



Jeep



FCA | FLEET & BUSINESS

# SOLUZIONI

ISSUE 7. MARCH 2020



## Fiat 500 electric powers onto the scene

All-new all-electric 500 can be ordered now for delivery early next year

+ ■ COLLABORATION KEY TO GREAT FLEET OFFERING ■ HYBRID RENEGADE INCREASES REFINEMENT  
■ OUR MULTI-AWARD WINNERS ■ NEW GIULIA AND STELVIO ■ PURSUIT OF AUTONOMY

# NEW 500 & PANDA HYBRID LAUNCH EDITION



## PANDA HYBRID

BIK FROM 22%

CO<sub>2</sub> FROM 90G/KM

MPG UP TO 49.6 - 50.4\*

P11D FROM £13,720

## 500 HYBRID

BIK FROM 22%

CO<sub>2</sub> FROM 88G/KM

MPG UP TO 47.1 - 51.4\*

P11D FROM £12,500†

†MODEL SHOWN: FIAT 500C 1.0 LAUNCH EDITION MILD HYBRID. P11D £19,280.

\*Fuel consumption figures for the Fiat range in mpg (l/100km): Combined 34 (8.3) – 53.3 (5.3). CO<sub>2</sub> emissions 88 – 169 g/km. Fuel consumption figures determined on the basis of the new WLTP test procedure as per Regulation (EU) 2017/1347. CO<sub>2</sub> figures, determined on the basis of the outgoing test cycle as per Regulation (EU) 2017/1152-1153, will be used to calculate vehicle tax on first registration. Only compare fuel consumption and CO<sub>2</sub> figures with other cars tested to the same technical procedures. These figures may not reflect real life driving results, which will depend upon a number of factors including the accessories fitted (post-registration), variations in weather, driving styles and vehicle load. Only compare fuel consumption and CO<sub>2</sub> figures with other cars tested to the same technical procedure.



# WELCOME

**W**elcome to issue seven of Soluzioni, the first edition under our new FCA fleet and remarketing director Iain Montgomery. Inside, you can hear from Iain on why partnerships – with leasing companies and customers – sustainable growth and new product opportunities are his three priorities for 2020.

We also speak to EMEA head of fleet and business Alessandro Grosso about FCA's ambitious plans to grow its true fleet sales with large corporates and SMEs, while simultaneously developing its core funding offer to appeal to the emerging private lease market.

We asked some of our employees to tell us about the FCA cars they are currently driving, including what they liked most and anything they felt we could improve – insightful for us as well as you!

The spotlight shines on our latest models, including the Fiat 500 and Panda GSE Hybrid, Jeep Renegade Hybrid and Night Eagle, and Fiat Professional Ducato BEV. Plus we unveil our hotly-anticipated Fiat 500 BEV and Alfa Romeo Tonale which we had been due to reveal at the Geneva Motor Show.

We are determined to reduce our impact on the environment, with factory initiatives to reduce carbon emissions and water usage, and we explain more about the recycled plastic that is integrated into the new Fiat 500, which includes ocean-recovered materials.

This packed edition includes plenty more, including an insight into our autonomous driving technology and interviews with fleet customers and business centres.

We hope you enjoy the read.



**SIMON WHEELER**  
CORPORATE MARKETING MANAGER

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# Iain Montgomery

FCA FLEET AND REMARKETING DIRECTOR

The market is heading towards electric models. FCA is 'joining later than others' but the market is 'changing at a time when we have the newest product'. It's perfect timing



New FCA fleet and remarketing director Iain Montgomery has set out three priorities for 2020: partnerships – with leasing companies and customers – sustainable growth and new product opportunities.

Montgomery was appointed in January following the departure of Andrew Waite. Previously sales director for cars, he has extensive automotive experience in remarketing, dealers, fleet account management, direct sales channels and corporate accounts, giving him ideal depth and breadth of knowledge for his latest position.

That depth and breadth is matched by the FCA model line-up, which stretches from city car (500) to large van (Ducato); mass market (Fiat) to premium (Alfa Romeo); and sporty (Abarth) to multi-purpose (Jeep).

"This year, that range aligns itself with the fleet market with the launch of our hybrid and electric models, including the Panda, 500 and Ducato," says Montgomery.

"As a total proposition, we are in the best place we've ever been. We have a robust plan for the new products with a clear objective of where they sit and their route to market."

He recognises that FCA needs to "look at the market differently" compared with more established brands, particularly in the premium sector.

"With Alfa Romeo, we go against the 3 Series, A4 and C-Class in a sector where we win plaudits for our performance," Montgomery says. "With our model-year 20 changes, we have enhanced the autonomous driving technology to take the Stelvio to another level (see page 20). In a fast paced industry, we are confident our product is best in class when competing for customers because we have the technology to match the design.

"There's a lot of love and passion for the brand but our ongoing challenge is to overcome stigma on reliability. We have to get people into the car so they can experience the phenomenal drive and see that it is a viable alternative to the 'Big Three'. We have a consolidated approach from our team and our network to treat every Alfa customer with the respect they deserve."

For Fiat, the plan is to maintain the momentum created in building strong residual value across the range in steering away from short-term high-cost business – last year it almost halved its rental sales – to improve the total cost of ownership competitiveness.

"We can't do short-term business growth with short-term rewards which causes suffering in the long-term," Montgomery adds.

He is also opening access to non-company car drivers through the personal contract hire funding solutions offered by in-house leasing provider Leasys.

"We are offering solutions to companies and individuals, giving them access to product they previously might not have had," he says. "The outlook in April 2020 is very different to April 2018 and

the corporate landscape is also different in the way that customers look at traditional schemes versus salary sacrifice or PCH."

But the big opportunity is the electric models. The fully electric 500e strengthens the case for urban fleets, while plug-in hybrid Renegade offers low emissions motoring with no compromise on its off-road capability. The electric Ducato will present significant opportunities "to talk about something new" in the light commercial sector.

"We have to be confident about plug-in hybrid and battery electric. We are joining later than others, but when it's less than 7% of the market and we are at the point where benefit-in-kind (BIK) tax reduces in April, we are seeing the market change at a time when we have the newest product," Montgomery says.

"The timing is perfect with the changes in legislation and BIK."

He is keeping an eye on urban mobility solutions, including car share, where FCA wants to be "the number one choice of supplier to those businesses", but adds, "first and foremost, we are a manufacturer and we have to facilitate these solutions, but balanced with our car sales."

Montgomery has a clear objective to grow FCA's fleet market share – it's a major focus for 2020 – but it has to be done in the right way for the business.

"With our new product in 2020, we have the confidence we can grow through sustainable business with relationships that are ongoing with customers and leasing companies," he says.

"Whether it's one car or a fleet, we have to understand their needs and provide a solution. That's key to maintaining a strong relationship. Our success will be built on partnerships with individuals and companies, strengthening the dealer network and making sure we maximise the opportunities presented by our product offering."

**"This year, the range aligns itself with the fleet market. As a total proposition, we are in the best place we've ever been. We have a robust plan for the new products with a clear objective of where they sit and their route to market"**

YSLER AUTOMOBILES

FIAT CHRYSLER AUTOMOBILES

FIA

LES

FIAT CHRYSLER

FIAT CHRYSLER AUTO

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# Alessandro Grosso

EMEA HEAD OF FLEET AND BUSINESS

## The UK and Germany are special targets for growth in terms of true fleet and FCA plans to adjust its structure to capitalise

**F**CA has ambitious plans to grow its true fleet sales with large corporates and SMEs, while simultaneously developing its core funding offer to appeal to the emerging private lease market.

The strategy crosses European boundaries, although the company's greatest aspirations are in those markets where fleet accounts for a sizeable proportion of annual registrations, in particular, the UK.

Alessandro Grosso, EMEA (Europe, Middle East and Africa) head of fleet and business, is the man tasked with achieving FCA's growth targets. His responsibilities extend across the sales operation, including international corporates, national accounts, low and medium enterprises and new mobility services, such as car pooling and car share, working with a team of 400 throughout the region.

Grosso's FCA career spans almost nine years, taking in logistics and fleet roles in Italy, all spent working across every FCA brand – Fiat, Alfa, Jeep, Lancia, Abarth and Fiat Professional.

He is seeing the market change, fuelled by the rise in people opting out of company cars in favour of a cash allowance, leading to a rise in grey fleet. It's a market FCA is keen to capitalise on.

"There is a personal contract hire challenge in the UK as more people avoid the business car and take the cash to spend on their own car," Grosso says. "It is important for FCA to offer those solutions, but we have to be able to manage them for profitability."

Aligned to the private lease offering is FCA's web-based affinity scheme, Privilege, which is offered to staff of its business partners.

