the vehicle at all times, ProPILOT takes an important step toward reducing driver fatigue as well as having an extra set of 'eyes' on the road to improve safety.

Grouping this combination of technologies in one system - instead of offering them as individual options - and activating it through the push of a button brings unrivalled convenience.

New Nissan Qashqai Acenta Premium Grade

Available to order now, this grading offers better value for your fleet customers. In addition to the smart vision pack, it will feature as standard a colour rearview camera, NissanConnect EVO seven-inch touchscreen navigation & entertainment system and a sharkfin antenna.

More than a match for toughest of terrains

Nissan teams up with Arctic Trucks to produce off-roader that's riding high

Providing the ultimate expression of the Nissan Navara's rugged capabilities is the OFF-ROADER AT32, developed in partnership with legendary Icelandic 4WD vehicle specialist Arctic Trucks.

Starting with the multi-award-winning Navara pick-up as its base, the AT32 features bespoke suspension and larger 32-inch off-road tyres, providing a 20mm ride height increase.

External enhancements include dramatic wheel arch extensions, offering greater protection of the bodywork during extreme off-roading and enhancing the styling.

Underneath the Navara AT32, protection plates cover the engine, transmission, prop shaft and fuel tank to save them becoming damaged on rough terrain.

When combined with the Navara's robust all-wheel-drive system and with increased ground clearance of 243mm, the AT32 has been designed and built to handle the world's harshest terrains with ease.

For the ultimate off-road performance, optional extras include a snorkel to improve wading depth to 800mm and a front differential locker to provide extra traction in conjunction with the Navara's rear differential locker.

The Navara AT32 features 17-inch alloy wheels designed by Arctic Trucks and are wrapped in special tyres which have been selected specifically to improve off-road traction – even in sand or snow – while maintaining excellent on-road performance.

The enhancements complement the Navara's existing suite of advanced technologies. Standard equipment includes Hill Start Assist, Hill Descent Control, Intelligent Emergency Braking and Intelligent Around View Monitor.

As with every Nissan LCV, the Navara OFF-ROADER AT32 comes with an industry-leading five-year 100,000 miles warranty, plus Arctic Trucks' five-year warranty on the new components and five years' roadside assistance.

You can arrange a demonstration of the AT32 at your nearest Nissan Business Centre.



**"SPECIAL TYRES
HAVE BEEN SELECTED
SPECIFICALLY TO
IMPROVE OFF-ROAD
TRACTION"**



Setting the standard for van conversions

We can meet customer needs either direct from factory or via trusted partners

Nissan's van conversion programme sets the standard in the fleet sector. Customers can be confident they will get products built to the highest standard with a simple and smooth process from ordering to delivery.

Some of our converted products, such as tippers, dropside and crew vans, come direct from the factory. For those based on chassis cabs, we work closely with carefully selected partners to ensure customers take delivery of an equally high quality vehicle.

We make it easy for dealers to liaise with our converter partners, which ensures customers procure the correct body for the job. We also deliver the vans direct to the converter, helping to streamline the whole process and reducing the risk of delays in delivery.

However, for certain bespoke work, we can put customers in direct contact with the converter to discuss their requirements and provide the correct solution.

Our partners are highly skilled and knowledgeable, with expertise in their specialised areas and customers benefit from individual discussions.

The Nissan-approved converters also assist with



**"FOR CERTAIN BESPOKE WORK,
WE CAN PUT CUSTOMERS IN
DIRECT CONTACT WITH
THE CONVERTER"**

completing fleet tenders, providing quotations and insights into weights and dimensions on bespoke builds.

Factory conversions are guaranteed for the length of the vehicle warranty of five years/100,000 miles, while others are guaranteed by our bodybuilder partners' own warranty.

We are continuing to work with our partners to expand the range of options available and we expect to offer an even broader variety of high quality conversions in the near future.

Our customers benefit from a product tailor-made to their needs, a single point of contact through their Nissan specialist and an extremely reliable and high-quality conversion.

They can be confident that the conversion has been tested thoroughly and have the reassurance of a comprehensive warranty.





The e-NV200 conquers drivers' range anxieties

Nissan's latest electric van can cover up to 187 miles from a single charge

The 100% electric Nissan extended range 40kWh e-NV200 van now offers a greater range, giving owners a cost-effective and incredibly flexible vehicle.

Thanks to its new 40kWh battery, the e-NV200 has in excess of 60% additional range compared to the 24kWh battery – that's up to 187 miles from a single charge (WLTP City Cycle).

