



Jeep



FCA | FLEET & BUSINESS

SOLUZIONI

ISSUE 4. OCTOBER 2018



Taking a classic to a new level

Fiat 500X builds on the rich heritage of the original iconic Fiat 500 with new features and engines

+ ■ FIVE YEAR PLAN ■ NEW ALFA ROMEO NERO EDIZIONE ■ RENEGADE ENHANCED
■ BLUELIGHT EXPANSION ■ TESTING REGIMES EXPLAINED ■ NEW MODELS

WE ARE ALL MADE OF WILD.



NEW JEEP COMPASS

CO₂ FROM 117g/km | BIK FROM 28% | P11D FROM £23,095 | MPG UP TO 64.2

NEW JEEP RENEGADE

CO₂ FROM 127g/km | BIK FROM 30% | P11D FROM £18,630 | MPG UP TO 58.9

NEW JEEP COMPASS AND RENEGADE. BORN TO BE WILD.

OFFICIAL FUEL CONSUMPTION FIGURES FOR THE JEEP® RANGE IN MPG (l/100KM): EXTRA URBAN 29.7 (9.5) – 70.6 (4.0), URBAN 17.5 (16.1) – 54.3 (5.2), COMBINED 23.7 (11.9) – 64.2 (4.4), CO₂ EMISSIONS: 276 – 117 G/KM. Fuel consumption and CO₂ figures 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. Jeep® is a registered trademark of FCA US LLC.

Jeep
THERE'S ONLY ONE

WELCOME

Welcome to issue four of FCA Soluzioni where we speak to new fleet and remarketing director Andy Waite about his priorities in the fleet sector and how companies can benefit from one of the broadest vehicle ranges on the market.

We focus on the stylish Fiat 500X, the urban and off-road loving Jeep Renegade and the range-topping Fiat Professional Sportivo, as well as the new special edition Nero Edizione trim for the Giulia, Stelvio and Giulietta ranges.

As fleets come to terms with the new WLTP fuel testing regime, TCO manager Chris Lovegrove looks at what it means for you and the impact it will have on wholelife cost calculations. We also reveal details about our latest WLTP-busting Firefly petrol engine range.

We outline how Alfa Romeo and Jeep are at the centre of our five-year growth plan and how electrified drivetrains and connected vehicles will take centre stage on the path to 2022.

We put the spotlight on Glenn McCulley and his business centre team in Nantwich, finding out how they share their knowledge and expertise with fleets, while Hull-based dealership Jordans explains why it is one of our business centres investing heavily in fleet, aided by our Mopar and Easy Care aftersales support.

We hope you enjoy this latest edition.



SIMON WHEELER
NATIONAL CORPORATE MARKETING MANAGER

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Andy Waite

FLEET AND REMARKETING DIRECTOR, FCA UK

FCA is bringing new models to market, including AFVs, and believes a renewed focus on RVs and better serving its business customers will win over fleets

FCA Group's new fleet and remarketing director, Andy Waite, believes the group has a unique opportunity to meet the needs of almost every fleet operator, thanks to one of the market's broadest vehicle ranges. From small cars to sports cars and SUVs to large vans, FCA's portfolio of brands appeals to restricted badge fleets, large corporates, user-choosers, job-need fleets and small-to-medium enterprises alike.

Waite's priority in his new role is to ensure the Fiat, Alfa Romeo, Jeep, Abarth and Fiat Professional marques capitalise on the opportunity. He knows that last brand well, having spent almost a year as national sales manager at Fiat Professional before his promotion to head the FCA fleet team in April.

There are several areas where he has identified improvements that can be made, such as levels of contact with customers, the focus and activities of the FCA Fleet Business Centres and the customer service the group provides, but Waite is mindful of growing the business in the right way.

"It's easy to rise up the market share rankings by doing business that isn't the best in the long term," he says.

"We have a strategy of controlling short-cycle business to control residual values (RVs), and we are doing that really well. FCA will reduce its short-cycle business by 50% this year and that degree of control will continue into 2019."

That sort of reduction is catching the eye of the RV setters, who have reacted by raising their forecasts several percentage points on some models.

Waite is focusing on the provision of sales and aftersales through the business centres, with an emphasis on providing outstanding service and minimising downtime. FCA has reduced the number of business centres in the short term, but plans to increase them through 2019 to between 30 and 40. Ideal partners are those that have all the FCA car brands as a brand centre.

"We want them to represent all of the group because this means they can offer the customer the best proposition," says Waite.

"That is how we are structured ourselves. Then we will be able to talk the same language and direction with our fleet customers, which is ultimately more efficient for them. A key part of our strategy is to simplify the process and provide more of a full service to fleets."

New product launches, such as the Jeep Compass and Alfa Romeo Stelvio are helping FCA to move into parts of the fleet sector where it previously had no presence.

"Our future product plans for both look very exciting," says Waite. "Our group strategy sees both Jeep and Alfa Romeo growing significantly."

One of FCA's biggest challenges is awareness – brands such as Jeep and Alfa Romeo are well known, but their latest models less so.

"This is something we have to focus on – what FCA represents and the future for all our brands," adds Waite. "We have to make

our latest models more accessible – with, for example, 48-hour test drives – to raise our consideration as a rival brand. This is something that is happening on Stelvio at the moment."

Awareness will become increasingly important as the model range expands. In the pipeline is a smaller SUV for Jeep and a larger SUV and sports vehicles for Alfa Romeo, with a drivetrain evolution that will cascade across the group.

"The next 24 months will be one of the biggest and most exciting periods of change the group has seen since it was created," says Waite.

Alternative fuel vehicles (AFVs), currently a gap in the model line-up, are on the agenda. FCA has taken a more cautious approach to electric vehicles, electing to ensure that the strategy is robust rather than rushing products to market without full conviction and confidence of supply.

It has identified 2020 as the right time to launch its first AFVs in the UK, believing that will be the tipping point for a more rapid adoption by fleets. Precise launch dates remain to be confirmed.

"The market is evolving now, but we can look and learn from the experiences of customers and the competition," says Waite.

"We know that when we launch, it will be with the right product and the right proposition. Adding alternative fuels to the mix will enhance our ability to win business in fleet."

FCA is seeing growing interest in its petrol models, both for cars and light commercial vehicles. Demand is highest for fleets operating in city centres, which require smaller vans, such as the Fiorino and Doblo, while residual values for petrol cars are performing well.

However, Waite points out that diesel RVs are also strengthening after a brief downturn, evidence that there is still plenty of new and used car interest.

The used proposition is an area under review. FCA already has approved programmes for all its brands, but is reassessing them to ensure they remain relevant for the future. It's all part of Waite's 2019 company review.

"When you come into a new role, you have a lot of questions about how and why the business operates in that way," he says.

"I've been listening to staff, customers and the network to frame how we move forward. We have to ensure we are fit for the future regarding our proposition for the customer and our network. My philosophy is one of continual review, change, implement and review. Constant evolution is the right approach for a healthy business."

"We know that when we launch [AFVs], it will be with the right product and the right proposition. Adding alternative fuels to the mix will enhance our ability to win business in fleet"

FCA Five Year Plan predicts a bright future

Influx of innovation will usher in new products, drivetrains and mobility solutions

The FCA Group spelled out its Five Year Plan to meet the challenges posed by a fast-evolving automotive sector head-on with a rallying presentation given at the iconic Balocco vehicle development facility outside Turin.

The group's late chief executive, Sergio Marchionne, injected optimism for the brand's future growth in retail and an ever-more demanding fleet sector ahead of brand presentations which laid out plans for an influx of innovation which will usher in new products, drivetrains and mobility solutions.

Addressing the assembled delegates at the summer event, Marchionne described the path laid out as "a strong and courageous plan", which places "a relentless emphasis on brands, a responsible and practical approach to electrification and the product portfolio".

Electrified drivetrains and connected vehicles will take centre stage on the path to 2022 as part of the plans which will bring an end to the use of diesel engines as the FCA brands turn to cleaner alternatives.

Fiat will launch an electric 500 as well as a new battery-powered version as the brand targets growth in the compact vehicle segment.

A 500 Giardinera, a city-friendly estate, will also be launched by the brand.

At the heart of the FCA Group's plan for future growth are the premium Alfa Romeo and Jeep brands.

Marchionne's bold Five Year Plan looks to provide new solutions to ownership through subscription-based services and car borrowing schemes. This coupled with a roll-out of new product will see the brands future-proofed with the introduction of electric drivetrain options, available across the entire Jeep line-up by 2021 and six plug-in hybrids across the Alfa Romeo range.

Sadly, within weeks of the first of June Capital Markets Day at which Marchionne revealed his Five Year Plan he was forced to step down from his post due to ill health.

On 21 July, Mike Manley, the head of Jeep, was appointed as his permanent replacement. Just four days later, the group released a statement confirming Marchionne's death. He was aged 66.

John Elkann, a member of the Agnelli family that controls the FCA Group, said: "My family and I will always be grateful for what he has done."

Elkann had described Marchionne as "an enlightened leader" and "above all, a true friend".

Now Manley steps into the fold on a permanent basis to drive the FCA Group on, meeting the challenges of the coming years, and aiming to ensure that Marchionne's legacy is one of continued momentum, growth and prosperity.



FUTURE PRODUCT

ALFA ROMEO

Alfa Romeo's global sales have risen by 160% since 2014, from 66,000 to an estimated 170,000 this year.

Now the FCA Group is targeting 400,000 sales by 2022 with the help of growth in its emerging markets of China and the US.

Product will back up Alfa Romeo's volume ambitions, with seven new models joining the range over the next five years and with six PHEVs among the 100% electrified line-up.

A mid-engined 8C supercar will become the brand's new flagship vehicle.

Sitting on a carbon-fibre chassis, a twin-turbocharged, 700PS engine will power the 8C's rear wheels while an electric motor will drive the front ones to deliver a vehicle capable of reaching 60mph in less than three seconds.

The iconic GTV nameplate will also be resurrected with the creation of a two-door alternative to the Giulia promising 50/50 weight distribution and a 600PS hybrid powertrain.

A new Giulietta and SUVs both larger and smaller than the Stelvio will also join the range in Europe while long-wheelbase versions of the Giulia and the Stelvio will be launched for the Chinese market.

Three levels of electrification will define the Alfa Romeo product in the coming years.

An E Booster electric turbocharger, a standard hybrid powertrain and a plug-in hybrid option are all part of the Five Year Plan, but the range will not include a pure EV.

JEEP

New FCA Group chief executive, Mike Manley, was head of brand for Jeep when the Capital Markets Day presentations were made at the start of June.

Manley said that the brand currently has 80% SUV segment coverage, but set out plans for 100% coverage by 2022 with the launch of two new cars per year.

The developments will result in the inclusion on 10 plug-in hybrid (PHEV) and four battery electric vehicles (BEVs).

All Jeep name plates will feature the electric powertrain option by 2021, aiming to deliver access to ULEZ (ultra-low emission zone) cities for owners as the world's major towns and cities pursue clean air strategies.