"We can offer them the chance to choose the right deal and buy at the best discount and the best lease rate," Grosso says. "It gives us another entry point to the big corporates and we have already sold more than 10,000 units across EMEA. The best markets are UK, Italy and France."

Across Europe, FCA enjoys a 5% share of true fleet car registrations, but its position in the two biggest markets – Germany and the UK – presents potential for further growth.

"The UK and Germany are targets for growth. Here we see 50% of the EMEA fleet, but our market share is below that of the best markets for us and gives us opportunity for growth," Grosso says.

His solution includes appointing a dedicated international key account manager in the UK to help build relationships with the large corporates, working alongside new UK fleet and remarketing director Iain Montgomery. Previously, that responsibility lay at a pan-European level, with the UK sitting on a framework arrangement. However, it failed to recognise the UK's greater level of fleet sophistication and different taxation policy to mainland Europe.

Adjusting the structure will enable FCA to demonstrate to European fleets based in the UK that it understands the market.

Grosso is bullish about the product opportunity awaiting FCA in 2020 as it begins its electrification strategy. The company's first hybrid, the Fiat 500, arrives shortly followed by plug-in hybrid versions of the Jeep Compass and Renegade. A full electric 500 is scheduled for late 2020/early 2021 as is a plug-in hybrid and fully electric Alfa Romeo.

FCA created an eMobility department a year ago dedicated to maximising the opportunities offered by electrification. It has been working across the business, bringing together dealer network training, customer experience and sales operations to ensure everyone understands the new models.

"You have to have all that in place to be successful," says Grosso. "We have a target of 30% penetration in Europe by 2030."

The Nordics, Netherlands and Belgium have moved quickest on electric, with Germany and the UK lagging behind due to taxation and mindset – "for example, in Netherlands people are more willing to drive small vehicles that are suited to electric", explains Grosso.

He adds: "I believe that if we want to be the first and to deploy the numbers that we want, then we have to attack the low and medium enterprises and the private market."

FCA's pricing will be competitive, but of equal importance is its adherence to brand values to deliver the optimum solution with no compromises. Therefore, electric Jeeps will need to be completely capable off-road, while Alfa Romeos must live up to their performance heritage and Fiats will offer practical solutions.

"Electric will be a strong part of our strategy, especially with the emissions regulations, but we also have new engines for petrol and they will be important," Grosso adds.

"We see diesel in decline, particular in private where it is down to 30% of the market, but it is important in the business channel where it is still 50%. In 2020-21, diesel will still be a strong part of the business market for those organisations with bigger mileages."

Electrification forms one strand of FCA's mobility strategy, which also encompasses connectivity and autonomy. All FCA cars now feature connected technology linked to services and data to support the customer.

FCA is also moving into shared services with a number of projects, including with Wind Tre, an Italian telecoms company which is using the new Panda Connected by Wind for its corporate car sharing.

Grosso is mindful of the core business, though: "These are good opportunities across Europe – car sharing is an ideal solution if you need something for a few minutes – but we are a carmaker and our main focus is to sell cars not services."

He adds: "I foresee people will use their car to go from a rural area to the edge of the city. Then they will park and use public transport or car share to get into the city. It will be a multi-way of transportation."

The final component of the FCA EMEA fleet strategy centres on the relationships it has with leasing companies, especially its own captive funder Leasys, which will enable FCA to grow business via the broker channel.

"Leasys is our best player in the market," Grosso says. "2019 was strong. We had the right strategy to leverage PCH and PCP, and also the broker channel. Now we have to take the right steps with the big corporates. These are the important channels. If we want to increase of volumes, we have to increase them with Leasys. But we can't only do it with them; it has to be with all the big players."

**"We have an electric target of 30% penetration in Europe by 2030"**

# Collaboration is the key to great fleet offering

One point of contact for five distinct brands adds real value for fleet management



lose collaboration between FCA Group departments and customers is helping its brands to provide an ever-improving service to the fleet sector.

The group's overall fleet offering – including vehicles, dealer network service and fleet-specific initiatives – has taken significant steps forward in

recent years and this progress is set to continue.

"If you look at our share in the fleet market, we are fighting above our weight which comes back to the way we work in partnership with our customers," says Laurence Hagger, head of used cars, remarketing, rental, contract hire and leasing.

"We are not about sell and go – its detrimental in the long term – we are here for the long haul and our customers can see there is a spirit of partnership all the way through dealing with us."

An example of this is the way a customer – whether it is a contract hire and leasing customer or end-user – has one point of contact for FCA's five distinct brands: Abarth, Alfa Romeo, Fiat, Fiat Professional and Jeep.

Matt Niles, national fleet sales manager, says: "One of our big strengths is that we can have one person having a conversation on behalf of our different brands, which means a fleet decision-maker doesn't have to have five different relationships.

"Our contracts can also have multiple brands on them, it's not a different contract for each brand. It's just efficient."

Niles says the way the organisation works in partnership is also demonstrated through its dealer network, which largely offers its different brands on the same sites, making it easier for customers.

"This is something that sets us apart in the market and we take a pride in that," says Hagger. "Having the brands together means our customers are often taken by surprise with the depth of what we can offer and the quality of what we have."

The additions to Alfa Romeo's range in recent years may have dominated media headlines, but it is the arrival of FCA's first electric vehicles which is now creating an extra "buzz" about 2020, he adds.

Fiat's fully electric Ducato van goes on sale this year, as does the Jeep Renegade 4xe plug-in hybrid. A battery electric 500e is also revealed in this edition (see page 10).

The Ducato Electric will be available with multiple configurations to



match the diesel engine line-up, including panel van and chassis-cab variants.

Two range options will be offered thanks to a modular battery configuration. The shorter-range version has the full 1.9-tonne payload, while an extended range model that uses more batteries will be able to travel further, but it means a lower load capacity.

FCA has also taken weight out of the van to compensate for the weight of the batteries. The cubic capacity is unchanged from the diesel variant.

Ducato Electric will also be available with different charging options, so customers will be able to choose their technology dependent on whether they need to rapid charge as part of their vehicle duty cycles, or if the ability to fast charge will be sufficient.

"We are in a great position with the new products that are coming through and this means we can have a different conversation with our customers," says Niles.

"In some ways we are catching up with other manufacturers, in other ways we are at the forefront of the market.

"For example, everyone else has gone in with small electric vans first, but we've gone all in with a large van. The technical data we've



**A high level of collaboration as FCA seeks to achieve its fleet goals. We spoke with Laurence Hagger (left) and Matt Niles**

received tells us a very good story and that will trickle down the range.

"It's not us following, it's us saying 'this is what you asked for, so here you go'. Ducato, in my marketplace, is by far the biggest share of volume so it is rewarding that it fits so well with some of our largest customers."

While fleet interest in the Ducato Electric has been high, demand for the diesel models continues to be strong with "a really positive Quarter Three and Quarter Four" for orders.

Part of this is due to the launch of a refreshed model with the availability of a nine-speed torque converter automatic gearbox, which, at its launch, was described as a 'game-changer' for the model.

Ducato also continues to be the leading model in the ambulance sector. "This is has given us some incredible momentum and our team feels a real sense of achievement," says Niles.

"We are very mindful that we need to continue supporting the trusts and converters in the marketplace because there are a lot of positives from our performance in this market.

"Not just from volumes, but for Fiat Professional as a brand because this sector is about much more than just selling vans that can be converted into ambulances.

**"Having the brands together means our customers are often taken by surprise with the depth of what we can offer and the quality of what we have"**

Laurence Hagger, head of used cars, remarketing, rental, contract hire and leasing

"It's also about aftersales, parts and customer service, and the fact these vehicles are so popular with the NHS Trusts is a testament to the quality of the product. We cannot afford to rest on our laurels and we're always looking for how we can improve."

# All-electric 500 to go on UK sale in Q1 next year

More than 60 years on from its launch, the Fiat 500 continues to move with the times

## Fiat 500 Electric

Sixty-three years after the original Fiat 500 was introduced to the world, the stylish, chic and fun-to-drive city car has inspired a new electric generation.

Ready to order now, the all-new all-electric 500 will once again set a new standard for urban travel.

Capable of covering 200 miles to a charge, the car uses a 42kWh battery that can be recharged to 80% in just 35 minutes.

The on board 85kW fast charger can add 30 miles of range in just five minutes, which should be enough for the average journey minimising range anxiety and ensuring drivers can always get to where they are going.

Retaining its classic Italian style, the new 500 evolves the look of its predecessor with clean and consistent lines.

The retro details are enhanced with new flush door handles, LED headlights and a new 500 badge.

The body and wheelbase have grown slightly to give the car a wider stance and greater levels of passenger comfort, yet the 500 remains compact with a length of less than four metres.

Step inside the new 500 and you'll find a new and elegant interior

that features distinct references to the original 500, while incorporating the latest in-car technology and clever storage solutions.