The new generation van supports efforts to cut the level of emissions in city centres by making 100% electric last-mile deliveries achievable for businesses and professional drivers everywhere.

Operators can expect significant cost savings on fuel,

maintenance and Vehicle Excise Duty (VED), plus free and unrestricted access to Ultra Low Emission Zones.

There is no compromise on cargo capacity either, with up to 4.2 cubic metres of space and a maximum payload of 705kg.

With an agile chassis and compact exterior dimensions, the e-NV200 is both enjoyable and easy to drive.

Charging the e-NV200 has never been simpler. A rapid charger can achieve 80% capacity in just 40-60 minutes, or the van can be fully charged from a wallbox in seven-and-a-half hours.

Vehicle-to-grid (V2G) technology means the e-NV200 can actually make money for your business while it is on charge, by selling power back to the grid.

It is available in two options: Van or Combi. Both have a versatile interior and customers can configure racks, bins and seating to suit their needs.

A low cargo height of just 153mm from the ground, with space for two euro pallets, makes for easy loading and unloading, plus sliding doors on both sides of the vehicle ensure easy access to the cargo area.

Any of the Corporate Sales or Account Managers are available to help develop your EV fleet and demonstrators are available on request.

"THERE IS NO COMPROMISE ON CARGO CAPACITY WITH UP TO 4.2 CUBIC METRES OF SPACE AND A MAXIMUM PAYLOAD OF 705KG"

Van that helps council to lead by example

'Maintenance on electric fleet has virtually been eliminated and costs dip'



Taking on Nissan e-NV200 vans has helped North Somerset Council control its fleet running costs. The local authority has operated eight of the electric vans (EVs) for around 18 months and has reported significant savings in fuel and maintenance.

The e-NV200 models are among 34 EVs on the council's fleet. In total, it has around 100 vehicles, including HGVs, vans, cars and minibuses.

"The electrification of our fleet is essential to us as it reduces our wholelife costs significantly," says Carl Nicholson, Fleet and Asset Manager at the council. "This means we have more to spend on other services. It also helps to improve local air quality as well helping the wider objective of electrifying our fleet to lead by example in the area."

North Somerset Council vans cover from as little as five miles to as much as 100 miles per day, but Nicholson says range anxiety "doesn't really exist" because the council has a network of rapid chargers which means drivers know they will be able to recharge at short notice.

He adds: "The e-NV200 fits the bill well for us. We don't have DPF (diesel particulate filter) issues with the engines, the wholelife cost savings are significantly lower and the fuel is typically 10p per mile less than for the diesel vans we were using."

"HAVING CONVERTED A DRIVER TO AN ELECTRIC VEHICLE, I OFTEN STRUGGLE TO GET THE KEYS OFF THEM AGAIN"

Carl Nicholson, North Somerset Council

"We have virtually eliminated maintenance on our electric fleet other than annual safety inspections. The same can't be said for our internal combustion engine fleet which is experiencing a rapid decline and high maintenance costs."

Nicholson says the drivers have been delighted with the vehicles, too. "The e-NV200 has been received very positively among our staff, typically because it's just easier to drive," he adds.

"There is less to interfere with the controls, no clutch and in an urban environment it frees up the drivers to concentrate more on the roads."

"They have performed remarkably well, with no failures. Having converted a driver to an electric vehicle, which usually takes 20 minutes or so, I often struggle to get the keys off them again."

Three core strands of innovation spearhead approach to the future

NIM technology will cut stress and make driving even more of a pleasure

Imagine a whole new driving experience, moving through life with greater exhilaration, confidence and connection to the world around you. This is Nissan Intelligent Mobility (NIM), and it's already a reality in the Nissans you can drive today – in cars that can assist with parking, watch what's happening around you and step in to help keep you out of trouble. Now, imagine a near future with cars that can actually learn from one another and electric vehicles (EVs) that recharge as they drive, no strings attached. NIM is making all this, and more, part of a bold, bright tomorrow.

At the core of the Nissan Intelligent Mobility vision is three areas of innovation: Nissan Intelligent Driving, Nissan Intelligent Power, Nissan Intelligent Integration.

NISSAN INTELLIGENT DRIVING

Soon, you can have a car that takes the stress out of driving and leaves only joy. It will pick you up, navigate heavy traffic and park all on its own. It can even communicate with other cars and pedestrians. We are testing advanced autonomous driving on public roads today, which means this revolutionary driving experience is within reach.