All three current SUVs – Renegade, Cherokee and the Grand

"Plan places a relentless emphasis on brands, a responsible and practical approach to electrification and the product portfolio"

Sergio Marchionne, late chief executive of the FCA Group

Cherokee – will all be renewed and a Wrangler-based pickup truck will be added along with an entry-level model positioned below the Renegade, a Cherokee-sized SUV with three rows of seats, a bigger three-row SUV sold alongside the next Grand Cherokee and a flagship, E-segment SUV.

The FCA Group anticipates that the global SUV market will grow by up to 25% by 2022 to 40 million units.

Jeep's new plan ensures it has the opportunity to maintain the momentum the brand has built over the past few years globally.

CONNECTIVITY, MOBILITY AND AUTONOMY

As consumer habits change, the FCA Group will meet modern mobility needs through a series of solutions aimed to deliver transport more efficiently to consumers and fleet operators alike.

Manley unveiled the Jeep brand's plan to open the brand up to this new generation of mobility-seeking consumers as part of a move that will encompass all FCA brands.

Currently planned for the US, a car subscription service car subscription service will deliver a single-payment solution, giving access to any FCA Group vehicle for a set fee.

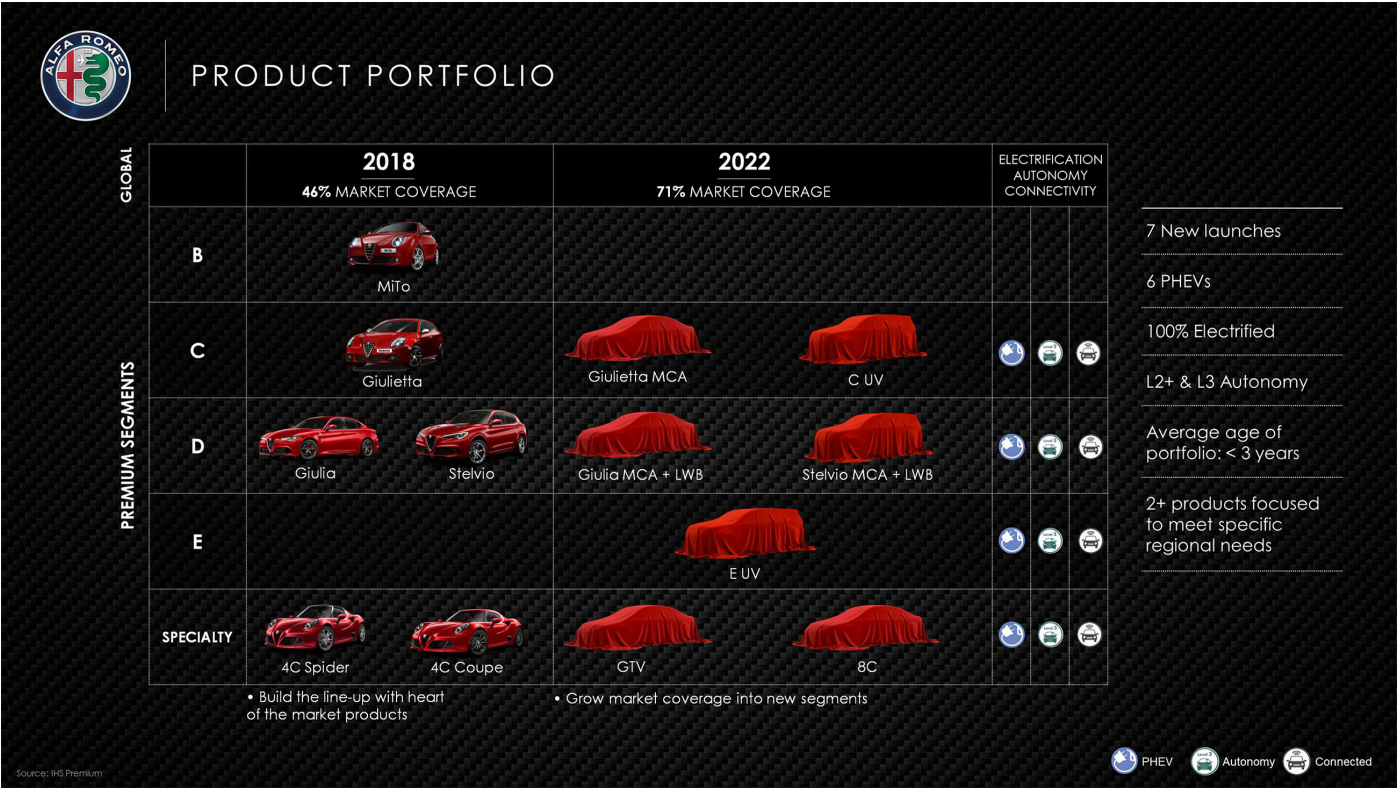
Coming as part of a 'Jeep Wave' customer equity package, the new platform will offer Good, Better and Best tiers of subscription, providing access to a fully insured vehicle, with perks such as an in-car concierge service available for top tier users.

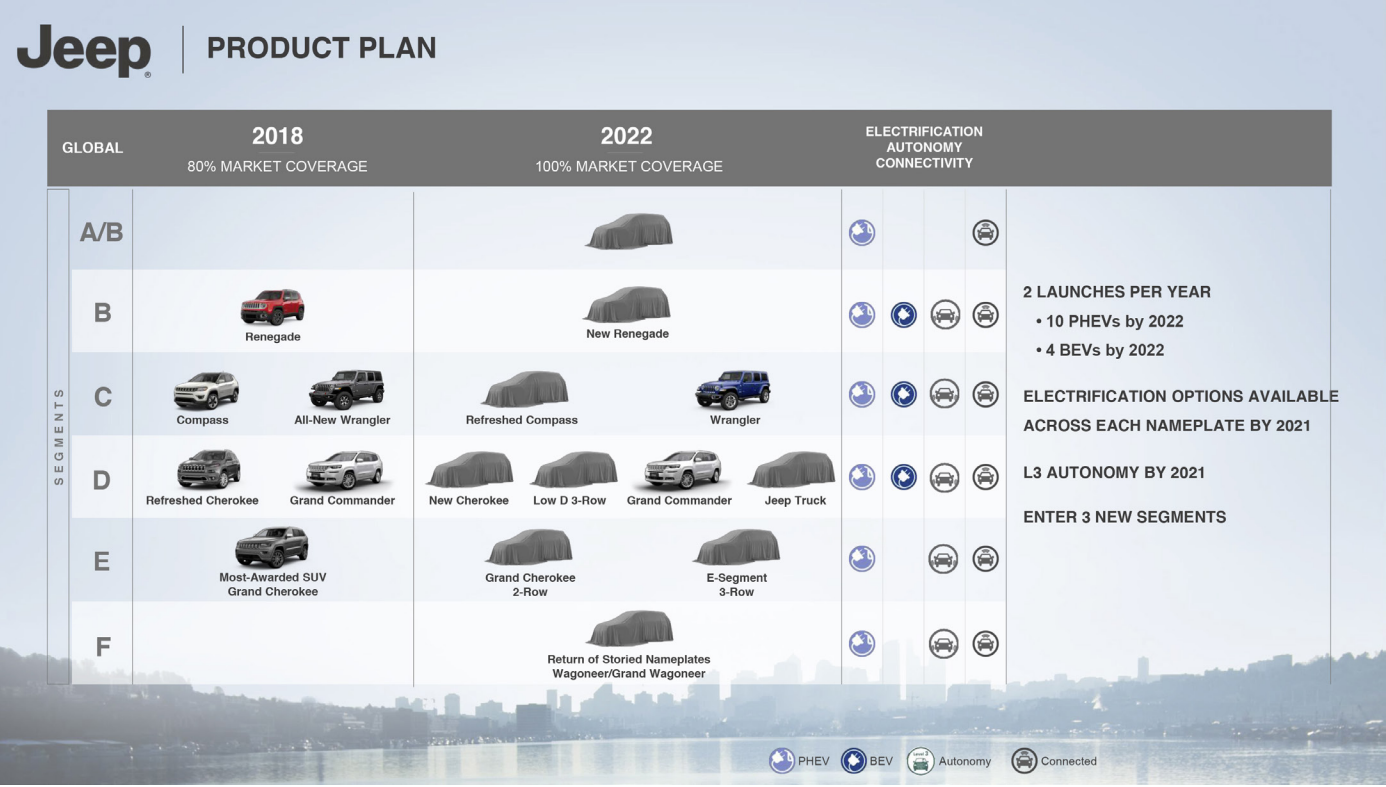
A car borrowing scheme is also under consideration, facilitating the loan of products from the wider range for new Jeep owners.

Manley's presentation also revealed how the group will begin testing an in-car purchasing service in 2019.

Motorists will be able to use their car's touchscreen infotainment system to buy movie tickets, pay for parking or pay tolls.

Vehicle autonomy will move the FCA Group brand's fleet and consumer offerings into new territory.





The FCA group has partnered with self-driving technology specialist Waymo – a subsidiary of Google – along with BMW and green technology company Aptiv to speed up development of the technology.

A total of 62,000 Chrysler Pacifica mini vans will be provided to Waymo in the US as part of the technologies’ development over the three years.

FCA chief technology officer, Harald Wester, said that among the connected technologies to be delivered as part of a new cloud-based telematics box module will be the ability to retrieve and manage in-vehicle and environmental data through the cloud, predict maintenance and “keep the customer connected to their home and office”.



Mike Manley has taken up the reins as group chief executive

“The FCA brand line-up will continue to embrace all solutions for professional customers, from large fleets to small businesses”

Alessandro Grosso, head of fleet and business EMEA

FLEET OUTLOOK

In a fleet-focused presentation at the Balocco facility, which followed the Capital Markets Day, Alessandro Grosso, the FCA Group’s head of fleet and business EMEA, hailed the Five Year Plan’s potential to further strengthen an FCA Group product offering which is already able to satisfy 74% of the market’s fleet demand.

Built on a foundation of three core principles (Product, People and Customer Experience), Grosso said the group would continue to “face completely new opportunities and issues related to electric mobility, connectivity and self-driving” together.

Backed by the fundamentals of a business centre network which has grown from 250 to almost 400 in the space of four years, an FCA Drivers Club offering which addresses the needs of user-choosers and the FCA Privilege Programme for its corporate partners, the group’s fleet proposition is already popular.

Pure fleet is worth between 25% and 30% of the passenger-car company market and FCA is constantly improving its market share, expanding from 3.6% in 2016 to 5.8% in April 2018.

Grosso praised the impact of Alfa Romeo and Jeep, in particular, which have increased their pure fleet sales by almost 70% and more than 100%, respectively, since 2014.

Grosso concluded that two things will remain the same. He said: “The FCA multi-brand line-up will continue to embrace all solutions for professional customers, from large fleets to small businesses, and FCA Fleet & Business will continue to be a dynamic and accountable partner for all mobility and light transport needs.”

Business Car nominations round out winning year for Alfa Romeo and FCA

Alfa Romeo has been nominated for two prizes in the Business Car Awards 2018.

The Alfa Romeo Giulietta was short-listed alongside the premium German trio of the Audi A3, BMW 1 Series, and Mercedes-Benz A-Class for the magazine’s Best Compact Premium Car category and its bigger sister, the Alfa Romeo Giulia, faced off against the Audi A4, BMW 3 Series, and Jaguar XE for the Best Premium Car award.