As per Fiat 500 hybrid, some trim levels will also receive seats made using Seaqual® yarn with plastic recovered from the sea, while others make use of eco-leather rather than real leather.

The car is the first model from FCA to feature Uconnect 5, a new connected platform that promises a greater user experience.

It's controlled via a centrally mounted 10.25-inch high-definition touchscreen. Connected services can be enhanced via a new smartphone app. Drivers can check the status of the car's battery, schedule charging, activate the climate control to pre-heat or cool the car and send navigation destinations directly to the sat-nav.

With 116hp on tap, the 500 can accelerate from 0-62mph in just nine seconds. With its instant electric torque the car provides seamless acceleration.

While the 500 has driveability at its core, for the first time in the segment it introduces a suite of advanced driver assistance systems including intelligent adaptive cruise control (iACC) that can respond to cars, cyclists and pedestrians.

Lane centring does what the name suggests and intelligent speed assist reads the speed limits of signs and recommends applying them. There is also urban blind spot, which uses ultrasonic sen-





sors to monitor the blind spots and warn of any obstacles with a triangular warning light on the door mirror.

The New 500 has three driving modes: Normal, Range and Sherpa.

Sherpa mode optimises the available resources to ensure that the car will reach its destination by incorporating any necessary charging stops into the route.

This driving mode limits top speed to 50mph, reduces accelerator response and deactivates the climate control system and heated seats.

Normal mode is as close as possible to driving a vehicle with a combustion engine, while Range mode activates the “one-pedal-drive” function.

Available in both fixed-roof and convertible body styles, the new 500 will be the first four-seater convertible with zero tailpipe emissions.

The electric 500 will start deliveries in the UK in the first quarter of 2021, with production taking place at Fiat’s plant in Mirafiori, Italy.

The “La Prima” launch edition, which is available to order now, comes exclusively with a convertible roof. It’s offered in three colours: Mineral Grey (metallic), Ocean Green (pearlescent) and Celestial Blue (three-layer).

The launch version also features full LED headlights, eco-leather upholstery, 17-inch diamond-cut wheels and chrome-plated inserts on the windows and side panels.

■ For news about the already-launched 500 hybrid see page 12.



## Alfa Romeo Giulia GTA

To celebrate its 110th birthday, Alfa Romeo is reviving one of the most legendary names, the GTA.

GTA stands for ‘Gran Turismo Alleggerita’ (alleggerita being the Italian term for “lightened”), and it originated in 1965 with the Giulia Sprint GTA, a specific version derived from the Sprint GT.

The model’s success in competitions was then immediate: three consecutive ‘Challenge Europeo Marche’, tens of national championships and hundreds of individual races in every part of the world. The Giulia Sprint GTA expressed the claim “a victory a day in your everyday car” to perfection. From then on, the GTA made a name for itself as the undisputed icon of Alfa Romeo sportiness.

Now, the historic initials will be placed on a limited-run of new models based on the Giulia Quadrifoglio due on sale this summer.

A more powerful version of the car’s 2.9-litre Bi-Turbo V6 engine delivers 540hp, which combines with a weight saving of 100kg to give the Giulia a class-leading power-to-weight ratio of 2.82kg/hp.

Engineers have also improved the car’s aerodynamics and handling, using technology derived from Formula One racing.

A new Akrapovič central exhaust system in titanium gives the car an unmistakable sound.

Two versions are available: the Giulia GTA with four seats and the Giulia GTAm with two race seats, roll-bar and six-point harness.





# FCA launches 500 and Panda mild hybrids as part of e-Mobility Strategy

Re-engineered power unit will improve handling thanks to lower centre of gravity

**T**he 500 and Panda are the first Fiat vehicles to be electrified as part of the FCA e-Mobility Strategy. By introducing mild hybrid technology to the line-up, both iconic models can provide all the benefits of efficient, compact, lightweight and accessible hybrid driving in urban settings.

The new powertrain is based on the latest three-cylinder 1.0-litre engine with the addition of a 12-volt Belt-integrated Starter Generator (BSG) electric motor and a lithium battery.

Compared with the outgoing 1.2-litre 69hp petrol engine, the mild

hybrid version improves fuel efficiency and reduces CO<sub>2</sub> emissions on the road by up to 30%. With the 70hp, the new powertrain is in line in terms of performance compared with the outgoing 1.2 engine.

The 500 Mild Hybrid has CO<sub>2</sub> emissions as low as 88g/km (NEDC2) with the Panda at 89g/km (NEDC2). Fuel economy for the 500 stands at 53.3mpg (WLTP Combined), while the Panda returns 49.6mpg (WLTP Combined).

The BSG system also ensures a very high standard of driving comfort, allowing for a quiet, vibration-free restart of the internal combustion engine in Stop&Start mode.



It is mounted directly on the engine and is operated by the belt that also drives the auxiliaries.

The system recovers energy during braking and deceleration, stores it in a lithium battery with a capacity of 11Ah, and uses it, at a maximum power of 3,600W, to restart the engine in Stop&Start mode and to assist it during acceleration.

This technology allows the internal combustion engine to switch off, when the driver shifts into neutral, at speeds below 18mph. The dashboard, which displays information on the hybrid system, prompts the driver when to shift.

Both the Panda and 500 Mild Hybrids use a six-speed manual transmission (vs five-speed manual transmission which was paired with outgoing engine) aimed at improving fuel economy in out-of-town driving, thanks to new low-friction bearings and the use of a specific high-efficiency lubricant.

The new system also lowers the entire power unit by 45mm, so the car has improved handling thanks to the lower centre of gravity.

## 500 and Panda Hybrid 'Launch Edition'

To mark the introduction of Fiat's first mild hybrid powertrain, the 500 and Panda will be available in a Launch Edition trim.

The special series can be recognised by the 'Hybrid' logo on the rear and the exclusive 'H' logo, formed by two dew drops, on the centre panel.

Both cars feature a new Dew Green exterior colour, in keeping with the themes of nature and innovation.

The Launch Edition seats are made of Seaqual® Yarn, a material derived from recycled plastic. It is produced using plastics collected from the sea and mixed with other natural, recycled or recovered fibres.

## 2020 Fiat 500 line-up and pricing

The Mild Hybrid will be the only powertrain with a manual transmission available in the Fiat 500 in 2020. The existing 1.2-litre petrol engine will remain available with an automatic transmission.

Prices start at £12,655 (OTR) for the entry-level Pop model. The base specification has been enhanced to include manual air conditioning, heated door mirrors and digital radio. The Lounge trim is priced from £14,395 (OTR) and gains a fixed sunroof, while the Star and Rockstar models cost £15,895 and £16,065 respectively.

All versions are available in hatchback or convertible bodystyles (+£2,650), while the automatic 1.2 69hp petrol engine version costs an additional £650. The Launch Edition costs £16,795.

The instrument cluster is updated to provide additional information about the operation of the powertrain, on all versions featuring the hybrid engine.

## 2020 Fiat Panda line-up and pricing

The Mild Hybrid engine joins the exiting powertrain line-up on the Panda, which includes the 0.9 TwinAir and the 1.2-litre petrol.

The new powertrain will only be available on Cross 4x2 versions of the Panda, where the existing 1.2-litre engine will no longer be offered.

Urban versions of the Panda remain available with the 1.2 in Pop, Easy and Lounge trims.

Prices start at £13,885 for the Panda City Cross Mild Hybrid. The range-topping Trussardi costs £14,485, while the Launch Edition is priced from £14,385.

The Panda Cross 4x4 remains available with the 0.9 TwinAir only.

# Jeep Renegade increases refinement and plug-in hybrid is on the way

Off-road or in the city this Jeep SUV has become a firm favourite with drivers



When the Jeep Renegade was introduced it expanded the global Jeep line-up and marked the debut of the brand in the B-SUV segment. Renegade was also the first Jeep SUV to be built in Italy, at the Melfi SATA Plant.

From its 2014 beginning, Jeep Renegade gained a footing in this crowded market segment, becoming a favourite of customers seeking a SUV capable of blending the unmatched off-road capabilities of the Jeep brand with dimensions and styling that are perfect for enjoying the city lifestyle.

The Renegade underwent an overhaul last year, gaining new turbocharged petrol engines, more distinctive styling and the latest driver assistance technologies. With the model year 20, it gets even better.

Along with the standard 8.4-inch touchscreen infotainment system with digital radio and navigation, all model year 20 Jeep Renegades come with the new connected services as standard. Among the many

benefits of this is an emergency SOS call button in the overhead console, providing a direct link with the Jeep contact centre if the driver needs immediate road side assistance or requires emergency services. Remote vehicle locking and unlocking, vehicle location and health and maintenance alerts can also be accessed via an app.