NISSAN INTELLIGENT POWER

As the UK's best-selling EV, Nissan LEAF is redefining the power you crave behind the wheel. LEAF beats just about any car off the line with 100% instant torque – and zero emissions while driving. It is proof that sustainable transportation doesn't have to compromise the thrill of driving. Our leadership position in EVs means we're committed to expanding our range of 100% electric vehicles.

NISSAN INTELLIGENT INTEGRATION

A connected ecosystem of drivers, cars and communities is key to a cleaner, safer world. We are playing a central role in defining what the roads of the future will look like,

NISSAN ENERGY SOLAR

Traditionally, solar energy has been used to power home appliances during the day, but now, with Nissan Energy Solar, householders can collect and store the excess energy from their solar panels and use it during the night – even to charge their Nissan EV.

The technology combines residential solar panels with an intelligent energy storage system. It has been designed to allow homeowners to reduce energy bills and get more independence from the grid, enabling them to live more sustainably.



NISSAN MOVE 2022

The world is changing. Sustainable and safe electric vehicles are the future and we have a target to sell one million electrified vehicles annually by 2022.

As part of our MOVE 2022 mid-term plan, we expect 40% of our sales across Europe to be electrified vehicles by 2022.

To support this, we will develop eight new pure electric vehicles between now and 2022 and we will offer 20 models globally with ProPILOT autonomous driving technology by 2022.

from autonomous cars to traffic management systems to car sharing. Seamless Autonomous Mobility (SAM), for example, is a system designed to make autonomous cars smarter with every trip.

We are connecting our electric vehicles to our own charging network and to the national grid. We have more than 2,000 quick charge stations in Europe and we are targeting 5,500 by 2020.

We are also piloting Vehicle-To-Grid (V2G) technology, which enables drivers to connect their EVs to the grid during cheap-tariff periods. They can then use the electricity stored in the vehicle's battery to power their home, their car or even for selling back to the grid.

All-terrain Navara volunteers for Ocean Day plastic clean-up

Our toughest pick-up truck has helped a Cornish couple clean up plastic pollution on their local beach.

Emily Stevenson (21), a marine biology student, and father Rob (50) have been clearing beaches in Cornwall for 10 years.

The pair established the Beach Guardian community group after realising the plastic problem was getting worse.

They now have an army of local volunteers, but have struggled to reach remote locations and remove bulky rubbish, so they posted a request for help on social media.

In response to the post, the new Navara OFF-ROADER AT32 was despatched to help. The AT32 can be fitted with a snorkel for the most extreme landscapes (see also Page 12).

Rob Stevenson said: "Normally we're using just our own family cars or DIY tools. Without the help of the AT32, we could never have released the old nets buried in the sand dunes for years."



Nissan Energy Solar now on sale in the UK

Nissan has launched a retail version of its home energy solution, Nissan Energy Solar, which incorporates solar panels, battery storage (xStorage Home) and a home energy management system.

Key benefits of the system include the ability to generate, store and manage energy for use overnight – even on overcast or rainy days – and to charge electric vehicles.

The system could deliver reductions of up to 66% in household electricity bills.



Nissan 2022 targets 40% cut in new car CO2 emissions

Nissan has announced a plan to cut CO2 emissions from new vehicles by 40%, emissions from their production by 30%, and to reduce fatalities involving Nissan vehicles to zero by 2022.

Nissan Sustainability 2022 is the first time the manufacturer has announced a comprehensive sustainability plan which pulls together all aspects of its environmental, social and governance initiatives.

Hitoshi Kawaguchi, Nissan's senior vice-president and chief sustainability officer, said: "We believe

Nissan sells 100,000th LEAF in Europe

Nissan has passed the 100,000 milestone for LEAF sales in Europe, equating to one new LEAF sold every 10 minutes and making it the world's best-selling electric vehicle (EV).

More than 37,000 new Nissan LEAF cars have been ordered in Europe in less than eight months, and globally, more than 320,000 Nissan LEAFs have been sold.

The 100,000th customer in Europe, Susana de Mena of Madrid, said she had spent two years trying to find an electric car.

"When I saw there was a brand-new model of the LEAF, there were no doubts in my mind it would be the perfect fit," she said.



Nissan Qashqai and new LEAF honoured at Auto Express Awards



Auto Express named the Nissan Qashqai its Car of the Past 30 Years at its New Car Awards 2018, which also honoured the Nissan LEAF with a special technology award.

