



# Van Buying Guide

The Society of Motor Manufacturers and  
Traders

26 February 2009



# **Paul Everitt**

## **Chief Executive**

### **Society of Motor Manufacturers and Traders**

# New technologies




# Emissions




# Van buyer's guide





## RIGHT VAN MAN

**save fuel – save CO<sub>2</sub> – save money**



www.vca.gov.uk

SMMT supports

**ACT ON CO<sub>2</sub>**

www.direct.gov.uk/actonCO2

www.smmt.co.uk

**The type of van you drive and the way you maintain and use it has a significant impact on the amount of fuel it consumes. Every litre of diesel you use releases 2.63kg of carbon dioxide (CO<sub>2</sub>) into the atmosphere which contributes to climate change. The more fuel you save, the more cash you save so reduce your emissions and save money by following these simple tips:**

### Size matters

Choose the van that best suits the job. Do you need a big load space? It's cheaper to run a small van fully loaded than a half empty larger van. Hire the bigger van for the few times you need it and remember: overloading is illegal, hikes your servicing costs and hammers your van's residual value. **Get the right tool for the job at the start.**

### Motorway roller or city slicker?

Where will you drive and how fast? If you use motorways or dual carriageways, a big engine and overdrive sixth gear could save you fuel and cash. If you're always in town traffic, a smaller engine will save you fuel.

### Don't go soft

Check tyre pressures each time you fill with fuel and you won't need to fill up so often. A tyre under inflated by 20% will add 3% to your fuel bills and cut tyre life by around a quarter. Going soft could cost you £250 a year in extra fuel and tyres.

### Look after the slippery stuff

Oils wear out too. Engine and gearbox oils have a tough life and if you don't change them regularly, you'll use more fuel, damage your engine and gearbox, increase your repair bills and cut the residual value of your van.

### Breathe easy

Blocked air filters can cost you. They can add 5% on your fuel bills as the engine works harder to suck in clean air. Summer dust and winter rain can both do the dirty on you.

### Drive better, save cash

Are you a fuel and CO<sub>2</sub> conscious driver? Learning how to drive for economy and the environment can also cut 10% off your fuel bill. Visit [www.safed.co.uk](http://www.safed.co.uk) – it's designed to help everyone who drives a van as part of their job to improve their fuel-efficient driving techniques.

### Leave the low flying to the air force

Keep your speed down and you'll save fuel, money and emit less CO<sub>2</sub>. Limit your speed to 60mph on the motorway and save as much as 20% off your fuel bill. At 65mph, the saving is 10%. Use cruise control or fit a speed limiter.

### The technology advantage

Satnav can save time, fuel and cash. It can keep you on the best route and some systems can route you around congestion and jams. Van telematics and tracking systems can monitor the performance of your van and check routes, distances, speeds and times to help you work better. They will also help with Benefit-in-kind van tax and can help find your van if someone steals it.

**FREE ADVICE FOR FLEETS:** You can find more free advice about how to reduce costs and emissions from car and van fleets at [www.energy-saving-trust.org.uk](http://www.energy-saving-trust.org.uk) or by calling 0845 602 1425.