Navigation services include live traffic, weather and speed camera information, plus the capability to send destinations to the vehicle from the mobile app.

For fleet managers, a separate portal enables access to data from the vehicle providing detail on the vehicle status as well as how the vehicle is being driven.

MY20 Renegade also benefits from reduced CO<sub>2</sub> figures following production updates to software, tyres and aero packages designed to reduce the CO<sub>2</sub> emissions by up to 6g/km across the range based on NEDC data.

The simplified model range offers five trim levels and three engines.

**"The Renegade underwent an overhaul last year, gaining new turbocharged petrol engines, more distinctive styling and the latest driver assistance technologies. With the model year 20, it gets even better"**

Renegade Trailhawk has its focus off-road and comes with a 170hp 2.0-litre diesel engine





Entry-level Longitude starts at £22,405 (OTR) and features alloy wheels, 8.4-inch Uconnect touchscreen, forward collision warning, dual zone air conditioning and cruise control.

Night Eagle edition stands out with black accents and gloss black 18-inch alloy wheels. Limited comes with leather upholstery and LED headlights, plus adaptive cruise control. All three trim levels are available with a 1.0-litre 120hp turbocharged petrol engine with a manual transmission or a 1.3-litre 150hp turbocharged petrol engine with an automatic.

Range-topping S models come with keyless entry, tinted windows, reversing camera and blind spot monitor as standard. It is available with a 1.3-litre turbocharged petrol engine with 150hp or a four-wheel-drive version with 180hp.

The off-road-focused Trailhawk comes exclusively with a 170hp 2.0-litre diesel engine. It has Jeep Trail Rated off-road capability thanks to its Selec-Terrain all-wheel drive system.



## Plug-in hybrid

Launching in July, the Renegade will be the first Jeep to feature plug-in hybrid (PHEV) technology, offering lower CO<sub>2</sub> emissions, improved performance and fully-electric running.

Under the skin of the Renegade PHEV is a 1.3-litre turbo-charged petrol engine, linked to an electric motor and battery. Combined, the powertrain can deliver up to 240hp.

When engaging the electrified powertrain, the new SUV will offer silent and clean running in cities and remain fun to drive courtesy of fast engine response and smooth acceleration.

WLTP CO<sub>2</sub> emissions are expected to be under 50g/km and the Renegade should be able to travel up to 30 miles on electric power alone, making it an attractive company car choice.

Performance will be the best in the current Renegade range, with a 0-60mph acceleration time of less than seven seconds.

Drivers will have the option of charging the battery using a cable, or alternatively they'll be able to replenish its charge using the petrol engine while driving. It will also recover lost energy through regenerative braking.

But above all, thanks to electrification, Jeep further improves its legendary off-road capability, courtesy of the greater torque offered by the electric motor and the ability to adjust it with extreme precision during take-off and while driving on the most challenging terrain, where a low transmission ratio is needed.

Traction to the rear axle is not provided by a prop shaft but through a dedicated electric motor. This allows the two axles to be separated and to control the torque independently in a more effective way than a mechanical system.

This means the petrol engine will exclusively drive the front wheels, while the electric motor powers the rears.

Renegade PHEV will feature a dedicated instrument cluster and infotainment screen, updated in order to help the driver with information related to daily hybrid driving.



# Order books will open soon for Electric Ducato

With a range of up to 224 miles, it will go further than any van currently available





**D**ucato is one of the most versatile commercial vehicles on the market with class-leading payload, volume and axle loads combined with an extensive choice of wheelbase, length and height variants making it suitable for everything from carrying passengers to making deliveries, from refrigerated vehicles to camping.

Having entered production in 1981, the Ducato has become a worldwide icon. It is sold in more than 80 countries with in excess of 10,000 configurations available.

The latest-generation Ducato gains even more appeal this year, with the launch of an all-electric version. It's the first full-electric Fiat Professional model, designed and developed according to the FCA Group's most advanced quality standards.

Working in line with the Ducato mantra of "more technology, more efficiency, more value", the same thinking that has underlined every Ducato for the past 40 years has underlined the development of Ducato Electric.

It will be Fiat Professional's key product in the field of electric mobility, and especially in the transition now under way from the "choice of vehicle" to a "choice of mobility" based on specific working and business factors, as the purchase decision switches from total cost of ownership (TCO) to total cost of mobility (TCM).

By studying a year's worth of customer usage data encompassing 4,000 vehicles over more than 620,000 miles, Fiat Professional has

confirmed that more than 25% of the market already has a "BEV attitude" and is, therefore, ready and waiting for a mobility change.

There is no one-size-fits-all approach, so the electric powertrain will be offered in all Ducato body variants, giving fleet operators maximum flexibility.

Pilot projects involving large companies are already underway to identify all specific uses and demands, which, in turn, assists with individual customisation and configuration of the vehicle.

With this approach, Fiat Professional intends to offer complete electric mobility solutions, based on the study of energy needs, able not only to cover every single mission but also to offer solutions ranging from vehicles to infrastructures, not forgetting any aspect of the world of services increasingly required by today's new, constantly-evolving mobility scenarios.

Fleets working in specific business areas are well placed to be early adopters of electric vehicle (EV) technology; considering the growth in online commerce, postal and courier services, home deliveries, local transport and the widespread need to access city centres.

Ducato Electric will feature modular battery size options ranging from 47kWh to 79kWh, to enable customers to balance range with cost and payload.

The van will offer a range from 137 to 224 miles (NEDC) – the longest driving range of any current electric van.

Charging Ducato Electric will be simple thanks to the wide range of charging systems to suit individual requirements: 6.6kW, 11kW, 22kW and 50kW fast charging will be offered – this means up to 80% battery life in less than one hour.

The new electric powertrain does not compromise the Ducato's strengths: best-in-class load volumes from 10 to 17m<sup>3</sup>, and a payload of up to 1,950Kg.

With 122hp and 280Nm of power, the Ducato Electric offers flexible performance. Speed is limited to 62mph to optimise energy use.

Production of the Ducato Electric will be carried out entirely in-house. The new model will be assembled in the same way that compressed natural gas (CNG) versions are currently built, using a sub-assembly area but otherwise following the same production process as any other Ducato.

When it goes on sale later this year, the Ducato electric will be priced to offer a comparable total cost of ownership to a diesel.

**"It's the first full-electric Fiat Professional model, designed and developed according to the FCA Group's most advanced quality standards"**



## What Car? hat-trick for Alfa Romeo Giulia Quadrifoglio

The Alfa Romeo Giulia Quadrifoglio has been voted Performance Car of the Year for the third year in a row by a team of experts at *What Car?* magazine. The £64,900 (OTR) Giulia fought off competition across all price points to top the category.

*What Car?* editor Steve Huntingford said there was a good reason for the triple success, adding: "A big part of its appeal is a twin-turbocharged 2.9-litre V6 that has more than a dash of Ferrari DNA. However, despite it directing 503hp to the rear wheels alone, this isn't some scary monster of a car. Traction is fantastic, whatever the weather."

The Alfa Romeo Giulia Quadrifoglio can reach a top speed of 176mph and can achieve 62mph from zero in just 3.9 seconds.

Arnaud Leclerc, managing director FCA UK, says: "Picking up this award for the third year in a row is real testament to work that went into creating the Giulia Quadrifoglio, as it continues to stand the test of time as a true performance car."



## Fiat Talento named medium van of the year

The new Fiat Professional Talento has been named Medium Van of the Year at the prestigious Great British Fleet Awards 2020. It took the title after a panel of *Fleet World* Group editors put it through its paces alongside several of its competitors.

They chose the Talento for its combination of cutting-edge technology, design appeal, lower emissions, improved driving dynamics and reduced SMR costs.

*Van Fleet World* editor Dan Gilkes said: "Last year's update to the Fiat Professional Talento was not simply a tweak of the engine management or the addition of improved exhaust after-treatment, but a wholesale change beneath the bonnet. A familiar appearance hides a major update, with an improved driving experience and lower emissions, along with the potential for improved productivity."

## Great showing with repeat wins at 4x4 awards

### Panda Cross gains triple Best Crossover win



The Fiat Panda Cross has been named Best Crossover 2020 by *4x4* magazine in its annual 4x4 of the Year issue.

For the third year running, the Fiat Panda has fought off tough competition,

in an ever-growing sector, to win the crossover crown. Judges praised its off-roading capability, engaging drive and fun philosophy.

"The Fiat Panda Cross is an immensely accomplished car with a loyal customer base that appreciates its capabilities," says Andrea Lo Presti, Fiat UK marketing director. "To have a panel of 4x4 experts agreeing that point for three consecutive years makes this win for the Panda even more significant."