Editor Steve Fowler said the Qashqai "offered all the practicality of a conventional compact SUV, but with

a footprint the same as a family car. It not so much tore up the rulebook, but sent it into oblivion."

Judges recognised technologies such as ePedal, driver-assist system ProPILOT, and ProPILOT Park on the LEAF, which Fowler said "comes packed with technology not available on many cars at the price."

Nissan Navara is pick-up of the year, says Honest John

Honest John readers have voted the Nissan Navara their Pick-up of the Year at the 2018 Honest John Awards.

Dan Powell, the website's managing editor, said the Navara "is one of the very best pick-

ups on the market, with class-leading carrying and towing ability. It's also comfortable and refined, winning praise for its smooth ride quality and car-like interior. It's fantastic to see the Navara win the praise it so richly deserves".



Nissan wins climate solutions technology award

Nissan has been recognised for its work on electric vehicles and energy technologies by this year's FT/IFC Transformational Business Awards.

The Excellence in Climate Solutions Award focuses on groundbreaking, commercially viable solutions to global development challenges.

Judges specifically recognised Nissan for its Vehicle-to-Grid (V2G) system, which enables energy from electric cars to be fed back into the grid, and second-life energy storage systems, which turns batteries taken from Nissan LEAF and e-NV200 electric vehicles into energy storage units for homes and other buildings.



Add value to your fleet

Just some of the accessories that help enhance the driving experience



Accessories give fleets and drivers the choice of adding useful and beneficial items to their vehicles, coupled with the peace of mind of choosing products solely intended for Nissans, a one-stop shop.

We have tested our accessories to high standards and genuine Nissan accessories are guaranteed for the length of the vehicle warranty.

Here we highlight some of the accessories we feel are most beneficial to fleets and drivers.



DASHCAM
Dashcams offer the benefit of potential discounts from insurance companies that reward the use of this technology. Video footage of accidents can help identify the guilty party. It is priced competitively and, although the camera is removable, it can be hardwired into the vehicle, allowing cables to be hidden.



TOW BAR
Can be bought and fitted by our trained technicians. The tow bar is a guarantee of the right accessory, fitted correctly to the right vehicle.



TAILGATE ASSIST (NAVARA)
Used to access the load compartment, the powered tailgate helps prevent injury with its smooth and soft action.

BED DRAWERS (NAVARA)

The drawers can carry equipment and tools in a hidden compartment at the base of the load bed – particularly smaller items that might otherwise roll around the load area. They are sturdy and can support 1,000kg on the raised deck.



PHONE-HOLDER

Many people use their mobiles to access navigation apps as well as make hands-free calls so mounting the holder in a safe position where the driver doesn't have to take his or her eyes off the road is paramount.



BED LINER (NAVARA)
Protects the load area from dents and scuffs which can help to maximise resale value.



PROTECTION PACK
Protects from end-of-cycle refurbishment and recharges, including floor mats, trunk liner, mudguards and a safety kit (first aid kit, warning triangle and high-visibility vest).



DOUBLE USB CHARGER (QASHQAI AND X-TRAIL)
Allowing passengers in the rear to have access to their own in-vehicle USB charger.



HARD TOP (NAVARA)
Our weatherproof and lockable hard tops provide an important tool for commercial vehicle users looking to protect their tools and equipment.

Testing times for fuel and CO₂

New procedures are intended to provide data that is closer to real-world driving

The way all vehicles are tested for CO₂ emissions and fuel efficiency is radically changing and the new procedures have significant implications for fleets and their company car drivers.

The New European Driving Cycle (NEDC) is being replaced by the Worldwide Harmonised Light Vehicle Test Procedure (WLTP), which provides more realistic fuel and CO₂ figures.

All new-launch cars have been tested under the new regime since September 2017, but all models have to be re-tested by this September and those figures will

be the only ones advertised by manufacturers from January 2019.

From 2020, the new WLTP figures will be used for employees' benefit-in-kind (BIK) tax, vehicle excise duty and employers' national insurance contributions. However, during the two-year transitional period, an NEDC-equivalent figure will be produced upon which BIK will be calculated.

Running alongside WLTP is the Real Driving Emissions test (RDE), which measures other emissions while the car is driven on the road, such as NO_x. RDE ensures cars continue to deliver low emissions during real driving conditions and will be introduced in two steps:

■ **Step 1** applies to new type approvals from September 1, 2017 and to all new registrations from September 1, 2019.