The nominations were the latest in a series of recognitions for the brand, with the Alfa Romeo Giulia Quadrifoglio picking up What Car’s Sports Car of the Year; Performance Car of the Year



Giulia Quadrifoglio is What Car’s Sports Car of the Year.


Alfa Romeo Giulia in top three for desirability and reliability



The Alfa Romeo Giulia scored near the top of two of the motor industry’s biggest consumer surveys this year, coming third in the Auto Express Driver Power 2018 poll of Best Cars to Own on 93.06 points, less than one point behind the winner. Those surveyed singled out the car’s performance and styling as well as its driving position and steering.

The Giulia matched its third-place position on the What Car? Reliability Survey for 2018, with a score of 96.9% in the poll of more than 18,000 drivers of executive cars.

FCA Startups offers help and support hub for SMEs



FCA has launched a dual initiative aimed at providing help and support for business start-ups and existing small- to medium-sized enterprises (SMEs) seeking to expand.

The first of two websites, startups.co.uk/fleet-management/ provides an indispensable decision-making guide for smaller fleets on areas such as leasing vs outright purchase, total cost of ownership, driver policy best practice and tax and regulatory implications.

FCA also runs a fleet hub, fcfleetandbusiness.co.uk, where all the resources contained in the Soluzioni magazines are available, alongside key fleet information including benefit-in-kind tax and fuel types, and which gives users the ability to book test drives across the FCA range.

Focus on supporting fleets is paying off

Mega deals may hog the headlines, but the heartland of the company car and van market lies with smaller fleets. In terms of both numbers of businesses and volumes of vehicles, these fleets dominate the market, a sector that FCA Group's national fleet sales team is focused on serving.

Dedicated to customers running 50-500 vehicles, the team frequently works with businesses that have no full-time fleet manager and where car and commercial vehicle decisions fall to executives for whom fleet is only a small element of wider responsibilities. This presents important opportunities for the fleet sales team to advise clients on the most appropriate vehicles for each business function.

FCA's attractive portfolio of four car brands – Fiat, Abarth, Alfa Romeo and Jeep – has the range and variety to satisfy every fleet need. The national fleet sales team is skilled at identifying the makes and models that will provide appealing alternatives to clients' existing car choices. Moreover, the ability to present competitive fleet terms for four brands from a single point of contact makes life easier for customers and marks FCA out from its competitors.

"One of the real strengths of FCA is the depth and breadth of the brands we cover," said Glenn McCulley, national fleet sales manager.

"They are all very different. We have solid, compact, no fuss cars from Fiat; stylish, sporty, elegant cars from Alfa Romeo; and if the customer wants a rugged off-roader we have Jeep. We always have a relevant vehicle to talk to clients about, whether they are looking for

low cost, job-need cars or highly aspirational user-chooser models."

The Fiat Tipo, introduced a year ago, gives FCA a strong contender in the core fleet lower-medium sector, while the Alfa Romeo Giulia has unlocked access to the important premium sector, where its flair and style, allied to competitive wholelife costs, offers an attractive alternative to the German brands.

It's a similar story on the commercial vehicle range, where Fiat Professional models stretch from the city-friendly Fiorino, to the Doblò, Talento and all-conquering Ducato, as well as the formidably robust Fullback pick-up truck.

Fiat Professional specialists have the technical knowledge to assist customers with the selection of the most suitable vehicles.

"The Fleet Professional manager's job is to visit customers and find out what they are using their vans for. It's not just a question of payload and towing capacity, but also the conversions that the vehicles require to be fit for purpose," said McCulley.

This link with FCA's retailers is vital for serving this sector of the fleet market, and the national fleet sales team works closely with FCA's retailer-based Fleet & Business Centres to serve companies with fewer than 50 vehicles. There are currently 20 such Fleet & Business centres, with a further 20 planned for next year. The team provides training, coaching and mentoring to the retailers.

"For the retailers on our Fleet & Business centre programme we run branded fleet sales training sessions, followed up by on-site retailer visits," said McCulley.

The training focuses on the different levers to secure fleet business, such as total cost of ownership for budget-sensitive fleets, or company image for sales-driven fleets.

"Part of the role of my team, in combination with the retailer, is to sit with the customers and understand exactly what are the most important factors when choosing a new car or van," said McCulley.

Further support for the Fleet & Business centres comes through the specialist company Return on Investment, based in Nantwich, which manages inbound enquiries, qualifies sales leads and prospects for new customers, said McCulley.

It then passes on these opportunities to the local Fleet & Business Centre retailer.

Securing this local business creates a win-win-win situation for customers, retailers and FCA. Fleets benefit from the dedicated support of a local supplier who understands their individual needs and respects the importance of vehicle uptime; retailers gain from both vehicle sales as well as service, maintenance and repair work; and FCA wins the opportunity to boost its market share by winning new business and increasing its representation among existing clients.

Thanks to this relentless focus on the fleet sector, fleet and business sales now account for half of FCA's sales volume, up from about a quarter just a few years ago. FCA's clear-eyed attention to the sector has also been reflected in prestigious awards, with the company winning 'Most Improved Fleet Manufacturer' at both the Fleet News Awards and Fleet World Awards last year.

GLENN MCCULLEY,
NATIONAL FLEET SALES MANAGER.



DAVID YEATS
FLEET & BUSINESS
PROGRAMME
MANAGER



"My principal goal for the next 12 months is to continue to build and develop our Fleet & Business Centre network, focusing on increasing awareness of FCA products within the fleet market and ensuring we provide the best level of support to our customers."

JASON LYNCH
AREA FLEET SALES
MANAGER – PASSENGER
CARS – NORTH



"I want to engage with fleet clients to understand their business and introduce our fleet offerings including the all-new Compass, Giulia and Stelvio. Number one priority is to build new relationships and maintain meaningful ones with existing clients, helping them to find ways to reduce their overall fleet-associated costs."

MICHAEL MOVASSAGHI
AREA FLEET SALES
MANAGER – PASSENGER
CARS – SOUTH



"The key area for me will be promoting our brands to user-chooser fleets. It's all about building relationships. We have a wide range of cars, from the Fiat 500 to the Jeep Grand Cherokee, and in the Alfa Romeo Giulia we have a car that competes strongly with the German brands, but is not as well known."

TERRY APPELYARD AREA
FLEET SALES MANAGER –
FIAT PROFESSIONAL –
NORTH



"I'll be working hard to make appointments with new and existing customers, offering advice, suggesting ways they can reduce their carbon dioxide emissions, especially local authorities whose green footprint is really important; and helping clients create better solutions for saving fuel, cutting costs and reducing CO2."

JOHN BRAINE AREA
FLEET SALES MANAGER –
FIAT PROFESSIONAL –
SOUTH AND WEST



"My ambition for the next 12 months is to provide an excellent quality of service and support to our customers, to help promote the FCA brands within their organisations, and to work in partnership with them, understanding what they want and delivering the best results for them and for us."

MICHAEL DUGGAN AREA
FLEET SALES MANAGER –
FIAT PROFESSIONAL –
SOUTH AND EAST



"My focus is to work jointly with our retailers to raise the profile of Fiat Professional and to deliver the level of service customers expect. Commercial vehicles demand a long-term relationship. We are working to ensure customers are looked after not only in the first sale, but through their second, third and fourth cycle of Fiat Professional vehicles."

Black Edition puts gloss on already superb cars

Nero Edizione ramps up the styling cues to add extra sparkle to very special vehicles



A

lfa Romeo has always appealed as a drivers' car, but the new special edition– Nero Edizione – makes choosing an Alfa Romeo one of the most sensible decisions if you use your vehicle for business.

This 'Black Edition' is available on Giulia, Stelvio, and Giulietta models and combines dark finish 'Nero' exterior styling features with the latest safety and infotainment technology to further enhance the sporting aspirations of the car, without impacting fuel economy and emissions.

A special black gloss finish to the 'V' grille surround and gloss dark finish alloy wheels with monochrome wheel caps is joined by black gloss badges, wing mirrors and exhaust tips.

There are further visual enhancements with the addition of features such as privacy glass, aluminium sports pedals and kick plates and bespoke dark gloss finish alloy wheels.

In addition to the unique styling, the range also features a full suite of connected services accessed through an app. Benefits include the ability to check the locked status of the car, location service helping to find the vehicle in large car parks, instant real-time notifications on the vehicle status and black box reporting potentially delivering savings on insurance.

For fleet managers, the ability to generate shared data on the car usage, status of fuel, oil, tyre pressures and mileage will greatly improve the ability to monitor and plan. The system will also provide alerts and support in the event of an accident or breakdown.

The trim can be combined with the standard paint colour range for all three models.

Giulia Nero Edizione

Available exclusively with the 2.0-litre turbocharged petrol engine, the Giulia Nero Edizione is a car that will set pulses racing.

Priced at £34,990 (OTR), it sits on 18-inch dark finish alloy wheels and features discreet gloss black detailing including exhaust tailpipes, door mirror caps, window surrounds and front grille.

The rear Giulia badge is also finished in gloss black, to accentuate the special edition trim level.

Based on the generously equipped Super version, the Giulia Nero Edizione also features Xenon headlamps with adaptive front lighting system, run-flat tyres and privacy tinted rear windows. It has Active Cruise Control, while Alfa Romeo's new connected service with smartphone app compatibility provides additional functions.

All Giulia models feature Alfa Connect navigation with an 8.8" display, Apple CarPlay and Android Auto, dual zone climate control, rear parking sensors and forward collision warning.

Inside, the Giulia Nero Edizione features aluminium sports pedals and kick plates that add to the styling, while split folding rear seats provide greater flexibility.

Customers can upgrade the looks further with 19-inch alloy wheels and a range of options and packs, including painted brake callipers.

With 200hp available through an eight-speed automatic transmission, acceleration from 0-60mph takes just 6.6 seconds.

What's more, the Giulia Nero Edizione can still return 41.5mpg and emits 157g/km of CO₂.

Stelvio Nero Edizione

Having re-written the SUV rulebook when it launched last year, the Stelvio takes on a new persona in Nero Edizione trim.

Like the Giulia, it is positioned above the Super trim and features a range of subtle styling enhancements to create a refreshed and unique look. The roof bars and window surrounds are finished in gloss black, complementing the dark tinted rear windows.

Other details, such as the skid plates, exhaust tips, door mirror caps and front grille are also finished in gloss black along with the rear Stelvio badge – to signify this unique model.

The Stelvio's road presence is further enhanced with 20-inch dark finish alloy wheels as standard on the Nero Edizione.

On top of the standard equipment – which includes cloth upholstery with leather inserts, an 8.8" infotainment system with navigation and autonomous emergency braking – the Stelvio Nero Edizione additionally features adaptive cruise control, Xenon headlights and Alfa Connected Services.

Inside, aluminium sports pedals and kick plates complete the transformation.

Two engines are available in combination with the special edition. A 2.0-litre turbocharged petrol with 200hp costing £40,090 (OTR) and a 2.2-litre diesel with 190hp, priced at £41,290 (OTR).

