

Adding up the savings with MetroLease

MetroLease packs a big punch as the operators of small and medium-sized commercial vehicles are set to discover.

Operators of small and medium-sized commercial vehicles will soon be able to take advantage of FleetPartners' market-leading expertise and experience in commercial vehicle management with the release of MetroLease.

More than 12 months in development, MetroLease is designed to meet the needs of New Zealand's rapidly expanding commercial vehicle market.

MetroLease combines the benefits of a fully maintained operating lease with FleetPartners' buying power and industry-leading fleet management expertise.

For the first time, owners and operators of small and medium-sized commercial vehicles such as delivery vehicles and more specialised small to medium trucks and moving vans, can take advantage of FleetPartners' strategic fleet management services to reduce vehicle running costs,

improve the operation of their fleets and streamline vehicle selection and delivery.

"Quite simply MetroLease will save operators time and money," explained Dennis Kelly, Managing Director of FleetPartners New Zealand.

"MetroLease incorporates all the features of a fully maintained operating lease such as a single monthly payment, vehicle registration, detailed reporting and vehicle purchase and disposal. However it also includes important extras that remove much of the hassle associated with owning these vehicles such as roadside assistance, replacement of tyres and even the option of a fuel card," Mr Kelly said.

MetroLease covers the vehicle's "useful commercial" life, which can be any term up to 75% of the term specified in the IRD Tax depreciation schedule.

"MetroLease is really a complete fleet service," Mr Kelly said. "It lets operators

budget accurately and access working capital that might otherwise be tied up in a costly asset. And of course the lease payments are typically fully tax deductible."

Another important benefit of MetroLease is FleetPartners' considerable buying power and specialist expertise in customising commercial vehicles to individual industry requirements, including advice regarding design specification.

"One of the biggest challenges facing operators is choosing the correct vehicle and having it built to their particular operational needs. By drawing on our extensive expertise in HCV operations, MetroLease takes the hard work and risk out of vehicle selection," Mr Kelly said.

MetroLease will be available nationally from 3 December 2007.

MetroLease highlights

- One easy monthly payment – fleet budget forecasting is easier with one fixed monthly payment. Your invoice can cover everything from the lease rental through to operating costs like service and maintenance, tyres, registration, fuel management and roadside assistance.
- Simple application – one credit application can cover all your vehicle requirements.
- Reduce downtime – one simple phone call and we'll get your drivers back on the road, 24 hours, seven days a week.



Carbon footprint – how does your fleet measure up?

Reducing the environmental impact of fleets is a top priority for many New Zealand businesses. We explain how FleetPartners can help.



'Green' issues have become a high priority for many businesses, and in particular fleet managers, wishing to contribute towards a stronger, healthier environment.

In some cases, reducing a company's carbon footprint through more careful fleet selection and management has become policy.

As an organisation focussed on sustainability and strategic fleet solutions, FleetPartners is continuously developing strategies and policies to help reduce our own, and our customers', impact on the environment.

An example of this is FleetPartners' proactive approach to low-carbon fleets.

"Vehicles are our core business so the more environmentally friendly vehicles we put on the road, the cleaner our planet will be tomorrow," explains Vern McLaren, Northern Region Sales Manager at FleetPartners.

Mr McLaren said FleetPartners Relationship Managers were on hand to offer customers advice on how to make fleets more sustainable and reduce their impact on the environment.

How big is your footprint?

A carbon footprint is a measure of the impact an individual or company makes on the environment. It is based on the amount of CO₂ and other greenhouse gases emitted

in products and services that you use.

Transport is one of the biggest contributors to New Zealand's growing greenhouse gas emissions, responsible for 44 per cent of the country's total carbon dioxide (CO₂) emissions.

Since 1990, emissions from the transport sector (road, aviation and rail) have increased by over 60 per cent, dominated by emissions from the road transport sector, which accounted for 89 per cent of the total transport emissions.

And while New Zealand is bound by the Kyoto Protocol, a global agreement designed to commit countries to setting and honouring emission reduction targets, few vehicles on our roads actually meet the requirements.

Helping customers go green

FleetPartners is striving to provide its customers with initiatives that will help them achieve more sustainable fleet operations, reducing their impact on the environment.