■ **Step 2** applies to new type approvals from January 1, 2020 and to all new registrations from January 1, 2021.

Under RDE, a car is driven on public roads and over a wide range of different conditions with specific portable emission measuring systems (PEMS) installed on the vehicle to collect the data.

The results will verify that legislative caps for pollutants such as NO_x are not exceeded.

So what should you do? WLTP and RDE

HOW WLTP WORKS:

The WLTP driving cycle is divided into four parts with average speeds: low, medium, high and extra high.

Each part contains a variety of driving phases, stops, acceleration and braking. For a certain car type, each power train configuration is tested for the car's lightest (most economical) and heaviest (least economical) version.

WLTP introduces much more realistic testing conditions.

These include:

- More realistic driving behaviour
- Longer test distances
- Higher average and maximum speeds
- More dynamic and representative accelerations and decelerations
- Optional equipment: CO₂ values and fuel consumption are provided for individual vehicles as built
- Stricter car set-up and measurement conditions
- Enables best- and worst-case values on consumer information, reflecting the options available for similar car models.

implementation is bringing change: some of it immediate and some of it imminent. Change requires management.

Gather information on the vehicles on your current choice list. Are they WLTP-compliant? Are they still orderable? Not everything is.

Finally, it's worth pointing out the European Union has recommended that the move to WLTP should not negatively impact vehicle taxation by increasing costs for owners. This is because the vehicle's performance is not affected by the transition to WLTP.

However, the UK Government has not confirmed whether BIK thresholds will change.

MICRA 0.9 IG-T N-Connecta

BIK FROM	24%
CO ₂ FROM	118G/KM
NCAP	★★★★★
MPG UP TO	64.2
INSURANCE	GROUP 4
TCO*	£14,995

**NEW QASHQAI** 115 Tekna

BIK FROM	27%
CO ₂ FROM	110G/KM
NCAP	★★★★★
MPG UP TO	68.2
INSURANCE	GROUP 14
TCO*	£18,533

**NEW LEAF** Tekna

BIK FROM	13%
CO ₂ FROM	0G/KM
NCAP	★★★★★
MPG UP TO	N/A
INSURANCE	GROUP 21
TCO*	£17,200

X-TRAIL 130 DCI 5 Seater Tekna

BIK FROM	31%
CO ₂ FROM	133G/KM
NCAP	★★★★★
MPG UP TO	44.1
INSURANCE	GROUP 18
TCO*	£22,967

**JUKE** Bose Personal Edition

BIK FROM	29%
CO ₂ FROM	123G/KM
NCAP	N/A
MPG UP TO	60.1
INSURANCE	GROUP 11
TCO*	£17,395

**NAVARA**

BIK (40%/20%)	£111.67-£55.83
CO ₂ FROM	167G/KM
NCAP	★★★★★
MPG COMBINED	44.9
INSURANCE	GROUP 37
TCO*	£19,859





ALL AVAILABLE WITH OUR FIVE- YEAR/100,000 MILES WARRANTY

e-NV200



NV200



BIK	£21.54-£10.77	MPG RANGE	N/A
CO2 FROM	0G/KM	INSURANCE	GROUP 8

BIK (40%/20%)	£111.67-£55.83	MPG RANGE	470-32.2
CO2 FROM	131G/KM	INSURANCE	GROUP 7
TCO	£14,361		

NV300



NV400



BIK (40%/20%)	£111.67-£55.83	MPG RANGE	479-409
CO2 FROM	155G/KM	INSURANCE	GROUP 34
TCO	£20,378		

BIK (40%/20%)	£111.67-£55.83	MPG RANGE	373-25.0
CO2 FROM	172G/KM	INSURANCE	GROUP 42
TCO	£21,845		

NT400



BIK (40%/20%)	£111.67-£55.83	MPG RANGE	29.8-18.4
CO2 FROM	209G/KM	INSURANCE	GROUP 41



Innovation
that excites

Nissan Fleet. We mean business.

Welcome to our world of innovation.

From the UK's best-selling electric vehicle, the Nissan LEAF, to the Nissan Qashqai - the world's first crossover. Pioneering zero emissions and intelligent mobility, its what sets us apart.

We've been supporting British manufacturing for over 30 years and have made over 8 million vehicles in the UK. Not only that, we only employ the best people in the industry, people who understand the specific needs of every customer within the fleet market.

Let us show you how we mean business, speak to one of our team today:

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Innovation
that excites

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