Both powertrains feature all-wheel drive as standard, providing excellent traction and dynamic handling, yet still frugal with 49.5mpg achievable in the diesel.

Giulietta Nero Edizione

Providing a dynamic and stylish alternative to the mainstream, the Giulietta embodies the Alfa Romeo spirit in its distinctive design.

Offering customers an even greater proposition is the new Nero Edizione, positioned above the mid-range Super trim.

With parking sensors, climate control and Alfa's DNA Vehicle Dynamics Control system as standard, the Giulietta Nero Edizione additionally features an Alpine seven-inch touchscreen infotainment system with Android Auto and Apple CarPlay smartphone connectivity, USB and HDMI inputs and a reversing camera.

Alfa's Connected Services are also featured.

The exterior design is enhanced with 18" dark gloss five-hole alloy wheels and dark gloss finishing on the door mirror caps, door handles, fog light bezels, exhaust tailpipe, Giulietta badge and front grille.

Styling is further improved with sports side skirts and a rear air dam, plus rear privacy glass.

The comprehensive specification can be enhanced with options such as Xenon headlamps, Brembo brake callipers and heated front seats.

The Giulietta Nero Edizione is priced from £23,270 (OTR) with a 1.4-litre turbocharged petrol engine. With 120hp it can accelerate from 0-60mph in 9.4 seconds and return 39.2mpg.

A frugal diesel is also available. The 1.6-litre JTDM is priced from £24,700 (OTR) and can achieve up to 60.1mpg.

Fiat 500X takes classic 500 to whole new level

Versions will appeal to city slickers or lovers of the more rugged, off-road look

Taking its inspiration from the original iconic Fiat 500, the 500X is the modern day interpretation of a car for the masses. The compact crossover has evolved the original 500 concept and is now more modern and more functional than ever, introducing new features and new engines.

Two distinct versions denote the personality of the car. Urban Look models are chic and designed to tackle city motoring with ease, while Cross Look models take on a more dynamic and robust demeanour.

In addition to style, rich contents and remarkable comfort, the new Fiat 500X offers a safe and connected driving experience thanks to the inclusion of new safety assistance systems and the latest infotainment technology.

In Urban trim level, the Fiat 500X comes fitted with 16-inch alloy wheels, Techno-leather steering wheel, air conditioning, cruise control, electric parking brake and 60/40 split rear seat.

The City Cross adds the off-road look, enhanced by 17-inch alloy wheels, satin chrome inserts and body-coloured door mirrors. Front fog lights, 3.5-inch colour TFT monitor, automatic climate control and rear parking sensors enhance the package.

The top-of-the-range Cross Plus version adds new LED headlights, 18-inch alloy wheels, roof bars and dark, tinted rear windows. Inside, it adds TomTom navigation along with Parkview rear parking camera, dusk sensor and front armrest.

Prices start from just £16,995 (OTR).

INTERIOR

Inside, the new 500X boasts a comfortable and elegant interior that is unmistakably Italian in its style.

The commanding driving position provides all-around visibility, while the cabin provides space for a driver and four passengers to travel in comfort.

There are seven different finishes available in a choice of fabrics, including leather, and colours which can be matched to the exterior.

A wide range of seat settings provides adjustability for drivers of all sizes and a roomy boot ensures nothing needs to be left behind.

Premium materials, high-quality finishes and handy storage compartments enhance the experience, while a new instrument cluster provides greater clarity while retaining its familiar three-circular dial arrangement.

NEW PETROL ENGINES

Powering the 500X is a new family of turbocharged petrol engines, developed to enhance driveability and efficiency.

A new three-cylinder 1.0-litre unit delivers 120hp and 190Nm of torque. It is paired with a six-speed manual transmission. It can achieve a combined 48.7mpg.

There is also a four-cylinder 1.3-litre engine, based on the same lightweight design principals, with 150hp and 270Nm of torque. In this case it is combined with six-speed dual clutch automatic transmission (DCT).

Both engines develop class leading torque and improved refinement, yet offer CO₂ emissions from just 133g/km.

An entry-level 1.6-litre naturally aspirated engine is also available.

EXTERIOR

Instantly recognisable yet entirely individual, the new 500X is bold, stylish and unique.

As ever, the car takes key design cues from the classic Fiat 500 and packages them into a robust and contemporary family car.

New daylight running lights and LED rear light clusters give the 500X a distinct light signature and are standard.

At the front and rear, redesigned bumpers provide better aerodynamics and enhance the 500X's road presence, giving it a more purposeful look.

Whether it's navigating city streets or taking you on your next adventure, the 500X is an SUV to suit everyone.

Personalisation comes in the form of 14 different colours, including the new tricoat Ivory, metallic Blue Italia and Techno Green.

DRIVER ASSISTANCE

Enhancing the driveability and safety of the new Fiat 500X is a range of the latest advanced driver assistance systems.

Traffic Sign Recognition displays live speed limits in the instrument cluster display, so the driver is always aware of the prevailing restriction.

Intelligent Speed Assist works with the Speed Limiter and, when activated, it adapts the speed of the car to the speed limit detected by the Traffic Sign Recognition system.

Lane Assist identifies the position of the car in relation to the lane markings on the road surface. If the car strays out of the lane without the driver having indicated, the system triggers a visual alarm and applies additional torque to the steering wheel to counteract the unintended lane change.

The 500X can also be specified with Adaptive Cruise Control, City Brake Control and Blind Spot Alert.

CONNECTIVITY

In order to simplify life at the wheel, Fiat's Uconnect™ seven-inch HD LIVE touchscreen system is fitted as standard. It comes complete with Apple CarPlay integration and Android Auto™ compatibility as standard.

The high-resolution touchscreen system provides Bluetooth® hands-free, audio streaming, text reader and voice recognition.

By downloading the free Uconnect™ LIVE app from the App Store or Google Play Store, drivers can fully exploit the benefits of the system, which includes music streaming with Deezer and Tuneln, news from Reuters, connected navigation with TomTom LIVE and they can keep in touch with friends via Facebook Check-in and Twitter. Eco:Drive and my:Car also allow drivers to monitor their driving style to improve the economy and running costs of their car.



Renegade is the top Jeep in Europe

Enhanced looks and new engine line-up are designed to keep the Renegade at the top of the tree



The Jeep Renegade blends the design, functionality and off-road expertise of the American brand – synonymous with freedom, adventure and 4x4 driving for more than 75 years – with the style and driving dynamics that have always characterised Italian cars worldwide.

Renegade is the best-selling Jeep in Europe and now features a host of new updates, including a new engine line-up and enhanced looks.

The Jeep Renegade quickly became a favourite of customers seeking a SUV capable of blending the off-road capabilities of the Jeep brand with dimensions and styling that are perfect for enjoying the urban city lifestyle.

Jeep Renegade embodies all these features and expresses them

in its unmistakable Jeep design, its iconic seven-slot grille and a look designed to suggest strength and solidity.

New Renegade was developed to guarantee top level protection with several state-of-the-art safety systems, standard or optional, including six standard airbags and ESC (electronic stability control) with ERM (electronic rollover mitigation). Now standard across the entire range are Lane Sense Departure Warning-Plus and Intelligent Speed Assist with Traffic Sign Recognition.

CONNECTIVITY AND INFOTAINMENT

The new Jeep Renegade can be equipped with Uconnect™ five-inch or Uconnect™ 8.4-inch NAV.

Both units feature touchscreens and easy-to-use features. The system is used for everything from listening to music to controlling the climate system.

The 8.4-inch NAV system also features a high-definition, capacitive, full-colour display, which significantly enhances the user interface experience, offering pinch and zoom capability and a customisable menu bar with 'Drag and Drop'. It is also compatible with Android Auto and Apple CarPlay, enabling greater smartphone interaction.

Uconnect™ enables hands-free calling, navigation and text-to-talk features for a safe, comfortable and connected everyday driving experience.

EXTERIOR

The Renegade now features even more distinctive styling – updated in the front and sporting unmistakable features unique to the Jeep brand design and technical heritage.

Iconic design cues on the new Jeep Renegade include round headlamps and trapezoidal wheel arches. There is a clear connection between the design of the 2019 Renegade and the new Wrangler.

The new front-end delivers a more modern look. Key features of the model are the new headlamps with full-LED daytime running lights, high beam, low beam and fog lamps (standard on Limited and Trailhawk) that enhance the vehicle's efficiency and safety.

Visibility is increased by 50% as a result of the new lighting setup.

The rear end also features updated tail lamps with new LED light clusters, available on Limited and Trailhawk. The light clusters are a key design element of the rear end of the vehicle featuring a characteristic X pattern inspired by the fuel canister that featured on the original 1940s Willys Jeep.

New wheels complete the external transformation, offering further possibilities of customisation with 16-inch, 17-inch, 18-inch and 19-inch sizes available.

ENGINES

Two new downsized turbo petrol engines make their debut on the new Renegade. The first is a 1.0-litre three-cylinder unit delivering 120hp and 190Nm of torque, paired with a six-speed manual transmission.

There is also a 1.3-litre four-cylinder with 150hp, paired with a nine-speed DDCT dual clutch automatic transmission.

The new MultiJet III engines are lighter than their predecessors and offer efficiency improvements of up to 20%.

Updated versions of the existing 1.6-litre and 2.0-litre MultiJet II diesel engines are also available and are now fitted with SCR (selective catalytic reduction) to reduce harmful emissions.

OFF-ROAD CAPABILITY

Legendary Jeep off-road capability is guaranteed by two advanced four-wheel-drive systems: Jeep Active Drive and Jeep Active Drive Low.

The Jeep Selec-Terrain system offers four settings for optimal response on all road surfaces.

Jeep Active Drive is a fully automatic system and delivers seamless operation in and out of four-wheel drive, and at any speed, reducing energy loss when all-wheel drive is not needed to the benefit of fuel efficiency.

Jeep Active Drive Low integrates Jeep Active Drive, taking the crawl ratio to 20:1 for genuine 4x4 performance. The system, paired with a nine-speed transmission, guarantees the best off-road capabilities of the category in extreme off-road driving conditions. Jeep Active Drive Low adds Hill-Descent Control (HDC) functions to Selec-Terrain.

HDC allows controlled downhill driving on rough or slippery terrain without the driver needing to brake. When active, the vehicle can tackle steep downhill courses by exploiting the ABS brakes to control the speed of each wheel and guarantee optimal momentum and rhythm.

INTERIOR

The interior of the Renegade displays an authentic and modern look, in line with the DNA of the Jeep brand. The passenger compartment is characterised by an extreme attention to detail, innovative colour combinations, quality materials, high-tech contents, and practical and functional storage compartments.

In terms of interior roominess, the Renegade is at the top of its class, offering unparalleled headroom and seat width.

A new central console enhances functionality and now features a built-in smartphone holder, new cup holders and additional storage compartments, providing more than 1.2-litres of additional storage.

Also new is an additional USB port in the rear of the car for easy access by backseat passengers.

Further design improvements include refreshed bezels on the radio, climate vents, central tunnel and speakers. Some details shared with Wrangler are also found inside, including the wide, horizontal instrument panel with central focal points and trapezoidal details.