**FOR MORE INFORMATION:** visit [www.smmt.co.uk](http://www.smmt.co.uk)



# **Malcolm Fendick**

**Deputy Director**

**Department for Transport  
Cleaner Fuels and Vehicles**



**Paul Cooke**

Head of Marketing

Vehicle Certification Agency



# Fuel Consumption & CO<sub>2</sub> Database

## Vans and Light Trucks

26 February 2009



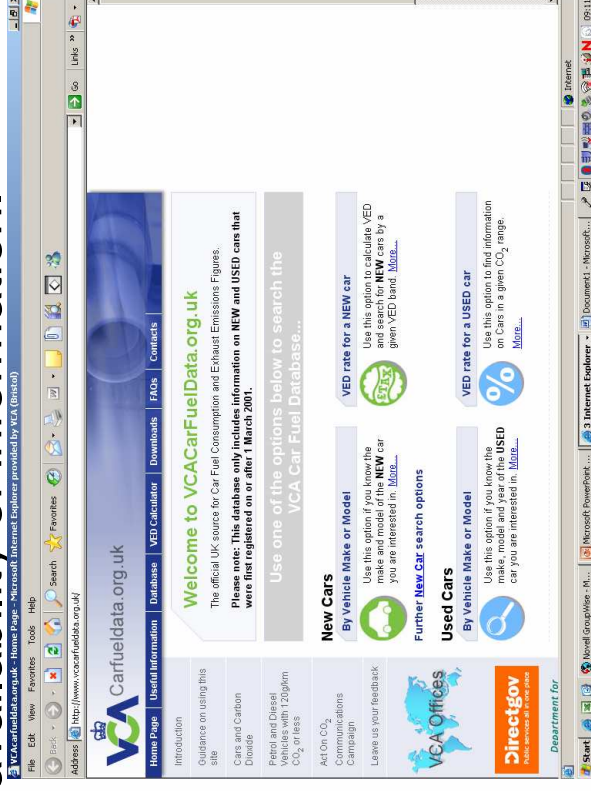


## Background...

Formed more than 30 years ago, VCA is part of the Department for Transport and is the UK's designated National Approval Authority for most new vehicle types.

VCA has been collecting and publishing car fuel consumption data on behalf of the DfT since 1978.

Interest in environmental information grew significantly during the 1990s and in 2000 VCA launched a web-based version of the database to improve the availability of information.



## Background (cont)...

The demand for similar information for vans and light trucks has been around for some time but the testing regime has only recently supported the collection and publication of data.

Fuel consumption testing has applied to all vans and light trucks (N1 category) since January 2008\* .

No mandatory requirement to publish data; this will be done on a voluntary basis.

\*Directive 80/1268 as last amended by 2004/3/EC.

## Online Database...

The online database is aimed at providing official CO<sub>2</sub> and fuel consumption information to support buying decisions. Additional useful information will be supplied, as with the equivalent car site.

Will show data for vans and light trucks with a maximum mass not exceeding 3.5 tonnes.

Searches will be driven by five categories:

- Small Van.
- Medium Van.
- Large Van (likely to be split into more than one group below this).
- Pickup.
- 4x4.



## Online Database (cont)...

Various filters will exist below the high level categories to allow users to refine their searches, including:

- Fuel type.
- Transmission type.
- Gross vehicle weights.
- Vehicle lengths.
- Make.
- Model etc.

Output screens will return results plus certain standard fields and these screens will be available to download or print.

Link to industry websites will exist to facilitate the collection of further information on other key issues such as pricing etc.

## Timing...

Software currently in development with an expected launch towards the end of April/early May 2009.

In the interim, industry will populate the supporting database and the software will be subject to pre-launch evaluation.

As with the car database, the site will evolve to meet customer needs.

## Conclusion...

The new site will address a need for consumer information, allowing them to make informed buying decisions.

The site will continue to evolve to meet customer needs.





# Peter Symons

ICE



# Road Transport





# Vans



# Vans

- More on the road than ever before



# Vans

- More on the road than ever before
- 290,000 registered (to 3.5t) in 2008



# Vans

- More on the road than ever before
- 290,000 registered (to 3.5t) in 2008
- Same number of trucks as the 1930's



# Van Operators



# Vans

Operators buy vans because they have to ...



# Vans



Operators buy vans because they have to ...

- Moving things

# Vans



Operators buy vans because they have to ...

- Moving things
- Deliver their own goods



# Vans



Operators buy vans because they have to ...

- Moving things
- Deliver their own goods
- Tools and materials/mobile workshop

# Vans

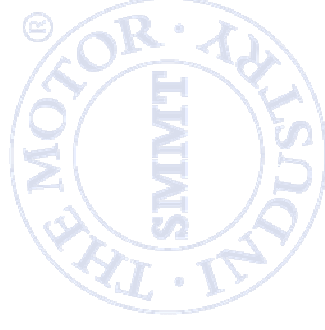


Operators buy vans because they have to ...