Alan Kidd, editor of *4x4*, said: "We've lost track of how many times the Fiat Panda Cross has won the Crossovers class in 4x4 of the Year. It's a category that contains a huge variety of vehicles, but every year the Panda refuses to be beaten."

### Wrangler cannot be beaten for off-road ability



For the second year the Jeep Wrangler has been praised for its off-road capabilities by winning *4x4* magazine's special Off-Road category in its 2020 awards.

The judges concentrated solely on the vehicle's off-road performance in making their choice. Editor Alan Kidd says: "If you want a vehicle built without compromise to deliver the goods off-road, the Jeep Wrangler is in a class of one. The Wrangler won this award last year, too, and since then a new entry-level Sport model has come in, making it accessible to more people. That's good news – though for showroom-standard ability, the Rubicon version is like nothing else."

"But it almost doesn't matter which Wrangler you buy – it will, by definition, be the best place you can put your money if you're after a new 4x4 with uncompromised off-road ability."

### Stelvio named top performing SUV



The Alfa Romeo Stelvio Quadrifoglio joined its Giulia running mate by winning a top performance class in a leading magazine's 2020 awards. The Stelvio is the best performing SUV, according to *4x4* magazine.

The judges praised the Alfa Romeo Stelvio Quadrifoglio, the most powerful Alfa Romeo SUV ever created for road use, for its combination of on-road driving dynamics, characterful V6 engine and practicality which, together, never failed to put a smile on their faces.

Editor Alan Kidd says: "There are so many performance SUVs out there now, and so many of them are very good – or at least, very fast. But we've not found anything to match the Stelvio Quadrifoglio for sheer entertainment."

# It's about relationships – not just chasing sales

When a fleet customer chooses a Fiat, Alfa Romeo, Jeep, Abarth or Fiat Professional van, they will be supported by FCA Group's specialist business centres across the UK



While competitive pricing is a really important factor for fleet customers, Mehra says a consistent service and strong relationships are the key things businesses look for when choosing which brand and dealership they want to work with.

The kind of fleet business Thames facilitates at the Slough showroom varies between supplying Fiat 500s for local estate agents and Ducatos for industrial sites.

Part of Mehra's role is knocking on doors locally and getting to know the businesses that operate there and their specific needs. Thames can arrange for companies to come down to the showroom for one-to-one time to check out a range of vehicles, or Thames can take vehicles to a business.

Mehra says: "Working with FCA, we can also arrange for three-day fleet demonstrator test drives to prospective companies so they can experience many different models across the range. FCA will also support us with sales leads we can follow up on."

For customers that order and are in need of vehicles quickly, dependent on availability the dealership can provide a solution while vehicles are being built. Thames can also help facilitate special orders on vans such as refrigerated ones.

Mehra says: "We're here to provide as much help and support as they need. If they have something on order, it's so important to keep communication flowing to make sure customers know when they can expect their new vehicle."

"FCA is attracting more and more fleet customers that are looking for something different from the mainstream and we have seen that they are always pleasantly surprised when they see the breadth of products on offer across the group."

**T**hames Motor Group, an FCA brand specialist, has two business centres – one in Slough, Berkshire, the other in Tunbridge Wells, Kent – and they have been part of the FCA family for more than 30 years. They understand the range intimately and have a strong customer base. So, focusing on the fleet and business market is important in their sales growth ambitions.

Rita Mehra, Thames Slough local business specialist, runs the fleet team from the Jeep and Alfa showroom. She has been at Thames for the past four years and works with local businesses to supply vehicles from all FCA Group brands.

Mehra says: "As a fleet specialist we are able to dedicate more time to prospecting, speaking with customers and maintaining relationships we have built up over the years."

"We make sure the relationship doesn't end when a customer has ordered a car or van, so customers know that we're here and we're not just getting in touch with them when it's time to sell them another vehicle."

This contact includes Mopar aftersales support to help minimise vehicle downtime and facilitate fleet servicing and repair. Thames can minimise disruption to a business by collecting vehicles, providing courtesy cars and dropping vehicles back when work is completed.

# The new Alfa Romeo Giulia and Stelvio are in showrooms now

Both have premium features galore, especially on safety



When Giulia and Stelvio were launched in 2016 and 2017 respectively, Alfa Romeo was hailed by the industry as having delivered true drivers' cars that were innovative, safe and provided the complete package. Winning a multitude of awards, both vehicles have established sales success in the UK.

With the 2020 model year now available in showrooms, the new Giulia and Stelvio ranges will bring a host of new premium features designed keep the cars at the forefront of the industry for innovation and safety.

Both the new Giulia and Stelvio ranges feature all new central console and cockpit with upgraded materials and finishes, all new start-of-the-art connectivity and new touchscreen functionality, all new advanced safety features providing advanced driver-assistance systems (ADAS) with Level 2 autonomy (see page 22), increased specification on all trim lines providing added customer value, plus simplified and aligned range structure for both models.

The new re-designed centre consoles feature high-quality materials providing extra storage, along with an enhanced premium look and feel, including a new design gear stick in leather, improved weight and premium feel of the rotary dial, new and re-designed storage areas for ease of use, plus an Italian flag emblem on the gear stick surround.

A standard-fit 8.8-inch touchscreen infotainment system boasts

new screen layout and graphics and customisation through 'drag and drop' interactive widgets with horizontal scroll.

In addition, a new standard seven-inch TFT cluster features an all-new design and layout with the new ADAS contents alongside a re-layout of all pages in the content area.

All-new advanced safety features and technology includes ADAS with Level 2 autonomy available as an option across the Super, Sprint, Lusso Ti and Veloce trim levels. The new Driver Assistance Pack Plus includes a host of features aligned to best-in-class technology. These include driver attention assist, traffic sign recognition with intelligent speed advisor, traffic jam and highway assist, lane-keeping assist and active blind spot detection.

Embedded Connectivity is standard across the range in both the Giulia and Stelvio. This includes:

My Assistant (eCall), My Remote (remote operations, vehicle finder, Eco coaching, driver alerts, home-to-vehicle IoT), Stolen Vehicle Services (theft alarm notification, stolen vehicle assistance), My Car (vehicle health reports and alerts, in-vehicle messaging). Plus, the following services are available through subscription: Wi-Fi Hotspot; My Navigation (send destination to vehicle, connected POI search, parking/fuel finder) and Fleet Management (fuel management data feed, Fleet management platform).

On the road prices for the Giulia start from £33,950 and the Stelvio starts from £38,750.



# 'Downtime is critical for us, but we've had no issues', says Cadent fleet specialist

Fiat Professional Vans have proved so popular that gas distributors have ordered 105 additional Ducato models

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competitive total cost of ownership (TCO) position gave Fiat Professional the edge when Cadent, the UK's largest gas distribution network, issued a commercial vehicle tender six years ago.

The move was promoted by a decision to expand its range of vans, which had in the past been primarily Ford or Mercedes-Benz, to ensure it had the right vehicle at the right price for each type of job on the fleet.

Cadent, which operates 900 cars and 2,500 vans, subsequently bought 158 Fiat vans, a mix of Doblò and, more recently, Ducato. It has now placed an order for an additional 105 3.5-tonne Ducato vans, which appear to have won over its drivers after an expected uncertain start.

"The majority of our legacy fleet was Ford and Mercedes – it can be a challenge when they are then given a Fiat," says Rachel Bullen, Cadent fleet operations manager.

"But, so far, the product has been well received. It appears to be good quality and drivers say it is a good-looking van. They like the cabin layout and the seating position. The feedback has been positive."

She adds: "The fact that we have gone out and bought another 105 says a lot about the vans."

Bullen, who was named Van Excellence Fleet Champion of the Year in 2019 by the Freight Transport Association, says vehicle uptime and manufacturer support are key elements in the relationship between Fiat Professional and Cadent.

The company, which also won the Van Excellence Use of Technology for Good for employing the EasiPower on-board lithium power supply to eliminate engine idling, has had no problems so far with the Ducato vans.

"From an account management point of view, we can pick up the phone to Fiat and there is a good level of support," says Dominic Stephens, Cadent fleet specialist – fleet engineering. "Downtime is critical for us, but we've had no issues."

Cadent opted for front-wheel drive models – previously it chose rear-wheel drive – to benefit from an additional 80-100kg of payload. It might not sound a lot, but it makes a huge difference to the business.

Drivers carry a range of kit, including cones and road signs, and the added capacity enables them to load an extra set of equipment, taking the quantity from two to three kits. Front-wheel drive does require minor driving adjustments when towing, but Cadent doesn't anticipate any problems.

"The Ducato will be a key vehicle for us going forward," says Bullen.

The next phase will see Cadent begin trials of electric vans as it addresses the net zero challenge facing all large corporates.

It has already had a "sneak peak" of the Ducato Electric, says Stephens, who adds: "We want to learn a lot more this year and start mobilising on purchases as soon as possible."