Look for the red stripe

The Sportivo range allows van drivers to enjoy car-style comfort while saving on the cost of adding extra equipment

The Sportivo range is a great way to inject style and personality into your fleet, and more importantly, to give drivers valuable extra comfort in the process. The highest trim level in the Fiat Professional line-up, Sportivo builds upon the Tecnico trim, creating a van your drivers will enjoy spending time in and look after as if it were their own.

All upgrades have an added bonus – the extra equipment costs less than adding individual options, offering a saving of up to £1,020, with a residual value boost, too. The finance manager will be keen to know that the emissions and fuel economy figures remain unchanged – for a sporting image without costing your fleet a fortune.

Unveiled at this year's Commercial Vehicle Show in April, the distinctive Sportivo style returns after a four-year hiatus.

As well as being the flagship models in the Fiat Professional range, they'll become the pride of your fleet.

Fiorino

The smallest van in the Fiat Professional range wears its Sportivo stripes with pride, quite literally. As with the rest of the range, the Sportivo can be easily identified by its lower red stripe stretching from the front to the rear wheels on each side.

Across the range, this city van is already generously equipped, with mid-range SX coming with electric mirrors, steering wheel controls and a five-inch touchscreen with Bluetooth® connectivity.

Bumping up to top of the range Sportivo adds a raft of interior and technology additions, including cruise control, a leather steering wheel, and USB charging for phones. That's without adding all the additional tech supplied on the trim level below – air conditioning, satellite navigation and rear parking sensors.

This small package remains more than capable of putting in a good shift, with a 660kg payload and excellent fuel economy.

Doblò

There is now another reason to choose the popular and award-winning Doblò, with the addition of the Sportivo trim line.

Building on Tecnico's strong functionality and features including Bluetooth® audio, navigation, rear parking sensors, cruise control and air conditioning, the practical Doblò gets more style at the top of the range.

In addition to the above, features such as alloy wheels, leather steering wheel, folding heated mirrors, body-coloured bumpers,



and sophisticated metallic black paint are all topped off with the distinctive Sportivo stripe.

Sporting looks don't prevent the Doblò from getting the job done, with a PVC-lined load bay making light work of goods in the back. Sportivo is available in both short and long wheelbase – for those bigger loads. The Short wheelbase Sportivo has a 750kg payload, propelled by the efficient 1.3-litre 95hp Multijet diesel engine, whilst the Maxi Cargo Sportivo featuring the more powerful 120hp 1.6-litre variant, and a whopping 1,005kg payload to make the most of the larger loading area.

Talento

The versatile Talento may be the newest addition to the Fiat Professional range, but it has already made an impact – and the Sportivo trim makes it look better than ever.

Sportivo specification and its distinctive red stripe is available on the LWB Cargo variant with the 1.6-litre 145hp EcoJet diesel engine.

A long specification list is extended even further for the range-topping Sportivo. Lower trims include digital radio, navigation and

Bluetooth® infotainment system, air conditioning, reverse parking sensors, LED daytime running lights, emergency braking system and cruise control with variable speed limiter.

Sportivo builds on this generous equipment with a rear-view camera – great for reducing rear-end damage – rain and light sensors, and a leather steering wheel. Externally, front fog lights, metallic paint, body-coloured bumpers and 17" alloys complete the look.

Ducato

The Ducato is Fiat Professional's biggest workhorse, with the largest payload and biggest cargo space – and Sportivo trim is the perfect fit for the discerning driver.

Standard spec is once again generous in lower trims, including alarm, reverse parking sensors, variable speed limiter and cruise control, along with a five-inch touchscreen DAB, Bluetooth® and satellite navigation infotainment system.

The Sportivo upgrade adds a rear-view camera, Ducato-stitched head restraints and a new high level instrument panel, which helps to create a more premium feel inside the cabin.

"All upgrades have an added bonus – the extra equipment costs less than adding individual options, offering a saving of up to £1,020"

Supplied with the efficient 2.3-litre 150hp Multijet diesel engine, the medium height Sportivo Cargo retains all the great features of a standard Ducato panel van – with excellent economy and payload.

You can't miss the Ducato in Sportivo trim, with metallic black paint, body-coloured bumpers, black and chrome front grille and LED daytime running lights.

Front fog lights, the trademark red stripe and 16" black alloys complete the look of this mean moving machine.

An in-depth look at new testing regimes' impact

WLTP and RDE aimed at producing more realistic figures to help make comparisons



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 powertrain configuration is tested for the car's lightest (most economical) and heaviest (least economical) version.

WLTP introduces much more accurate 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

HOW RDE WORKS

Under RDE, a car is driven on public roads and over a range of conditions with portable emission measuring systems (PEMS) collecting the data. The results will verify that caps for pollutants such as NO_x are not exceeded.

Driving conditions include:

- Low and high altitudes
- Year-round temperatures
- Additional vehicle payload
- Uphill - and downhill driving
- Urban roads (low speed)
- Rural roads (medium speed)
- Motorways (high speed)

A

new fuel consumption and CO₂ emissions testing regime which will result in more realistic figures has been introduced for all new cars.

The Worldwide Harmonised Light Vehicle Test Procedure (WLTP) is based on a new, wider-ranging laboratory test, and is intended to deliver fuel consumption and emissions results that will more closely resemble real world driving.

It replaces the New European Driving Cycle (NEDC), which was based on theoretical data to aid comparison between models, rather than absolute efficiency.

Chris Lovegrove, TCO manager at FCA, said: "It's the right approach; it's designed to be more accurate for the customer."

However, he added: "There is a lot to be decided by Government bodies about how we communicate the new figures."

From April 2020, WLTP will be used for employees' benefit-in-kind (BIK) tax, vehicle excise duty (VED) and employers' national insurance (NI) contributions. However, during the 18-month transitional period, an NEDC-equivalent figure will be produced for BIK calculations.

This 'correlated NEDC' figure was intended to produce a comparative figure to the old test, but the results are showing CO₂ emissions to be on average 10-15% higher.

"There is a big disparity among manufacturers and models," said Lovegrove. "We are about on average. Some of our later technology engines are the best performers and the larger engines tend to be closer to the old test. Smaller, high boost turbos tend to be further away."

Lovegrove urges fleets and company car drivers to take notice of

the individual cycles which make up the main combined test result, as these will become more relevant for different types of engine and driving requirement.

NEDC consisted of urban (speeds up to 31mph) and extra urban (speeds up to 75mph) which produced the combined figure. WLTP has low, medium, high and extra high, as well as combined.

"Combined may not be as universal as it was," Lovegrove explained.

"If you are a city car user, the low and medium values might be more relevant; if you do longer journeys regularly, then consider the high and extra high results."

Added complication comes from having a minimum and maximum value for each model which makes it difficult to establish true like-for-like comparisons when manufacturers have a wide range of derivatives.

Consequently, WLTP could result in simplified model ranges, with fewer options and more bundled packs. This is because the programme requires testing of all model, engine, trim and wheel sizes, which adds time and cost.

"We might see rationalisation," Lovegrove said. "This would remove ambiguity over BIK tax, making it easier to quote accurate emissions."

FCA has already started to reduce its trim levels, introducing more individual packs which bundle together equipment.

"We have removed some engines because the volumes were low and reduced options where there was little take-up to improve standardisation," Lovegrove said.

"We are looking for further rationalisation while still offering personalisation around style, technology and safety."

He added: "We have worked hard to ensure each derivative remains within the same BIK tax band, even if the CO₂ level has increased. We have been successful in the majority of instances and we are looking to continue to improve on that and to reduce potential complexity further."

FCA's stand-out results have been for the Alfa Romeo Giulia and Stelvio ranges, assisted by their lightweight chassis and all new engines. Also, new generation MultiAir III small petrol engines in the Fiat 500X and Jeep Renegade, for example.

"The new engines under the new test are better than the diesels they replaced under the old one. They are petrol that behave like diesel when it comes to power delivery and consumption," Lovegrove said.

The new testing regime isn't just about WLTP. Running alongside is the Real Driving Emissions (RDE) test, which measures other emissions while the car is driven, such as NO_x (see panel).

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.

Lovegrove added a note of warning: "Even with RDE, the new test won't replicate what the customer will do. It's just a more accurate way to compare one vehicle to another."

Full WLTP results will be used for taxation purposes in 2020. Lovegrove says fleets and company car drivers should expect the same impact on emissions as going from NEDC to correlated NEDC, indicating another 10-15% rise.

"It's about simplicity and clarity so fleets can understand the wholelife costs and drivers can understand their tax position"

However, by then, new engines will have been launched, offsetting potential rises. In addition, BIK tax bands are likely to have been amended to take WLTP into consideration.

The European Union, when introducing the new test regime, recommended that WLTP should not negatively impact the driver by increasing costs of vehicle taxation, because the vehicle's actual performance is unaffected.

The UK Government is expected to confirm BIK and VED bands in the November Budget.

"We expect them to clear up any ambiguity," said Lovegrove. "There is still a place for the company car and as the technology improves with the legislation, there is no reason why a company car driver will pay any more in tax than they are today."

"Fleet is an important part of the market and for us, it's about simplicity and clarity so fleets can understand the wholelife cost and drivers can understand their tax position. We want to eliminate confusion."

WLTP sparks new engines

FCA Group launches range of engines in response to real-life testing regime

WLTP is an acronym the industry has been making a lot of noise about lately (it stands for Worldwide Harmonised Light Vehicle Test Procedure). While in the short term, there may be some confusion about this new testing regime, in the long term the benefits of tighter regulation and an improved reporting process are clear. The real difference with WLTP is that the laboratory tests are supported with Real Driving Emissions (RDE). This provides real on road data relating to emissions and fuel consumption.

Lower emissions, greener engines with fewer particulates and more accurate, real-world figures will make the environment more pleasant and a fleet manager's costs easier to predict.

Emissions and economy figures must have been updated to the new standard by 1 September, and FCA Group has launched a brand new engine range to coincide with the changes.

The compact SUV sector has been first to feel the benefit of the range, launching initially in the newly facelifted Fiat 500X, and the Jeep Renegade.

Two new petrol engines are available at launch – the 1.0-litre and 1.3-litre Firefly. The all-new engines are the result of a worldwide, comprehensive development programme, honed and refined over several years.

75,000 hours of simulations, 60,000 hours of real-life testing, and five million kilometres covered in on-road tests were completed to ensure the new range is robust and reliable.

The new engine range is 15-20% more efficient than its predecessor, offers better performance, higher acceleration and lower noise levels in the cabin – an all-round improvement.

Both are turbocharged, and include a new gasoline particulate filter which traps particles and therefore prevents these pollutants entering the atmosphere. They're built on a completely new modular system, made up of 0.33-litre cylinders. Milled and cast from aluminium alloy they are lightweight and long lasting.

The 1.0-litre is a three-cylinder engine which weighs just 93kg and the 1.3-litre is four cylinders. The crankcases of both are made of high pressure aluminium alloy, lined with cast iron for robustness, and then again coated with thin aluminium to bond all together. They include four valves per cylinder, a single camshaft linked up with direct fuel injection, a low inertia turbocharger and a water-cooled supercharger.