- Moving things
- Deliver their own goods
- Tools & materials/mobile workshop

**Operators buy vans because they need one**  
**...**

# Applications



# Applications





# Applications



# Applications



# Vans

All these variables impact emissions ...

- Running costs
- Bottom line



# Vans



No hard & fast rules for choosing the right vehicle

Priorities ...



# Vans



No hard & fast rules for choosing the right vehicle

Priorities ...

- HOW the vehicle is going to be used
- HOW it's going to be operated
- WHAT is expected
- WHAT that means in operation

# Vans

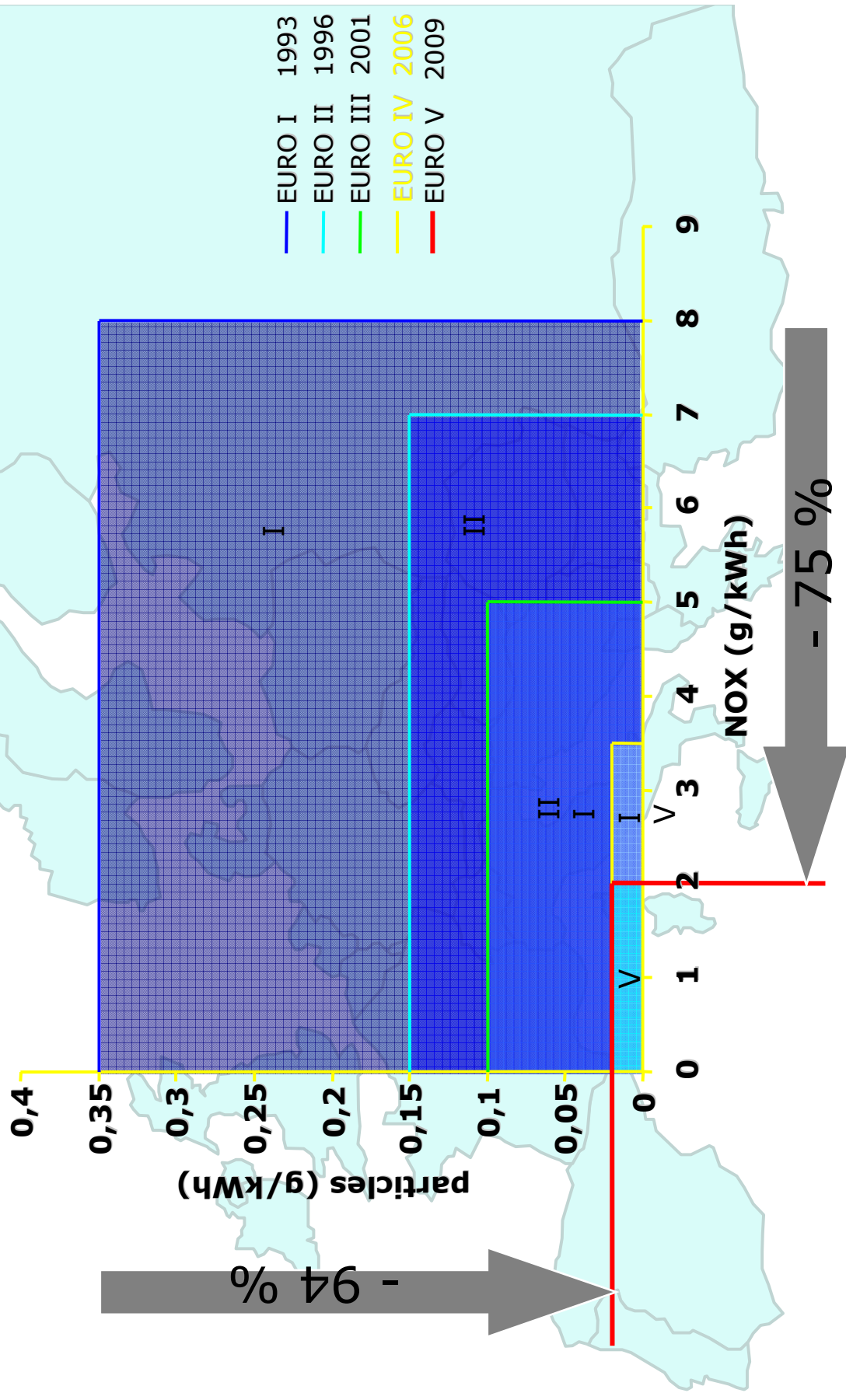
## Driver Training



# Vehicle Manufacturers



# Emissions





# Innovations



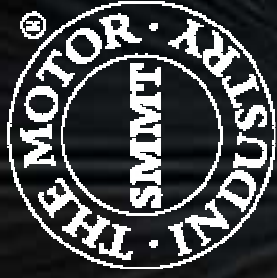
# Innovations



# Vans







# Questions



## RIGHT VAN MAN

**save hub – save CO<sub>2</sub> – save money**



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The type of van you select has a big impact on the amount of fuel it consumes. Every litre of diesel you use releases 2.4kg of carbon dioxide (CO<sub>2</sub>) into the atmosphere. So, the more fuel your van uses, the more CO<sub>2</sub> it releases. And the more CO<sub>2</sub> you release, the more cash you save so reduce your emissions and save money by following these simple tips:

**Size matters**  
Do you need a large van or a small one? The bigger the van, the more fuel it will use. So, if you need a small van, don't get a large one. If you need a large van, don't get a small one. It's the same with CO<sub>2</sub>. The bigger the van, the more CO<sub>2</sub> it will release. So, if you need a small van, don't get a large one. If you need a large van, don't get a small one.

**Get the right engine**  
The engine you choose will have a big impact on the amount of fuel it consumes. So, if you need a small van, don't get a large one. If you need a large van, don't get a small one.

**Get the right gearbox**  
The gearbox you choose will have a big impact on the amount of fuel it consumes. So, if you need a small van, don't get a large one. If you need a large van, don't get a small one.