From advice on low-carbon emission vehicle selection to helping customers set and monitor carbon performance, FleetPartners is taking a leading role in the greening of New Zealand's fleets.

Certainly, pressure for national action on

climate change is growing. The Government has signalled that as of 1 January 2008, legislation will be introduced setting new emission standards for new and used, imported and light commercial vehicles.

According to Mr McLaren, businesses will be expected to reduce their emissions by a minimum of 5 per cent or face higher taxes as a result.

"A likely result is that businesses will pay yet another tax based on their carbon footprint," he said.

According to Mr McLaren, oil companies have already agreed that 3.4 per cent of petrol and diesel sales will be biofuels by 2012.

Simple steps to shrinking your fleet's footprint

For fleet managers and business operators, the good news is that reducing your carbon footprint is not as difficult as it sounds.

One of the simplest ways to cut carbon emissions is to choose smaller, more fuel efficient vehicles when planning or updating your fleet.

Choosing a vehicle with low fuel consumption and driving it efficiently can reduce the amount of greenhouse gas emissions significantly. For every litre of petrol used in a motor vehicle, 2.4kg of CO₂ is released from the exhaust. A diesel vehicle releases 2.7kg of CO₂ per litre.

"Smaller, more efficient vehicles using less fuel and running on a biofuel mix will reduce emissions and the harmful effects on the environment as well as contributing to sustainability," Mr McLaren said.

5 easy tips for reducing your fleet's carbon emissions

- Minimise your vehicle use
- Drive in the right gear
- Drive smoothly
- Don't speed
- Regularly maintain your vehicle

A message from
Dennis Kelly

Managing Director
FleetPartners New Zealand



Welcome to the summer edition of FleetView – our last for 2007. As many of you may agree, 2007 has been a big year in the New Zealand vehicle industry and for fleets in general.

According to the latest figures from the Motor Industry Association, the NZ vehicle industry is on track to post the second 100,000-plus sales year since the start of the post-nineties recovery. As MIA CEO Perry Kerr noted recently: "It's a competitive market out there, and clearly consumers are responding to the value on offer."

For our part, 2007 has been a period of important change and transformation that has positioned FleetPartners as the country's most dynamic and strategic fleet solutions provider. It is now just over a year since ANZ sold FleetPartners to private equity group Nikko Principal Investments – a year in which the senior executive team has been rejuvenated and the business refocused around customer service and product excellence.

The new leadership team has embarked on an extensive transformation of our business systems and processes designed to deliver customers better and more detailed reporting, a stronger focus on strategic fleet management and more focused client relationship management.

The implementation of our new computer operating system, LeaseBase, means customers now enjoy more accurate fleet management and reporting services.

In October we launched our new website, www.fleetpartnersnz.co.nz. Featuring significantly improved functionality and a simple, friendly interface, we hope the website will become a valuable source of information, support and advice to customers and those in the fleet industry.

Another highlight in recent months has been the launch of MetroLease, a complete fleet solution specifically designed for operators of small and medium-sized commercial vehicles. This highly focussed product typifies FleetPartners' new approach: to create the best possible lease solutions that help customers succeed in today's rapidly changing business and operating environment.

Looking ahead, 2008 is shaping up as another big year in fleet. If the past 12 months have been about reengineering the business, the year ahead is about delivering on our strategy to be New Zealand's recognised leader in hassle-free fleet outsourcing solutions.

In closing I wish all our customers a safe and happy Christmas break and look forward to continuing our exciting partnership next year.

Until next time, safe motoring.

FleetPartners' website moving in a brand new direction

The transformation of the FleetPartners brand continues with the launch in October of a new website, www.fleetpartnersnz.co.nz.

The website redevelopment caps a hectic year for the New Zealand team and promises to give customers a fresh, easy-to-use and informative destination for all things fleet.

According to Gail McNamara, Marketing Manager FleetPartners New Zealand, the website is the latest in a string of improvements and initiatives designed to give customers the latest and most up-to-date online systems and services.

"Since FleetPartners was purchased by Nikko Principle Investments in November 2006, there has been a lot of work done to better understand what our customers want and how we can help them get more from their fleets.

"Our vision is 'to be the recognised leader in hassle free fleet outsourcing solutions in Australia and New Zealand'. This meant we had to make things easier and the website was one of our top priorities," she said.