The Firefly engine draws on the technology from Fiat's established MultiAir stable, that improves combustion by adjusting and optimising the inlet valve opening height and its timing. This reduced compression ratio increases fuel economy, while still delivering the strong amounts of power required.

The new range of small capacity petrol engines offers lots of torque, particularly at lower speeds, for great acceleration, especially in and around town.

The smaller Firefly is likely to be the best seller. It's a 1.0-litre three cylinder configuration as part of a front-wheel drive powertrain and six-speed manual gearbox. It offers up 120hp, and 190Nm of torque.

The larger Firefly uses four cylinders, creating a 1.3-litre turbocharged engine. This version delivers 150hp and 270Nm and is exclusively paired with a six-speed dual clutch (DCT) automatic transmission.

The clever design of the range means the architecture of these two engines is virtually identical – bar the cylinder count – with the modular nature reducing the range and complexity of engine technology required – improving service knowledge and ongoing development.

The new engine launch also means that, for the facelifted 500X at least, diesel is now no longer available.

The Jeep Renegade and Fiat 500X are also available with an entry-level, non-turbocharged 1.6-litre, 110hp petrol, paired with front-wheel drive and a manual transmission, again updated in line with the Euro 6D regulations – and the addition of Start & Stop technology.

With better power delivery, improved economy, less noxious emissions, and a brand new, future-proof engine design is good news all round for those choosing a compact SUV from the FCA stable. Expect to see these engines in a wider range of vehicles over the coming months.

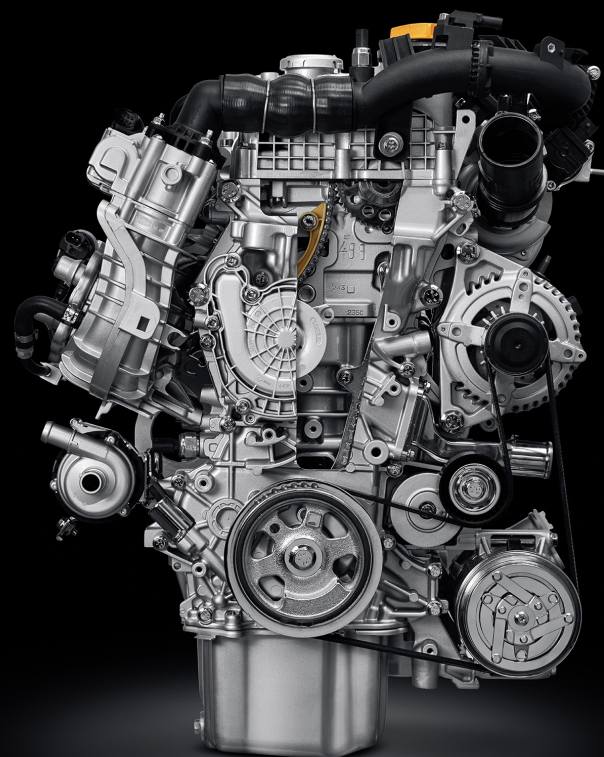
WHAT IS EURO 6D?

Euro 6D, or Euro 6D-temp in full, is, effectively, a tightening of the Euro 6 emissions regulations.

Along with the introduction of WLTP, the EU brought in RDE – real driving emissions – where vehicles should also be tested on public roads, in addition to the new and improved laboratory testing.

The Euro 6D rules limit real world NOx emissions to a 50% deviation on the lab test figures, with petrol cars now seeing a maximum emission of 90g/km, against the regulation 60g/km.

Since September 2017, every new car type approved has had to comply with the rulings, with a full introduction to existing models planned by September 2019. FCA is getting ahead by ensuring these new engines comply with the rulings well before of the deadline – meaning reduced emissions, greener vehicles, and healthier streets.



FCA Business Centres; total commitment to business mobility

Being half-hearted is no way to approach gaining fleet business says Jordans of Hull



Automotive retailers know how tough the current market conditions are, so the fleet market has to be an essential consideration to maximise sales.

As one of a number of FCA Business Centres, Jordans of Hull has operated a specialist fleet department for a little less than 20 years and has built a strong reputation with a wide range of fleet users, from local small businesses to national leasing companies.

Such a wide range of customers means it's important for retailers to recognise the varied of needs of different businesses.

Jordans general manager Phil Marshall explained: "We have to consider our approach for each market sector and every customer. SME customers tend to be price and value focused but at the same time they often want a product that reflects their business values.

"Compare that to an ambulance trust, for example. We don't even discuss the price. That's an issue they discuss nationally. What we need to do is offer them a service, getting the vehicles prepared to a level, understanding the specifications of them and continually feeding back information at every stage of the process from order through to delivery.

"Every customer is a little different. Certain customers just need cars quickly, some are not planned. You just adapt to the customer. To win business in fleet, it's critical to understand the market. This might sound obvious but being able to answer any question from the impact of WLTP on company car driver's benefit in kind tax to the very specific technical questions on the operation of a product, could have a profound impact on a business."

Marshall continued: "While there is not the same level of emotion in buying a vehicle for a fleet than for a retail customer, if we sell a product that is not going to meet the right specifications for that

business, it can be the difference between a business achieving growth or missing sales targets. We can't afford to get our facts wrong or give customers the wrong advice so to protect our hard fought reputation, we have to ensure we get things right every time."

Selling the vehicle is the first step but keeping the fleet on the road is imperative to every business. Even a small issue resulting in a trip to the aftersales department means downtime which impacts on profitability.

Marshall added: "Flexibility is important both for our customers and for us. But we don't just stop speaking to that customer once the car is handed over, we want to be the first port of call when the need for a vehicle comes up. So building long-lasting relationships is critical. Throughout the life of the product, we have to ensure every trip to our aftersales department is fast and efficient and that we not only help to maintain fleets to a high standard, but we respond quickly when a vehicle is off road."

Marshall continued: "As an example, we invest in mobile mechanics who can help diagnose a problem for customers if the car is still on the road to ensure we don't take the vehicle out of action to identify a potentially easily resolved issue. We win business from national organisations because of this approach and many of our customers will travel long distances because we are trusted to keep our customers vehicles on the road."

Fleet is an important part of Jordans' business but, as Marshall pointed out, it has to be a concerted effort, with dedicated resources.

"We made the decision to invest in fleet. I think you've got to either be in it or out of it. I don't think you can jump in, jump out," he said. "Many retailers fail to see the value in fleet because of tight margins. It doesn't work if you do it a little bit. Because we do a lot of fleet, across cars and commercials, it's a big part of our business."

Future of bluelight fleets is in safe hands

Source of pride as FCA provides vehicles to 10 of the UK's 13 NHS ambulance trusts

"Having Fiat ambulances provide a vital emergency service to NHS Trusts across the UK is a real source of pride for us," admitted James Hooker, FCA Group UK's corporate LCV manager.

"When other fleet operators see that the trusts are placing their confidence in our brand and the service we can provide, it's hard to ask for a better endorsement of what we're doing."

Hooker works at the heart of the FCA corporate fleet sales operation, helping to orchestrate contracts which have seen in excess of 500 vehicles (and the back-up services that come with such fleets) supplied to organisations such as ScottishPower, United Utilities and Yorkshire Water.

But it is a recent development in the public sector that has really served to drive hopes of a potential rise in market share of 1.5-to-2 percentage points from its current 2.8-2.9%.

The Government has recently invested £36.3 million in new ambulances for 30 Trusts across the UK as part of announcement by Health Minister Stephen Barclay, which coincided with the NHS's 70th birthday on July 5.

After securing a position as provider to 10 of the UK's 13 NHS ambulance trusts – a rise from just two four years ago – the FCA Group's fleet team has a right to feel bullish about its potential.

Hooker said: "Traditionally the ambulance sector has been dominated by our German competitors but that is changing and it's becoming clear that the FCA Group has been able to provide Germanic levels of service with sizable in-life savings."

The FCA fleet team estimates the average cost attached to the Ducato can be in the region of 30% less than the competition, dependent on the demands of the conversion stipulated by a particular trust.

Hooker added: "Because the Ducato is front-wheel drive, we estimate a 9mpg average saving over the equivalent rear-wheel drive German manufactured ambulance. For trust fleets covering 10 million miles a year that represents a huge saving."

The option on 24-hour servicing and a mobile maintenance team on-hand to honour warranty works has been added to the aftersales offering, along with the addition of two field fleet support staff and an additional team of three at head office.

The team at FCA UK headquarters in Slough is prepared for growth from other areas of the public sector, too.

Neil McNicholl, the group's national public sector and Motability manager, has seen it bolster its presence in local authorities' plans with a 100-van agreement for a major county council, delivering cage tippers and other bespoke vehicles for its recycling operations.

Elsewhere, the Fiat Professional Fiorino van has been provided

"We estimate a 9mpg average saving over the equivalent rear-wheel drive German brand"

James Hooker, Fiat Professional corporate sales manager

"It's been a four-year process to become part of the (Crown Commercial Service) platform"

Neil McNicholl, motability and public sector manager

to a number of local authorities as FCA's value and quality fleet support offerings start to gain traction.

Commercial vehicle specialists across the UK and further afield – O & H in Goole, VCS in Bradford, Cartwrights in Doncaster and WAS in Germany – have ensured that FCA can tender for fleet business with services demanding any bespoke configuration required.

McNicholl said: "Two years ago we didn't have traction in these markets, but now it really is seen as key to our growth."

He is realistic about the prospect of supplying police forces and is hopeful that first responders, fire and rescue services and bespoke-build mobile facilities demanded by forensic teams could add to the group's future fleet wins.

McNicholl said: "Starting from a zero base, we have realistic expectations of around 200 vehicles a year."

And he added that further fleet growth in the public sector should come from FCA's inclusion in the framework for the Crown Commercial Service, the Government service which provides vehicles to all user-choosers in the public sector: from doctors, nurses and consultants to university lecturers and teachers.

"It's been a four-year process to become part of that platform, and a lot of work, so we're clearly hopeful about the growth it can deliver," said McNicholl.

McNicholl rightly highlights the breadth of the modern FCA Group

range as a strength in serving the mobility needs of a range of public services and civil servants – from the coach-built Ducato vans serving UK ambulance trusts, to the new Jeep Compass, the recently updated Fiat 500X and the Alfa Romeo Giulia and Stelvio.

He said: "We see the real bread-and-butter being the Tipo as a perfect fit for doctors and midwives. This offers incredible value and where those people may have previously considered a German hatchback that costs in excess of £20,000, we can offer a Tipo with lots of practical extra space and a starting price of £9,995."

"We're hoping the Giulia will also especially appeal to public sector staff in senior management positions."

McNicholl believes the biggest challenge for the FCA products is their visibility in the new sector.

He said exposure often relies on publications delivered directly to public servants via official emails and documentation about the vehicles available to them, and simply bringing the FCA product to the attention of civil servants will be key.

"We have already run a number of product awareness 'ride and drive' days and have events lined up where we can get in front of the right people, so we're hopeful of making the most of the opportunity that's there," said McNicholl.

"There's scope for more growth than we've enjoyed for a number of years. We have to take advantage of that."

