



KiNTO

# CV NEWSLETTER



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**As of September 2021, our Commercial Vehicle Specialist Kellie Davis will start sharing a CV newsletter on a quarterly basis, in order to provide you with some of the latest industry updates and information related to the CV sector.**

You can also send any topics to [kellie.davis@kinto-uk.com](mailto:kellie.davis@kinto-uk.com) that you wish her to discuss and we can include these in the next newsletter.

If you have any questions, please don't hesitate to **get in touch with us!**

## ABOUT KELLIE DAVIS

Kellie Davis joined the Sales & Account Management team in April 2021 and is already affectionately known as Kellie KINTO.

Kellie is passionate about all things commercial with an overarching focus on the road to Zero journey.

She joins us with a wealth of experience in commercial vehicle fleet management including specialist vehicles, conversions and compliance, as well as holding a National and International management CPC for many years.

Kellie has in-depth knowledge in transport management and auditing, having run her own transport consultancy business assisting many companies and sole traders in evaluating and implement compliance systems.

As a women in the motor trade from a young age Kellie is named as a women into STEM ambassador, playing a big part in promoting and empowering women into male dominated sectors. She always jumps at any opportunity to share her knowledge and experience, in the past being a guest speaker at seminars and events.



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# UPTIME – DOWNTIME

5 steps to maintaining vehicle uptime

Reducing vehicle off-road time (VOR ) is key to running a successful LCV fleet, whether it's through saving money or meeting deadlines.

**Take a look at the 5 steps to maintaining vehicle uptime:**

## RIGHT VEHICLE, RIGHT JOB.

A major factor with any fleet is to assign the right vehicle to the role. For example, sending a HGV sarnie run is not an efficient use of a vehicle, nor is to heavily load a van or truck all the time.

There are lots of factors to consider when selecting a vehicle for your company and we at KINTO can help you with this.

We have worked with many of our customers with boots on the ground to get a clear understanding of what is required of the vehicle to ensure we offer our expert advice on the best fit for efficiency and to increase uptime.

## PREVENTATIVE MAINTENANCE

Keeping the wheels turning and the vehicle earning! Regular inspection and staff training to ensure proficient walk about checks should be carried out with a clear procedure for fault rectification. This is important to ensure that small issues are resolved before they become major problems.

## BOOK SMR IN ADVANCE

Advance bookings and clear scheduling of any routine servicing will ensure work rotas can be scheduled around the vehicle downtime. This will save having to make impromptu changes to workloads and complaints from unhappy customers.





# UPTIME – DOWNTIME

5 steps to maintaining vehicle uptime

## MANAGE SCHEDULES EFFICIENTLY

Managing fleet schedules can be the most complex of logistic puzzles at the best of times. It's important to ensure adequate vehicle cover to fulfil work loads whilst ensuring all vehicles are maintained within given timings to ensure they are safe, compliant and warranted.

## MANAGE BREAKDOWNS/ACCIDENTS/HIRES EFFECTIVELY

Let's face it, vehicles will break down even if we do everything we can to limit it. They will still have an off day and none can really predict when an accident will occur (it's generally at the most inconvenient time), but how you manage these is the key.

Having a robust system in place to ensure the vehicle can get back on the road as soon as possible is so important - whether it is breakdown cover that will get to you promptly with a good chance of roadside repair, to a replacement vehicle that will enable the work of the off road vehicle to continue to function in a working capacity.

With specialist vehicles this can be tricky and procedures should be put in place to ensure limited risk to your business.

We at KINTO pride ourselves on ensuring we meet the needs of our customers and work tirelessly to find the best fit vehicles, procedures and manage downtime. We are constantly improving and trialling new products and initiatives to give our customers the best possible solutions for their business.



KINTO INSIGHT

## CLEAN AIR ZONES UPDATE

Local authorities are introducing Clean Air Zones (CAZ) across the country in order to tackle the high levels of CO2 in the air.

CAZ is an area where the pollution exceeds the limits of the EU limit value, and measures are taken in order to improve air quality. Vehicles which do not meet the emission standards need to pay a daily charge. **Electric Vehicles are exempt, due to their zero direct emissions.**

Exemptions and different initiatives such as scrappage scheme are available to drivers, as well as online tools e.g. to check if your vehicle meets the requirements. Visit GOV.UK Clean Air Zones ([www.gov.uk](http://www.gov.uk)) to find out more.



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# CAZ 2021

## MARCH 2021

### BATH

As of 15 March 2021, a class C clean air zone was introduced in the centre of Bath. Vehicles which don't meet the emission standards have to pay the following daily charge:

- Minibuses, vans and taxis - £9
- Trucks, lorries, busses and coaches - £100
- Private cars and motorbikes will not be charged, even if they're used for work.

To find out more information about Bath's Clean Air Zone [click here](#)

## JUNE 2021

### BIRMINGHAM

On 1st of June 2021, Birmingham launched a Class D Clean Air Zone. The CAZ covers all roads within the A4540 Middleway Ring Road but not the Middleway itself. The daily charge to drive through Birmingham's Clean Air Zone is:

- Cars, taxis and LGVs (vans) - £8
- Coaches, buses and HGVs - £50

For further information visit [A clean air zone for Birmingham | Birmingham City Council](#)

## OCTOBER 2021

### LONDON ULEZ

The central London Ultra Low Emission Zone (ULEZ) is expanding on 25 October 2021 to create a single, larger zone. Vehicles that exceed the required ULEZ emission standards will need to pay a daily charge:

- Cars, motorcycles and vans (up to and including 3.5 tonnes) - £12.50
- Lorries (over 3.5 tonnes) and busses/coaches (over 5 tonnes) - £100

More information about London ULEZ can be found [here](#).