Following a series of improvements to the FleetPartners business structure and systems, the IT team was put to work creating a landmark online presence to compliment FleetPartners' new brand and identity.

"After reviewing leasing websites from around the world and getting feedback from users and stakeholders, FleetPartners developed a clean

and logical website format that is easy for visitors to navigate," Ms McNamara said.

The new website provides all the information that people found so useful in the past plus an exciting range of new features and benefits.

"Our 'Resource Centre' provides the latest news on fleet industry trends, legislation, press releases and gives you direct access to our team of experts. 'About us' is an introduction to the Leadership Team – the faces behind the business and our commitment to the environment," said Ms McNamara.

A key improvement has been to more clearly describe products, so no matter what customers are looking for, whether it's a passenger vehicle, heavy commercial vehicle or anything in between, the information you need is only one click away.

"We are very proud of the site, particularly the focus on being real," Ms McNamara explained.

"These are our people featured on the site. We believe in being able to produce the best solution for your business and in providing you with the innovation, partnership and service to drive it forward.

"Over the next six months we will continue to improve access for customers and partners to their accounts, reports, quotes and our team of experts."

Visit today www.fleetpartnersnz.co.nz

Transport service licence fees to rise

New fees have been introduced for all Transport Service Licence (TSL) holders and applicants. Effective October 2007, the annual licensing fee for vehicles operated under a TSL has increased from \$24 to \$55 and the application fee for a new TSL has increased from \$30 to \$440.

Land Transport NZ General Manager Regulatory Services, Ian Gordon, said the new fees were developed in consultation with industry, following the first major review of the transport service licence fee structure in more than 17 years.

"We're committed to applying regulations fairly and firmly to protect people, and the additional revenue collected from these fees will allow us to do that more effectively," he said.

"The new fees will allow Land Transport NZ to employ more regulatory services staff, spend more time working with existing operators to raise standards, and support new entrants to the industry. The extra resources will also strengthen our ability to remove those who are unwilling or unable to meet legal requirements."

Law changes affecting commercial operators and drivers were also introduced in October 2007. The new requirements include new processes for calculating and recording hours worked and increased measures to improve operator and driver identification and performance. There are also tougher requirements for those entering the industry.

FleetPartners Special offers on new vehicles

Bringing you a better deal every time, FleetPartners NZ has some fantastic end-of-year specials exclusively available to our customers and their families. Celebrate the start of a new year (and the end of the old one) in style with one of these great new vehicles.

- **Hyundai Sonata** - Limited edition Hyundai Sonatas at bargain lease rentals
- **Nissan Primera** - \$499 per month for a 36-month term, 45,000km allowance. (Ends December 31, 2007)

- **Ford Falcon XR6** on 12, 24, and 36 month terms – Special pricing solely available to FleetPartners clients. Ends December 31 2007

Limited time offer. To take home the latest FleetPartners deal contact us on 0800 372 632.



Hyundai Sonata

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face2face

Denise Orr

Fleet Partnership Manager



The best thing about FleetPartners

New Zealand is... working with people who have the same vision, who have the experience, the drive and the passion to take FleetPartners to the next level in what is a very competitive industry in which our customers dictate how well we succeed.

When I was a child I wanted to...

be an air hostess, model, journalist and top sportsperson (I used to do gymnastics and had this vision of being the next Nadia Comaneci). When you are a child the possibilities are endless.

When I grow up I want to... still believe that the possibilities are endless.

It's not fashionable but I love... 1950's fashion, music from the 70's 80's (Motown music, Peter Tosh, Bob Marley, The Clash etc.).

If I were a car I'd be... top of the range Mercedes coupe in black with cream leather the works.

I wish I had never...? I never wish I never had otherwise it would have been a pretty dull life.

My favourite motoring gadget is... not really a gadget but I love my 17" profile alloys!

My ideal weekend is... away at a batch when the weather is stormy, walking along the beach, with the thunder rolling in, huge waves, grey sea. Back at the batch warming up by a roaring fire with my favourite music playing in the background, armed with a good glass of red wine.....bliss!



Want to share FleetView with your colleagues and friends?

Or maybe you'd like to be taken off our mailing list.

Simply contact Gail McNamara at gail.mcnamara@fleetpartnersnz.co.nz to add or remove your name from our mailing list.