New engine and gearbox improve Motability prospects

A new wave of product from the FCA stable is about to make Motability a growth area for its fleet operations, according to Neil McNicholl.

"In 2016 we had a fantastic year in Motability as a group," he said. "That is coming back in 2018 and we're about to get a huge boost from the new engine and gearbox coming onto the market before the end of the year."

The introduction of a new 150hp petrol engine which delivers its peak torque from 1,200rpm coupled to a new automatic gearbox should see the Fiat 500X and Jeep Renegade placed

perfectly to entice Motability customers, he said.

He added: "We have seen significant growth year-on-year across the Motability channel and it's great to see this momentum. At the close of August Fiat was up by 18% and Jeep was up by 195%. The potential is there for even stronger results by year end."

Complimenting a wheelchair-accessible vehicle conversion programme which has grown from 300 to 500 vehicles a year in 2018, these new WLTP Euro 6D-compliant engines will provide a unique advantage to the FCA range.

Sweetening the FCA deal

Special events, gifts and discounts are available to corporate drivers of FCA vehicles



The company car is often considered a perk in its own right but FCA want to offer drivers a compelling reason for choosing an FCA brand with membership of the FCA Drivers Club. Drivers of any vehicle supplied via a company car scheme or leasing company could be eligible for an enhanced test drive experience and to attend VIP events with membership but those choosing Jeep, Fiat, Abarth or Alfa Romeo get a suite of additional benefits.

These rewards are wide-ranging, and designed to make your drivers' time with an FCA vehicle even more special.

A premium welcome gift can be chosen by the member on registration, varying dependent on the segment of vehicle they drive. At the time of writing, gifts include technology items, Italian luxury pens or homewares.

All FCA Drivers Club members are be offered the chance to attend key events with VIP hospitality.

As an example, fifty customers were invited to the Goodwood Festival of Speed in July, with those attending on the Sunday able to drive the new Alfa Romeo Stelvio Quadrifoglio around the famous historic racing circuit.

The event showcased the new Alfa Romeo N Ring special editions, as well as an exclusive opportunity to get up close with the current season's Sauber Alfa Romeo Formula One car.

Members were also invited for VIP hospitality at the Farnborough

International Airshow which hosted a Jeep off-road track and provided guests with great views of the air displays from the hospitality unit. A few lucky members were also given access to Company Car in Action where guests got were able to drive the full FCA range at the Millbrook testing facility – normally an event for fleet managers only.

Another key incentive for choosing an FCA company car and joining the club, is access to an exclusive 'Privilege' range of offers and discounts on new vehicles across the FCA brand portfolio, over and above usual retail offers.

Tim Hawkeswood, FCA group sales manager, explains the Privilege scheme.

"The offers cover all five brands – Fiat, Alfa Romeo, Jeep, Abarth and Fiat Professional, providing the perfect opportunity to update a second vehicle for husband, wife or partner, or perhaps a son or daughter," he says.

From the city runabout Fiat 500, to the sporty Abarth 124 Spider, there are savings to be had across the group's range.

"There is a range of finance methods, from outright purchase, to personal contract purchase (PCP) and personal contract hire (PCH), all of which benefit from very special rates" adds Hawkeswood.

Vehicles bought through the Privilege scheme can optionally be supplied with a full maintenance package, mirroring the experience company car drivers may be used to, for worry-free motoring and full peace of mind.

The substantial levels of discount are worth highlighting to employees, Hawkeswood says, and are easy to redeem.

"Once someone is a Drivers Club member, driving one of our vehicles, they will be able to log on to our website and request our current offers – they update on a quarterly basis.

"A customer can then visit their local retailer, explore the product range, and pinpoint the exact model or models they are interested in. At that point, the retailer will be able to discuss the offer, finance and any part-exchanges.

"Members can talk to us directly as well, in addition to their local retailer, ensuring they receive a great experience throughout their

purchase."

Members can opt to find out about the new offers via email every quarter, and gain access to a members-only Facebook group to share experiences and discover tips and tricks.

If a new vehicle is not in order, then Drivers Club members have access to a discount voucher for online accessory stores for their respective vehicle's brands.

From keyrings to tailored mats, bike racks to model cars, the selection is extensive, and allows the driver to more closely match their car to their lifestyle.

Genuine accessories are perfectly tailored to vehicles from the brands, whether that be outdoor vehicle accessories for a Jeep, or boot organisers for a family-friendly Fiat 500L.

It's a job perk with no involvement required from the fleet manager – simply point the driver in the direction of the dedicated website, and they can register at will.

Membership of the scheme isn't limited to drivers of FCA vehicles, however.

Company car drivers currently in another brand of vehicle are free to register, to gain priority access to fleet demonstrator vehicles without having to visit a dealer network, or rely on the fleet manager to place booking requests.

At the moment, subject to the business meeting the demo criteria, FCA Drivers Club members can arrange a 48-hour test drive of the new Alfa Romeo Stelvio SUV. This scheme is a real perk – access to the car elsewhere is still limited, and certainly not available with a 48-hour trial – with the vehicle delivered and collected free of charge.

"It's about giving drivers easy access to demonstrators across the range of our brands, to help make informed decisions when they come to change their car," says Hawkeswood.

The membership pool is planned to triple by the end of next year – and more dedicated events for members-only are on the horizon for 2019, in addition to those experiences at other events. To join the club please go to www.fcadriversclub.co.uk or join the facebook group for more information.



"Once someone is a Drivers Club member, they will be able to log on to our website and request our current offers"

Tim Hawkeswood, FCA group sales manager

MARMALADE

Reasons why Fiat 500 is the toast of Marmalade

Ready availability and practicality are important factors for first-time car buyers

The Fiat 500's good residual value and short lead times, backed by supportive staff, have helped Marmalade to form a successful partnership with Fiat over the past decade.

Marmalade specialises in vehicle insurance for 17-to-24-year-olds and offers young drivers a brand new car on a finance package with a year's free insurance to help get them on the road.

It acquires between 1,200 and 1,400 cars a year, mainly A- and B-segment vehicles from a range of manufacturers.

Over the past four or five years, Fiat has consistently been one of its biggest suppliers (more than 200 cars per year), owing to the popularity of the Fiat 500, particularly with female customers.

Marmalade also sells a small number of Fiat Tipos and Pandas each year.

"The Fiat 500 is a cracking car," said Marmalade sales and

marketing director Adam Moger. "We have a long-term demonstrator, which is branded and it's great to drive around."

"It's practical and everything is to hand. The switches are smart and neat and compact and make sense. The display is nice and clear. When you're a new driver you don't want a complicated dashboard. It's little things like that which make it a lovely first car."

He added: "Most young drivers just want the base colours and the fact Fiat refreshes those every year or so keeps the 500 alive as well."

LEAD TIMES ARE AN IMPORTANT FACTOR

"Anything over four weeks and our cancellation rate doubles," Moger said.

"If a customer phones up and they want the car in two or three weeks it's a 500 every time."

Marmalade is also able to offer competitive rates on the Fiat 500. "The residual value is very good so the monthly payments come down. It's a no-brainer," Moger says.

This is backed up by a "great dealer network".

"The dealers we use are a real asset to Fiat," Moger said. "They know us, know our business and make sure they've always got the specification of vehicles we order available."

If there are any aftersales issues with the vehicles the Fiat dealers "work hard to get things resolved as quickly as possible".

"Everyone who has driven a car for a few years knows things can go wrong but, when it's your first car, your expectations are high. So it's about managing to keep the customer's confidence and our Fiat dealer partners understand that," Moger added.

Marmalade has also benefited from working with "great account managers".

"We've had three different ones and they've been a joy to work with, really helpful," Moger said.

"Some of the other account managers don't understand what we do and they come in for their six-monthly meeting and I have to tell them the number of cars we sold whereas the Fiat guys always know everything we're doing. They're really on the ball."

Marmalade is about to extend its relationship with Fiat as it will start selling cars to its network of 3,000-4,000 affiliated driving instructors in the fourth quarter of this year.

"We are expecting the Tipo to be popular, it's a really well priced car," Moger concluded.

"The residual value (on a Fiat 500) is good so the monthly payments come down. It's a no-brainer"

Adam Moger, Marmalade

Aftersales service offers peace of mind

Mopar Connect can be tailored to reflect the specific requirements of a business

Customers choosing an FCA vehicle can be reassured that our care for them and their assets continues seamlessly long after purchase.

As well as a comprehensive standard warranty, peace of mind for fleet operators and drivers can be provided by a number of aftermarket products that can be selected to best match customers' needs.

MOPAR CONNECT

The Mopar Connect system is a set of in-car and remote functions dedicated to safety, security and vehicle assessment. Its connected services offer theft and breakdown assistance, management settings and performance monitoring. With Mopar Connect, the driver will always be connected with their vehicle. The remote assistance and control services deliver increased safety on the road giving the user complete peace of mind.

Through the Uconnect™ LIVE app, vehicles equipped with the Mopar Connect will send and receive real-time alerts in case of unexpected movement of their car, instant support in the event of an accident or breakdown, location of their parked car, vehicle status, monitor car use by others and receive smart notification reminders.

The Mopar Connect services are based on a telematics box certified by FCA, equipped with an embedded SIM, GPS and accelerometer and will be available in the Uconnect™ LIVE mobile app and web portal. The service can also feed into fleet management platforms.

There are a number of features within the Uconnect™ LIVE mobile app including my:Assistant, my:RemoteControl and my:Car. Within my:Assistant, Mopar-trained staff are available 24/7 to contact the driver or emergency services should an accident occur, breakdown assistance or if a suspicious vehicle movement is detected. my:RemoteControl offers the driver the ability to locate their car, identify if the car has exceeded a defined speed and even set a reminder to avoid forgetting something inside the car. With the my:Car functions, the driver can check the fuel level, battery, tyre pressures and current mileage from either a smartphone or desktop. If a concern with the car is detected, users can find the closest authorised after-care retailer for assistance and follow the map directions.

Matt Watkiss, of Mopar service, parts and customer care, said: "We're rolling it out through the entire product range, and while vehicles aren't tracked live, it includes geo-fencing and key-off points. The platform also works as a diagnostics tool."

MOPAR VEHICLE PROTECTION (MVP)

No two fleets are identical, and although our standard vehicle warranties are among the best in the industry, some businesses will prefer an extended warranty, and these can be obtained through Maximum Care.

If servicing and maintenance costs are more easily managed with a fixed price package, Easy Care, provided through Mopar Vehicle Protection, can offer that included within the monthly finance offer from FCA Bank.

It even includes oil and oil filter replacement, with varying schedules dependent on whether the vehicle has a petrol or diesel engine.

Watkiss said: "We can extend the warranty up to five years on all our vehicles, giving our business customers extra peace of mind. We also have a team of Aftersales Fleet Managers in the field dedicated to fleets that can help retailers diagnose problems, hold regular meetings, and escalate concerns to our headquarters in Italy directly to ensure a solution is found quickly."

Watkiss added: "Our dedicated team of Fleet Managers has helped us grow our business from the extra reassurance they provide to customers."

"A few years ago we supplied two or three ambulance services with the Ducato, which is a very capable vehicle for this type of work. But now we do business with 10 of the 13 ambulance services in the UK as a result of this ability to deliver peace of mind."

