

# fleet review

This month, editor **John Kendall** reviews IFW's involvement in the International Fleet Meeting, stars of Geneva and charging standards.



## Scenic stars at the show



The Geneva Show is a must for International Fleet World, not least because we hold a dinner at each of the major European Shows, but because it is the first motor show of the year. From a journalist's perspective, where walking around following unveilings and chasing interviews is what we are there to do, a show where you can walk from one end to the other in around five minutes is another bonus. So what was the star of the show? For me, probably the new Renault Scenic. Renault invented the compact MPV over 20 years ago with the original Scenic and to see an exciting design for an MPV again was overdue. We need an alternative to a world full of SUVs. There is always a car at a show that is a magnet for rival designers and engineers and there were quite a few familiar faces on the Renault stand on the press days. It was also the first mass production car to feature a 48-volt micro-hybrid system (along with the Megane station wagon). It's a technology that will become very familiar to drivers in the next few years and promises to bring CO<sub>2</sub> emissions down further.

## Common charging standard

Volvo's recent call for a common standard for EV charging infrastructure is long overdue. There now seems to be some move towards standardisation in Europe and it would make a great deal of sense for car manufacturers to have either a standardised

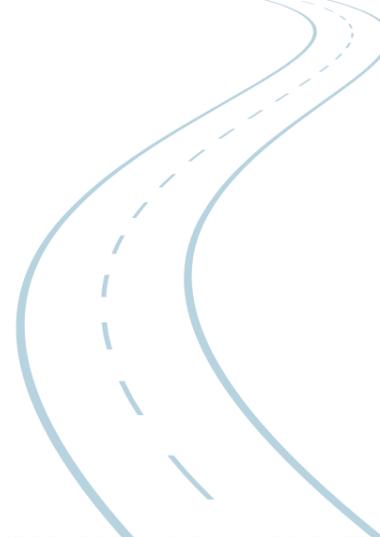
combination standard and fast charge connector or to agree on a common standard for a standard charging and fast charging connector. Then all manufacturers can make the same connectors for the cars regardless of where they are. That would be fine if all cars have a smart charging system that senses the available voltage and adapts accordingly, something that would be fairly straightforward today. But I could see safety issues if that was not the case because of the difference in voltage between North America (115V) and Europe (230V). Volvo has set the ball rolling, let's hope the company achieves its aim.



## Stackmann to steady the ship

It's a pity that UK comedian Simon Brodtkin chose to interrupt Jürgen Stackmann's VW press conference at the recent Geneva Show with a routine about emissions. If he had done his homework first he would have realised that Stackmann, who had been running SEAT for the past few years was brought back to VW to help sort out the problems following the diesel emissions story last year. It's a shame that Brodtkin didn't seem to know he chose a petrol-powered car for his stunt too. I have interviewed Stackmann a couple of times and he is one of the most straightforward people I've met in the motor industry. In fact the right sort of man to fix problems, not make them. You can read Craig Thomas' interview with him next month in IFW.

visit [internationalfleetworld.com](http://internationalfleetworld.com)



## Tuning into fleet

The International Fleet Meeting in Geneva considered a range of subjects from Big Data to autonomous driving.

The third International Fleet Meeting took place at the Palexpo Showground in Geneva a day before the 86th International Geneva Motor Show opened its doors to the public on 3rd April. Participants heard from lead speaker Jon McNeill, president of global sales and service at Tesla.

This was followed by a panel discussion, moderated by International Fleet World advertising director Anne Dopson. Participating in the panel were Jon McNeill; Csaba Csiszko, global director environment, health & safety, Philip Morris International; Markus A. Falk CFE vice president, head of global car fleet, Global Procurement Organisation SAP SE; Knut Krösche, director international fleet, aftersales & used cars, Volkswagen Financial Services and Janice Sutton CEO Fleet Management Weekly USA.

"The idea of the Fleet Meeting is to make a networking platform for the fleet community," says Balz Eggenburger, managing partner, Fleet Competence Europe, "We want to bring together people who come to Geneva anyway."

### Sustainable and electric

"It's an exciting time to be in the mobility industry, not just the auto industry, but the mobility industry," Jon McNeill told the audience as he set out to explain some of the things that Tesla is involved with. "I want to give you a sense of what's at our core and how we're expanding that core," he said. Sustainable, electric powered transport is at the core of what Tesla set out to achieve.

McNeill explained that Tesla started with a three-phase business plan. Firstly a high price low volume car, the Tesla roadster, then phase 2, a higher volume 'medium' priced product, the Model S, now being followed by the Model X SUV model. Phase 3 will be a high volume low priced car (approx. US\$35,000, €31,200

approx.), the Model 3, to be unveiled at the end of March 2016.

The company also has over 200 retail service locations, run on a not-for-profit basis and 300 DC supercharger stations for vehicle recharging, which provide recharging free to Tesla customers. "We're willing to open that up to other manufacturers as they develop batteries with the capacity to accept that charge," says McNeill. Tesla delivered 50,000 vehicles in 2015.

In the panel discussion, the panel considered a range of questions including the safety implications of autonomous driving, a developing subject as the technology progresses.

### Learning from trucks

The panel heard how integrating MAN financial services into VW's financial services is impacting the business. Knut Krösche said that the business could learn from the truck experience of telematics, where take-up is more widespread than in cars.

Janice Sutton told the meeting that fleet managers jobs should become easier as we approach autonomous driving, as vehicles should be involved in fewer incidents. "The fleet manager is going to need to understand the assets and also the data that comes from the assets, something that everybody is grappling with now," she said.

### Big Data

Markus Falk highlighted some of the issues surrounding data handling. As an example he explained the difficulties of integrating data from around 20 different manufacturers' vehicles. "It would be great if we could have the data from just one manufacturer," he said. "We have to find a way for cars to communicate with our systems and amongst each other and testing and finding where is the space that we can really add value to the fleet and the cars."