**Get the right tyres**  
The tyres you choose will have a big impact on the amount of fuel it consumes. So, if you need a small van, don't get a large one. If you need a large van, don't get a small one.

**Get the right load**  
The load you put in your van will have a big impact on the amount of fuel it consumes. So, if you need a small van, don't get a large one. If you need a large van, don't get a small one.

**Get the right driver**  
The driver you choose will have a big impact on the amount of fuel it consumes. So, if you need a small van, don't get a large one. If you need a large van, don't get a small one.

**Get the right route**  
The route you choose will have a big impact on the amount of fuel it consumes. So, if you need a small van, don't get a large one. If you need a large van, don't get a small one.

**Get the right time**  
The time you choose will have a big impact on the amount of fuel it consumes. So, if you need a small van, don't get a large one. If you need a large van, don't get a small one.

**Get the right place**  
The place you choose will have a big impact on the amount of fuel it consumes. So, if you need a small van, don't get a large one. If you need a large van, don't get a small one.

**Get the right way**  
The way you choose will have a big impact on the amount of fuel it consumes. So, if you need a small van, don't get a large one. If you need a large van, don't get a small one.

**Get the right van**  
The van you choose will have a big impact on the amount of fuel it consumes. So, if you need a small van, don't get a large one. If you need a large van, don't get a small one.

**Get the right company**  
The company you choose will have a big impact on the amount of fuel it consumes. So, if you need a small van, don't get a large one. If you need a large van, don't get a small one.

**Get the right everything**  
Everything you choose will have a big impact on the amount of fuel it consumes. So, if you need a small van, don't get a large one. If you need a large van, don't get a small one.