"Minimising vehicle downtime is crucial for many organisations, and our level of aftersales support in the field is a big confidence boost for all of our existing customers, and will continue to attract new ones to our wide range of products."

"Our level of aftersales support in the field is a big confident boost for existing customers"

Matt Watkiss, Mopar service, parts and customer care

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. It can return more than 50mpg with CO₂ emissions of 139g/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 Q4 all-wheel drive maintains traction even in the harshest conditions.

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

- KEY STATS:**
Stelvio Super
(2.2 Turbo Diesel 190hp RWD Auto)
- CO₂ emissions (g/km): 139
 - P11D: £36,420
 - Combined fuel consumption mpg (l/100km): 53.3 (5.3)
 - BIK: 32%



Alfa Romeo Giulia

Designed from the ground up to be the perfect 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 190hp 2.2-litre turbo diesel version weighs just 1,465kg, enabling it to accelerate from 0-62mph in 7.2 seconds while still delivering a combined 57.7mpg and low CO₂ emissions of 129g/km.

Priced from £32,490, the Giulia is available with an array of the latest equipment including Forward Collision Warning, Autonomous Emergency Brake with pedestrian protection, Lane Departure Warning, Adaptive Cruise Control and Blind-Spot Monitoring.

Wholelife costs are extremely competitive too, thanks not only to its efficiencies, but also excellent residual values.

A five-star Euro NCAP rating completes the package, with a score of 98% for the adult occupant protection – the highest ever achieved by a saloon car.

- KEY STATS:**
Giulia Super (2.2 JTDM-2 Super 160hp Auto)
- CO₂ emissions (g/km): 129
 - P11D: £32,880
 - Combined fuel consumption mpg (l/100km): 57.7(4.9)
 - BIK: 30%



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. The 1.4 and the 2.0 litre are available with a ninespeed automatic in addition to the standard six-speed manual.

Standard specification includes a five-inch Uconnect™ infotainment system (8.4" on Longitude and Limited versions) with Bluetooth® and autonomous emergency braking.

Its wide stance not only improves dynamic stability but also provides optimal interior space. The boot can hold 438 litres and is accessed via an electronic tailgate for ultimate practicality.



- KEY STATS:**
Compass Limited (1.6 Multijet II 120hp)
- CO₂ emissions (g/km): 117
 - P11D: £29,095
 - Combined fuel consumption mpg (l/100 km): 64.2 (4.4)
 - BIK: 28%

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 usable 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 can accommodate 450 litres of luggage.

A range of petrol and diesel engines delivers low CO₂ emissions from just 117g/km, which, when combined with the car's entry price of £13,795, makes it extremely attractive for company car drivers.

The new S-Design trim comes with large 18-inch alloy wheels giving it a sporty stance.

It also features Xenon headlamps and a seven-inch HD touchscreen radio with 3D Navigation, Bluetooth®, USB, Aux-in and DAB.

All models feature autonomous emergency braking, DAB radio and air conditioning, plus a four-star Euro NCAP rating.



- KEY STATS:**
Tipo S-Design hatchback (1.4 T-Jet 120hp)
- Combined fuel consumption mpg (l/100 km): 40.4 (7)
 - CO₂ Emissions (g/km): 160
 - P11D: £18,060
 - BIK: 33%



KEY STATS:

Fiat Talento SWB 1.6 Multijet 120hp

- Combined fuel consumption mpg (l/100 km): 43.5 (6.5)
- CO₂ emissions: 170g/km
- List price: £21,840 (CVOTR)
- Payload: 1,224kg

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 5.2m³ in short wheelbase models, 6m³ in long wheelbase versions and 8.6m³ 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 500

Italy's most iconic city car, the Fiat 500 turned 60 last year. The latest model encapsulates all the charisma of the original but integrates the very latest connectivity and safety systems.

It is powered by a 1.2-litre 69hp petrol engine, which provides a low P11D value and low emissions, meaning the 500 offers company car drivers an extremely attractive package, regardless of derivative.

Four trim levels and an array of options means there is a Fiat 500 to suit all tastes, from the simplistic Pop, costing just £11,810 (OTR), to the highly-equipped lounge or sporty 500S.

There is also a Collezione edition that comes packed with key features like parking sensors and improved styling thanks to two-tone paint finishes and 16-inch diamond-cut alloy wheels.

Bold colours to accentuate its distinctive lines, and a choice of interior trims, ensure the 500 stands out wherever it is.

Luxury features such as sat-nav, leather trim, cruise control and a panoramic roof are all available across the variants.

There is even an electrically opening full-length canvas roof.

KEY STATS:

Fiat 500 Lounge (1.2 Lounge 69hp)

- CO₂ emissions (g/km): 116
- P11D: £13,340
- Combined fuel consumption mpg (l/100km): 55.4 (5.1)
- BIK: 24%



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, or the rugged 500L City Cross or top of the range Cross.

All models come well equipped with air-conditioning, alloy wheels and a host of safety features including Hill Holder and anti-rollover mitigation.

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

Despite its compact dimensions, the 500L has a boot capacity of 455-litres which can be expanded to 1,480-litres with the rear seats folded.

Powering the 500L is a 1.4-litre petrol engine with 95PS and CO₂ emissions of 156g/km.

It can achieve upto 40.9mpg

KEY STATS:

Fiat 500L Urban (1.4, 95hp)

- Combined fuel consumption mpg (l/100 km): 40.9 (6.9)
- CO₂ emissions (g/km): 156
- P11D: £16,140
- BIK: 32%



Fiat Fullback Cross

As its name suggests, the Fullback Cross is capable of dealing with any situation. It has been engineered to meet both the professional and recreational needs of business drivers, with four-wheel-drive, a choice of two strong engines and a high level of standard specification.

The interior is functional – to suit the requirements of a work vehicle – but also offers comfort and elegance.

Standard equipment includes a seven-inch Touchscreen infotainment system with DAB, Bluetooth® connectivity and sat-nav, dual-zone climate control and a host of safety features including rear differential lock, seven airbags, advanced Electronic Stability Control, Trailer Stability Assist, Bi-Xenon headlights, Hill Start Assist and cruise control with a speed limiter.

As well as bespoke black alloy wheels, over-sized wheel arch extensions and sports bar in addition to its luxurious interior and unbeatable off-road capability, the Cross also features keyless go and electrically-adjusted and heated front seats as standard. There's a six-speed manual and automatic gearbox with on-demand four-wheel drive electronic selector with four modes.

KEY STATS:

Fullback Cross (Cross Manual (9CS.1))

- Combined fuel consumption mpg (g/100km): 39.8(7.1)
- CO₂ emissions (g/km): 186
- P11D: £32,993
- BIK: Commercial Vehicle flat rate applies

Sebastiano Fedrigo

MANAGING DIRECTOR, LEASYS UK

Leasing company is right on course to achieve its target of having 20,000 vehicles on its risk fleet by 2020

Continuing growth in the small-to-medium enterprise (SME) sector and personal contract hire (PCH) market is keeping Leasys UK on track to meet its ambitious growth target.

The leasing company of FCA Bank (Fiat Chrysler Automobiles Bank) has been the UK's fastest growing member of the FN50 in recent years, with its risk fleet rising 14% from 9,465 in 2016 to 11,358 at the end of 2017.

This puts it on course to comfortably achieve its longer-term target of 20,000 vehicles by 2020 – an ambition stated in a five-year plan signed off in 2015.

Sebastiano Fedrigo (right), managing director Leasys UK, says the company currently has around 13,000 vehicles on its books and should be within reach of achieving the 15,000 milestone this year.

"Our number one priority is to support our captive brands within FCA (Fiat, Alfa Romeo, Jeep, Abarth, Fiat Professional) and Maserati to continue the growth we have seen," he adds.

Much of the growth has come from the SME market – a historically strong sector for the company – and PCH, with Fedrigo expecting these trends to continue.

For example, he says the continuing uncertainty over benefit-in-kind (BIK) tax bands and WLTP will see more employees opt out of their organisation's company car scheme to take a cash allowance.

Leasys UK's PCH scheme offers them the opportunity to benefit from an all-inclusive leasing contract on a wide selection of cars, covering all sectors from small city cars to luxury sedans and SUVs.

Fedrigo also sees a big opportunity for the company to grow its LCV business through Fiat Professional.

"We will engage more with the fleet and business team within FCA in conjunction with Fiat Professional and the dealer network because I know there is strong potential there," he says.

"Historically, vans are quite a low percentage of our risk fleet – less than 10% – so our focus will be to grow our partnerships in the LCV sector and to grow the service offering we have together with our Mopar aftersales brand.

"Clearly, an advantage we have is that we can work very closely with the fleet and business team within FCA, and that helps give us the profile of customers for our offerings.

"Very close links with our Mopar colleagues also enable us to exploit leverage on the servicing side which gives us a 360-degree solution for the customer who is looking to buy an FCA vehicle.

"Our unique position is that we are able to connect all the dots, accessing the best that FCA has to offer in terms of products and services and compile it in a very attractive contract hire solution. Also this means we are looking at the business from two different angles – the brand side and the financial services side."

Leasys UK's growth in fleet size needs now to be reflected also in strengthening its sales support and operations team to ensure going forward the right level of customer service.



In May, it appointed Alessandro De Santis to the role of operations manager and Giovanni Buscemi as sales and marketing manager. Both report directly to Fedrigo.

Longer-term plans for Leasys UK include looking at introducing mobility solutions for fleets and private owners.

LEASYS

A key player in Italy in the market for contract hire and automotive services, Leasys S.p.A is a wholly-owned company of the FCA Bank Group, a joint venture between Fiat Chrysler Automobiles and Crédit Agricole. Started in September 2001, Leasys currently manages a fleet of more than 150,000 cars and commercial vehicles) which targets large companies, small and medium businesses, public administration, professionals and private individuals. Through Clickar, Leasys is also among the top Italian companies in the used corporate auto sales market. www.leasys.com - www.clickar.biz

Leasys UK, established in 1996 and part of FCA Bank S.p.A., have been providing a range of personal and business contract hire and related services for FCA customers.

FCA BANK

FCA Bank is a financial institution engaging mainly in car financing, with the objective of meeting all mobility requirements. It is an equally-held joint venture of FCA Italy, a company of global car manufacturer Fiat Chrysler Automobiles, and Crédit Agricole Consumer Finance, a leader in consumer credit.

NEXT GENERATION CROSSOVER



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Fuel consumption figures for the new Fiat 500X range in mpg (l/100km): Urban 33.6 (8.4) – 40.4 (7.0); Extra Urban 47.9 (5.9) – 56.5 (5.0); Combined 42.2 (6.7) – 48.7 (5.8). CO₂ emissions 133 – 154 g/km. Fuel consumption and CO₂ values are obtained for comparative purposes and may not be representative of real-life driving conditions. Factors such as driving style, optional wheels, weather and road conditions may also have a significant effect on fuel consumption. CO₂ and fuel consumption values are determined on the basis of the measurement/correlation method referring to the NEDC cycle as per Regulation (EU) 2017/1153.



PROFESSIONAL

Jeep



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