# In pursuit of the highest levels of autonomy

Level 5 is the aim but there is still a long way to go before drivers can take a back seat

**T**he advent of autonomous vehicles (AVs) is one of the most exciting and challenging developments the automotive industry has experienced.

The progress of these vehicles is complex and requires thousands of hours of research and development. Many vehicles on the road today are already well on the way to becoming fully autonomous, with semi-autonomous features such as adaptive cruise control and lane-keep assist now commonplace.

With such complexity surrounding the development and drivers' understanding of AVs and their capabilities, a set of guidelines has

been determined by the Society of Automotive Engineers (SAE) to describe the differing levels of autonomy.

There are four distinct levels of autonomy which exist at present to varying degrees, with a potential fifth level some way in the future.

Level 1: the most basic, involves a single aspect of automation using data from sensors and cameras, but the driver is very much still in control. First seen in the late 1990s with the introduction of radar-managed cruise control, while basic lane-keep assist was introduced to consumers in 2008.

Level 2: where vehicles control two or more elements of driving and this is the level high-specification cars operate at today.



# CHANDLER CITY HALL

**“We’re excited to deepen our relationship with FCA that will support the launch of our driverless service and explore future products”**

John Krafcik, CEO, Waymo

Computers take over multiple functions from the driver and are intelligent enough to interweave speed and steering systems using multiple data sources. Examples include lane-change functionality and self-parking features. The new Giulia and Stelvio ranges both feature Level 2 autonomy (see page 20).

Level 3: The SAE describes this as ‘conditional automation’ – a specific mode which lets all aspects of driving be done for you, but, crucially, the driver must be able to respond to a request to intervene.

Level 4: driverless cars will be fully autonomous in controlled areas. Early next decade it is expected that vehicles will fully drive themselves in geofenced metropolitan areas, as HD mapping, more timely data, car-to-car communications and off-site call centres (to deal with unusual hazards) improve accuracy.

Level 5: driverless cars will be fully autonomous, in any environment and a driver will be optional. The difference between Level 4 and 5 is simple – the last step towards full automation doesn’t require the car to be in the so-called ‘operational design domain’. Rather than working in a carefully managed (usually urban) environment with lots of dedicated lane markings or infrastructure, they will be able to self-drive anywhere.

As part of the FCA commitment to stay at the forefront of the rapid technological changes that are transforming our industry, the organisation is adopting a multi-partner strategy for the development of advanced driver assistance and autonomous driving technologies, working with companies who are leaders in their respective sectors.

With Waymo, Google’s self-driving car project, FCA further strengthened its partnership in 2018, announcing an agreement to deliver up to an additional 62,000 Chrysler Pacifica Hybrid minivans to support the launch of the first autonomous-car taxi service. FCA also dedicated a new facility at its Chelsea Proving Grounds in the United States for further development and testing of autonomous vehicles and advanced safety technologies.

Since 2009, Waymo has logged six million miles driven on public roads, five billion miles in simulated environments and run tests covering more than 20,000 types of driving scenarios.

Waymo CEO John Krafcik says: “Waymo’s goal from day one has been to build the world’s most experienced driver and give people access to self-driving technology that will make our roads safer.

“We’re excited to deepen our relationship with FCA that will support the launch of our driverless service and explore future products that support Waymo’s mission.”

FCA extended its collaborations into the commercial vehicle sector in 2019, partnering with Aurora to develop self-driving commercial vans. Aurora is an autonomous vehicle technology start-up backed by Sequoia Capital and Amazon. The partnership will focus on integrating Aurora’s technology into the Ram Truck commercial vehicles line, a portfolio that includes cargo vans and trucks.

The partnership with Aurora aims to develop and deploy self-driving commercial vehicles that could be used by any third party with a delivery-to-consumer need.

Speaking at the time, FCA CEO Mike Manley, said: “As part of FCA’s autonomous vehicle strategy we will continue to work with strategic partners in this space to address the needs of consumers in a rapidly changing industry.”

FCA believes that choosing the right technology at the right moment is key to the organisation’s ability to lead the way in the future of transportation, especially now as emerging technologies are revolutionising the concept of personal mobility.

FCA is ready to tailor both the technologies and the platforms, not only to meet, but also to shape, that new vision.

# Sustainability and how FCA is living up to its promises

FCA will always look to include recycled and renewable materials wherever practical



**I**n January of this year FCA announced that the Fiat 500 and Fiat Panda will be its first models to adopt the group's new hybrid technology (see page 12). The new 500 Mild Hybrid and Panda Mild Hybrid will make hybrid technology accessible to all and now available in UK showrooms.

For the past 120 years, Fiat has been a pioneer in technology and an innovator in mobility. The organisation is now rapidly implementing a drive to build a more sustainable model for future mobility.

The Launch Edition seats are the first in the automotive sector to be made of Seaqual® Yarn, the weaving of which produces a special material, certified by Seaqual®, derived from recycled plastic, 10% of which originates from the sea and the balance from land. Seaqual® Yarn is produced by transforming plastics collected from the sea into flakes of polyethylene terephthalate.

These flakes are then used in the yarn from which the fabrics are made. In the weaving phase, marine polyester is mixed with other natural, recycled or recovered fibres. This process is completed by



**The amount of renewable or recycled content included in new vehicles varies dependent on performance requirements and the market availability of such materials.**

the application of dyes and finishes which minimise the use of water and energy.

FCA supports using recycled and renewable materials in its new products. The amount of renewable or recycled content included in new vehicles varies dependent on performance requirements and the market availability of such materials. For some types of materials in its vehicles (such as metal), the percentage of recycled content is significant.

Material innovation and development is conducted by FCA's Group

Material Labs (GML) in Europe and the Materials Engineering organisation in the US. The GML monitors changes in legislation and assesses potential implications on the group's products and processes. In 2018, the Materials Engineering organisation approved sustainable materials for use in FCA vehicles. These materials contain recycled or bio/renewable content, or low emissions polymers. The new applications included recycled content on the Jeep Cherokee engine cover and air cleaner housings, and grades of synthetic suede for several vehicles.

FCA has established a closed-loop process to return aluminium and steel scraps to selected suppliers in Europe and recycle them back into our manufacturing processes. Up to 25% of aluminium casting parts used in some powertrain applications in Italy are secondary alloys. FCA also promote the use of recycled plastics in its design requirements. For example, the manufacture of gasoline tanks internally that are up to 39% recycled plastic by weight for certain European applications.

FCA participates in a variety of collaborative projects related to materials research. These include the SPIDER project, that aims to produce safe and environmentally friendly lithium-ion batteries by reducing or substituting critical raw materials like cobalt and graphite with other more sustainable metals such as nickel, titanium and silicon.

FCA is also a member of the European Union's CarE-Service project, that aims to demonstrate innovative Circular Economy business models based on advanced mobility services. FCA's activities are mainly focused on re-use, remanufacturing and recycling end-of-life batteries from hybrid and electric vehicles.

Other initiatives the group is involved with include the REINVENT project, with the objective of producing polyols from renewable sources and bio-materials from forest residue; and a cooperative research project involving FCA, Oak Ridge National Laboratory (US) and a casting supplier, which created a new aluminium alloy for use in engine components. This alloy maintains its strength in heat well beyond components in current use and can be cast and machined using existing technologies.

FCA also recently completed a project with the Canadian National Research Council, to optimise non-woven eco-substrates for interior trim applications and the fabrication of components on an industrial scale. The project successfully identified several bio-reinforcements capable of being used in door panel applications, as well as practical uses for recycled carbon fibres in similar applications.

In addition to these measures, FCA works to eliminate or reduce the use of Substances of Concern (SoC) that may impact human health or the environment.

FCA uses the International Material Data System (IMDS) to track the composition of individual materials and components in its vehicles.

Data from IMDS is then fed into FCA internal management systems, which are used to monitor the content of all vehicles and identify the presence of SoCs. These systems are crucial for tracking vehicle recyclability and recoverability, as well as monitoring SoCs included on the Global Automotive Declarable Substance List (GADSL).

# Why Privilege scheme is attracting increased interest from drivers

As more and more take cash option FCA Group's Privilege scheme is gaining in popularity

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CA Group has seen a big increase in popularity for its established Privilege scheme as more company car drivers consider their mobility options.

Companies that partner with FCA Group can access exclusive benefits and savings through Privilege across the Fiat, Alfa Romeo, Jeep, Abarth and Fiat Professional brands.

Tim Hawkeswood, FCA group sales manager, says Privilege has seen a boost in sales and is focused on continuing to playing a vital role in supporting the corporate sales team's offering.

He says: "The affinity market has changed significantly over the past seven or eight years. The appetite for affinity schemes has grown massively as more fleet drivers review their options with taking cash. The taxation changes influenced by switching to the WLTP testing system has seen a lot of people looking at alternatives to the traditional company car.

"Companies are also much more focused on offering benefits through privilege schemes as another way to increase staff retention. The primary elements to a great affinity scheme are genuine savings, an excellent choice of vehicles and simple processes for employees and companies."

Privilege savings build on FCA Group's retail offers and tailors

**"The key elements to a great affinity scheme are genuine savings, an excellent choice of vehicles and simple processes for employees and companies; FCA offers all of that and more."**

unique deals specifically for privilege customers. Our customers have access to exceptional deals by being part of the scheme and it opens up the potential to consider, for example, higher trim levels for the majority of customers due to the savings on offer.

Once Privilege customers enrol for the scheme online they can configure their new vehicle and select their local or preferred retailer for vehicle handover.



Finance can be arranged for personal contract hire (PCH), personal contract purchase (PCP), hire purchase (HP) and cash, just like a retail customer and part-exchanges can still be accepted as part of the buying process.

FCA Group launched its Privilege Scheme back in 2006 so it has one of the most experienced teams in the UK.

The backend system, marketing and administration are all handled by the FCA Group Sales department.

Hawkeswood says: "Simplicity is really important. So, we take care of all the admin and management of the privilege scheme. Employees can register and log into the website and access the offers 24/7. All we need from the company is their help with marketing the scheme to employees, whether that's through a newsletter or on their intranet."

For companies that prefer hardcopy materials, FCA Group can also arrange for displays and brochures for employees to use to browse options with Privilege.

Hawkeswood says that where it may have been more challenging to establish FCA on choice lists in larger corporate fleets given the strong hold of the Germanic brands, the need to offer variety for staff in terms of product and grey fleet solutions has put FCA in a strong position where it can truly offer a solution for everyone, from those on the shop floor to the CEO.

Dealing with FCA Group also means getting access to five different brands and model ranges, but with just one point of contact.

He says: "People are often surprised at the extent and variety of our product ranges and when we establish the privilege scheme in a company, we often see a dramatic uplift in not only personal cars on the scheme, but company cars into the fleet."

FCA Group aims to build its privilege scheme with more large corporate fleet customers, but are keen to point out that size of fleet or company is not paramount.

The group is keen to work with the corporates that see the benefit in promoting the scheme as a way of increasing staff motivation and ensuring a compliance to the duty of care required where private cars are used for business, rather than add it in to their employee benefits as a token offering.

Hawkeswood adds: "We are delighted to work with companies who are as passionate as we are about providing a benefit to their staff; not only cash takers, but for all employees in the business, rather than basing our selection criteria simply on size. Our aim is for a real partnership where it's going to be a big benefit for a higher percentage of staff."

FCA Group arranges event days and ride-and-drive shows for new Privilege customers where employees can experience many of their different models. Demonstrator vehicles can also be arranged for eligible clients seeking to test drive specific models.

Consistency of offer is really important, so there is the same level of offer for all customers, rather than different levels dependent on the size of the client base.

Most models across FCA Group's brands are available through Privilege and the scheme regularly offers even more competitive deals on certain models during the year.

Hawkeswood says: "There might be some exclusive models that we can't offer simply because they're very limited in terms of our UK allocation. But we can pretty much offer excellent savings on most models from within our extensive brand portfolio."

Once a company has given the scheme the go-ahead the FCA team can have it ready to go out to employees within around three days.

Hawkeswood concludes: "We've been offering privilege schemes for a long time so we're very experienced with this part of the market and can quickly implement our programme with new clients."

"We look to continue the growth of our Privilege brand in 2020 as more companies are looking for a genuine and consistent offer to help boost staff retention and offer a unique benefit to employees. Adding value and delivering a great service gives us a real sense of pride."





# We are company car drivers too

FCA speaks to five members of its own staff to find out what they do (and don't) like about the group's models

**Mike Movassaghi,**  
area fleet sales  
manager, south

**Model:** Fiat 500X CityCross 1.0-litre petrol  
**Annual mileage:** 50,000

**Why did you select this car?** Good for benefit-in-kind tax and appealing looks.

**What do you like?** I'm impressed with the way it drives and handles. I thought a 1.0-litre could be underpowered for the miles I do, but it is very nippy and responsive around town and comfortable on the motorway. The engine doesn't have to work hard. The higher ride height gives good visibility and presence on the road. It also has Android Auto and Apple CarPlay, which I've never used before. These are excellent and mean you don't need a sat-nav. It's a small car but it doesn't feel small inside – there's plenty of space for children. It ticks all the boxes.

**Could anything be improved?** Not really, although being ultra-critical, the company car tax bill always hurts.

**Final thoughts:** I would recommend this car. I'm very impressed and happy with it.

**Michael Duggan,** LCV  
corporate  
sales manager

**Model:** Alfa Romeo Giulia Ti  
2.0-litre 280hp petrol

**Annual mileage:** 50,000

**Why this model?** This is my second Giulia. I spend a lot of time on the motorway and it's very comfortable. I have a family of five and it has plenty of room. The handling is great and the horsepower is handy. The best thing about it is the way it drives – it's very direct and I'd challenge any other car to handle as well. It's also stylish, but practical with good boot space, and the infotainment and sound is great.

**Improvements?** The infotainment system interface is sometimes clunky, the new touchscreen and Uconnect system in the model year 20 looks much better.



## Jason Lynch, area fleet sales manager, north

**Model:** Jeep Compass Limited 2-litre 4WD  
**Annual mileage:** 50,000

**Why this car?** It looks stylish. The interior is nice and I just fancied an SUV-style vehicle which is suitable for my family.

**Likes?** The low-down torque makes for easy city driving, but it has lots of punch and feels comfortable at motorways speeds. It has buckets of space – it's bigger than you think – and the safety equipment is really useful, such as lane departure, automatic braking and blind spot monitoring. I'm a petrol-head and I've tended to switch off the autonomous safety features, but I've recently embraced the technology and it works. It's changed my driving style.

**Dislikes?** I have the manual now, but I'd prefer the auto, especially for stop-start driving.

**Final thoughts?** It ticks a lot of boxes. My wife drives a Honda but she loves the Compass, especially the safety equipment. The panoramic sunroof changes the cabin environment by letting in so much light.

## Martin Smith, corporate sales manager

**Model:** Jeep Wrangler Sahara  
2.0-litre diesel

**Annual mileage:** 50,000

**Why this car?** I've never had a car like it. I've always wanted to try the Wrangler – a big 4x4 with a strong presence and image. It turns heads.

**Likes?** The best thing is the feeling it gives you. I look forward to getting in and driving it. The drive is comfortable and enjoyable, which is important as I drive 1,000 miles a week. I half expected it to be a bit bouncy because of its off-road ability, but it's as happy on the motorway as it is in a field. I live close to the Dales and use the Snake Pass a lot and I know that when it snows, I won't be stuck.

**Downsides?** Next time, I'll probably go for a five-door as it has a bit more boot space than my three-door.

## Nicky Austin, LTR and corporate hire manager, south

**Model:** Jeep Compass and Renegade 2.0-litre diesel

**Annual mileage:** 40,000

**What do you like about the two cars?** The Compass is amazingly versatile – it eats up the miles. I never felt tired driving it, which I think is partly to do with the ride height and partly the leather interior and high level of safety equipment. Away from work, it is perfect for transporting muddy kids and dogs and all the paraphernalia. I was getting 50+ mpg and the car has a large tank so I don't have to waste time at the services.

**Downsides?** The Renegade is a slightly smaller version of the Compass. It's not as refined, but it still has a nice feel and my six-year-old loves the funky colours. It's a fun car.

**Final thoughts?** Jeep has a variety of vehicles now and they all have their own voice and personality. I have driven all the models from the FCA brands, but I always come back to Jeep! With the mileage I do, the PHEV will be ideal – the weekend will be free driving!



**MODEL: Tipo 1.6 MultiJet II Lounge**  
 ● MPG: 53.3 ● CO<sub>2</sub>: 110g/km ● P11D: £20,910 ● BIK: 30%

## 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 that balances useable performance with comfort and refinement.

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

A range of petrol and diesel engines deliver CO<sub>2</sub> emissions from just 110g/km which, when combined with the car's entry price of £14,905, makes it extremely attractive for company car drivers.

The S-Design trim comes with large 18-inch alloy wheels giving it a sporty stance. It also features Xenon headlamps and a 7" HD Touchscreen Radio with 3D Navigation, Bluetooth, USB, Aux-in and digital radio.

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

## Jeep Compass

The Compass 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.

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 2.0 are available with a nine-speed automatic transmission whilst the 1.4 and 1.6 offer a six-speed manual. The most efficient model emits from 157g/km of CO<sub>2</sub> (WLTP) and can achieve up to 46.3mpg (combined cycle).

Standard specification includes an 8.4 inch Uconnect infotainment system with Bluetooth, Apple CarPlay 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.



**MODEL: Compass 1.6 MultiJet II Limited**  
 ● MPG: 46.3 ● CO<sub>2</sub>: 157g/km  
 ● P11D: £29,515 ● BIK: 34%



**MODEL: 500X 1.0 FireFly Urban Nav**  
 ● MPG: 43.5  
 ● CO<sub>2</sub>: 125g/km  
 ● P11D: £18,910  
 ● BIK: 29%

## Fiat 500X

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 functional than ever.

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

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

A new three-cylinder 1.0-litre unit is available with 120hp and a four-cylinder 1.3-litre engine with 150hp. Both engines develop best-in-class torque and improved refinement, yet offer CO<sub>2</sub> emissions from just 132g/km.

A new Sport trim enhances the car's appeal with sportier body-colour bumpers, larger 19-inch alloy wheels and alcantara interior trim.



**MODEL: 500 1.0 MHEV Lounge**  
 ● MPG: 53.3 ● CO<sub>2</sub>: 88g/km ● P11D: £14,230 ● BIK: 22%

## Fiat 500

Italy's most iconic city car, the Fiat 500 has more than 60 years of heritage. The latest model encapsulates all the charisma of the original but integrates the very latest connectivity and safety systems.

The range is powered by a new 1.0-litre mild hybrid 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.

An array of trim levels and options means there is a Fiat 500 to suit all tastes, from the simplistic Pop, costing just £12,375 (OTR), to the highly-equipped Dolcevita.

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

The 500C provides even more fun for drivers, thanks to its electrically opening full-length canvas roof.

## Jeep Wrangler

The all-new Wrangler brings together Jeep's legendary off-road prowess, with superior on-road comfort, authentic style and state-of-the-art technology.

It builds on a sculptural design aesthetic that is immediately recognisable with its traditional Jeep design cues: from the round headlights to the seven-slot grille; the trapezoidal wheel arches to the visible hinges; the folding windscreen to the sport bar; the removable doors to the open-air configurations with hard top or soft top.

Engineered to master the most challenging off-road tracks, the Wrangler is the result of more than 75 years of leadership in the development of 4x4 systems.

The new model is the most capable Wrangler ever, with advanced four-wheel drive systems plus Tru-Lock electric front- and rear-axle lockers, Trac-Lok limited slip differential and electronic front anti-roll bar disconnect. Two engines are available: the 2.2-litre MultiJet II turbo diesel and the 2.0-litre turbocharged in-line four-cylinder petrol. Both are linked to an eight-speed automatic transmission.



**MODEL: Wrangler 2.2 MultiJet II Sahara**  
 ● MPG: 30.4 ● CO<sub>2</sub>: 197g/km  
 ● P11D: £44,585 ● BIK: 37%



**MODEL: 595 Pista**  
 ● MPG: 37.7  
 ● CO<sub>2</sub>: 155g/km  
 ● P11D: £18,905  
 ● BIK: 35%

## Abarth 595 Pista

The Abarth 595 has never offered so much fun and excitement. Improved performance, more power and an even sportier and bolder look make the New Abarth 595 Pista more fun than ever.

The 1.4-litre petrol engine develops 165hp and additional low-down torque thanks to an oversized Garrett turbo, while the engine note is enhanced by an active Monza exhaust with two modes.

Acceleration from 0-60mph takes just 7.3 seconds while an Abarth-specific performance braking system ensures the stopping power is equally impressive.

Koni rear suspension, with frequency selective damping, offers greater road-hold, handling and stability.

The car's door mirrors, bumper inserts and brake calipers are painted in contrasting colours to the body, with a choice of red, green, yellow or black. There are also 17-inch alloy wheels to further enhance the car's style.

Inside, the car receives a flat-bottomed steering wheel and a 7" Uconnect radio with Apple CarPlay and Android Auto.

## Fiat Professional Ducato

**MODEL:** Ducato 35 MWB 2.3 MultiJet II 120

- **MPG:** 43
- **CO<sub>2</sub>:** 173g/km
- **CV OTR:** £29,100
- **Payload:** 1,565Kg

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

The 2.3-litre Multijet II is used throughout the range and features a new turbocharger that adapts its fluid dynamics to the speed of the engine and to driving styles, thanks to the implementation of a series of mobile blades situated along the radius of the turbine. This controls the flow of exhaust gas and, consequently, the speed and force of the compressor, to provide the right performance at all times.

Power outputs range from 120hp up to the range-topping 180hp version. A nine-speed automatic transmission is available across the range.

A suite of advanced driver assistance systems are available on the new Ducato. These include blind spot assist and rear cross path detection, Full brake control – an autonomous emergency braking system, lane departure warning, traffic sign recognition and automatic headlight activation with high beam control.

## Fiat Professional Doblò

**MODEL:** Doblò Cargo 1.3 MultiJet II 95

**Tecnico**

- **MPG:** 53
- **CO<sub>2</sub>:** 139g/km
- **CV OTR:** £18,770
- **Payload:** 750Kg

The fourth-generation Fiat Professional Doblò Cargo comes with a choice of 1.3-litre and 1.6-litre turbo-diesel engines offering an equal balance of responsiveness and efficiency.

Safety is a priority and the Doblò offers a full suite of standard driver aids including electronic stability control, hydraulic brake assist and a hill-holder system.

With one of the widest ranges of load volume and carrying capacity derivatives in the compact van market there are versions to suit all needs including: short- and long-wheelbase versions of low- and high-roof models, Combi variants with a second row of seating and the Work-Up pick-up.

The Doblò's load bay is defined by a flat floor with minimal wheel arch intrusions. It has a maximum payload of up to one tonne and the load area can be specified up to 5m<sup>3</sup>.

Standard features on all Fiat Doblò models include a full-size spare wheel, full bulkhead, overhead storage, electric windows, central locking and a speed limiter.



All figures and prices shown throughout this

# Fiat Professional Talento

The Fiat Professional Talento has been updated with a host of new features for 2020, including the introduction of new 2.0-litre Euro6d-Temp engines.

There is also a 7" Touch-Radio Nav infotainment system that is Apple CarPlay ready and Android Auto compatible.

Inside, the Talento features numerous storage compartments, with a total capacity of 90 litres. The base version now features Techno Silver trim as standard, while SX, Tecnico and Sportivo will come with the Glossy Black Pack to highlight air vents, infotainment system and buttons in the cabin.

Available with a full range of body types (low roof and high roof van, crew cab and platform cab), the Talento comes in a choice of two lengths, two heights and two different wheelbases. The renewed model can be tailored to meet all needs for light transport, from 5.2 to 8.6 cubic metres and with a gross vehicle weight from 2.8 to 3.05 tons and a payload that can reach 1,258kg.

**MODEL: Talento SWB 12 2.0 MultiJet II Tecnico**

- **MPG: 52**
- **CO<sub>2</sub>: 143g/km**
- **CV OTR: £25,690**
- **Payload: 1,223Kg**



# Alfa Romeo Stelvio

Combining saloon car-like handling with crossover practicality, the Stelvio is a car that looks as good as it drives.

Perfect 50/50 weight distribution and extensive use of aluminium mean this tall and spacious family SUV is fun to drive.

Recent revisions introduce new advanced driver assistance systems, enabling level 2 autonomous driving, and a new connected infotainment system.

Drivers can choose from a 190hp diesel or 200hp petrol engine. Range-topping Veloce models can be specified with a 210hp diesel or a 280hp petrol.

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 places the Stelvio among the safest cars ever tested.



**MODEL: Stelvio 2.2TD 190 Super**

- **MPG: 46.3**
- **CO<sub>2</sub>: 138g/km**
- **P11D: £37,160**
- **BIK: 35%**

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**OFF-ROAD AWARD**

\*Official fuel consumption figures for the JEEP Renegade, Compass and Wrangler range mpg (l/100km) combined: 48.7 (5.8) to 25.0 (11.3). CO<sub>2</sub> emissions: 213 - 128 g/km. Fuel consumption figures determined on the basis of the new WLTP test procedure as per Regulation (EU) 2017/1347. CO<sub>2</sub> figures are determined on the basis of the NEDC outgoing test cycle and will be used to calculate vehicle tax on first registration. Fuel consumption and CO<sub>2</sub> figures are provided for comparative purposes only and may not reflect real life driving results, which will depend upon a number of factors including the accessories fitted (post-registration), variations in weather, driving styles and vehicle load. Only compare fuel consumption and CO<sub>2</sub> figures with other cars tested to the same technical procedure. †Model shown: JEEP® Wrangler 2.0 GME Sahara 4dr P11D: £45,120 (Excluding additional metallic paint).

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