To find out more information about CAZs, read our [Clean Air Zones Update – May 2021](#)

There are more areas across the UK where CAZ may be implemented in 2021 and 2022. If you need further information, or if you have any questions please don't hesitate to contact us (link contact us: <https://www.kinto-uk.com/contact-us/>)



# LCV DEMAND

Over the past year, we have seen the demand for vans soar with operators looking to renew and expand fleets to meet the rising demands of online business and other thriving sectors such as the construction industry.

## FLEETNEWS RECENTLY REPORTED:

# 71%

Demand for larger 2.5-3.5 tonne vans drove the increase in June, comprising the majority (**71%**) of all registrations in the month, some **24,434 VANS**.

# 19%

Other van segments saw drops in demand compared to 2020, with registrations of lighter vans weighing less than or equal to **2.0 TONNES DOWN** by almost **19%** and those of vans weighing more than 2.0-2.5 tonnes **DOWN 4%**.

BEST SELLERS LCV <3.5 tonnes			
JUNE 2021		YEAR-TO-DATE	
1	Ford Transit Custom	4,015	26,978
2	Ford Transit	3,008	17,644
3	Volkswagen Transporter	2,677	12,586
4	Vauxhall Vivaro	2,557	11,655
5	Mercedes-Benz Sprinter	1,909	10,116
6	Ford Ranger	1,800	9,854
7	Renault Trafic	1,675	6,995
8	Citroën Berlingo	1,220	6,539
9	Peugeot Boxer	1,077	6,186
10	Citroën Relay	1,041	6,167

This graph illustrates the best selling LCV <3.5 tonnes in June 2021 and year-to-date





# RAW MATERIAL SHORTAGE



**The Automotive sector has reported a global emerging shortage of semiconductors due to the pandemic. Semiconductors have become vital components in the functionality of today's vehicles. For example, semiconductors are used for making Brake Sensors, Electronic Control Units, Safety Driving Aids, Power Steering, Phone Integration and many other areas of the vehicle where electronics have taken over from mechanical aids.**

These supply chain issues began in the early days of the pandemic, when lockdowns worldwide shuttered manufacturing plants, disrupting the supply of semiconductors while simultaneously driving a surge in demand for devices like laptops and gaming consoles.

Unfortunately, there are reports of rubber and ply shortage as well. This coupled with the ongoing semiconductor shortage can only put more pressure on vehicle manufacturers and further impact lead times and price hikes. Natural rubber is a white sap that bleeds from

rubber trees grown in warm, humid countries like Thailand and Indonesia. With its unique properties, rubber is a critical component for vehicle parts e.g. used for tyres. Industry watchers say rubber prices are at the beginning of a cyclical, multi-year rally due to flooding and leaf disease that ravaged the supply.

On the other hand, timber shortages have resulted in a price hike for Plywood in the motor trade. The shortages are a knock-on effect from loss of production due to the pandemic e.g. staff shortages across many sectors from harvesting, transport and production of timber.

The industry is working at a rapid pace to recover from the lockdown effects, but it will no doubt take some time with reports of supply being affected well into 2022 and possibly early 2023. The hope is as the world recovers, the effects will lessen. I can only imagine the conversations happening in many board rooms across the globe to ensure that the supply chain of many products continue to reach the Automotive industry considering the increasing number of Electric Vehicles that need to be manufactured to meet the demands on the UK's journey to NetZero.

## OUR REACTION

Here at KINTO we have not simply sat back and decided to just wait and see what

happens, we have adapted our systems and ways of working in relation to the current market in order to enable us to work more intuitively, we have widened our searches and made more established relationships with suppliers than ever before.

## OUR ADVICE

Our advice is to plan well ahead of fleet decisions to ensure you are not impacted by the longer lead times, if this is not an option then we will do all we can to fulfil your fleet's needs.

We have a skilled team that works closely with manufacturers and dealers keeping constantly up to date on stock availability.

## OUR WORK

Recently we have gone that extra mile for our customers by searching far and wide for vehicles that almost fit the brief and using our network of suppliers we managed to quickly have the vehicles converted to fully match the brief whilst still keeping within budget.

## OUR SUPPORT

If you are worried about the impact on shortages to your business, get in-touch with us at KINTO. We are a solutions based company, who will go above and beyond to find suitable vehicle solutions.



# EFFECTS OF LEGISLATION FOR SMALL VANS



Following EU Exit, contained within the Trade & Cooperation Agreement between the UK and EU the requirements from 21 May 2022, certain vans between 2.5t and 3.5t will need an operators' licence or they will be operating unlawfully and could face prosecution.

**The exact rules are yet to be finalised but we know that they will apply to:**

- vans or other goods vehicles;
- above 2.5t and up to and including 3.5t; and
- that carry goods for "hire or reward" internationally

If all of the above apply, you will need a standard international operator's licence from 21 May 2022 and to have a copy of a "UK Licence for the Community" when carrying goods abroad.

The UK government is yet to set out how the new rules will be implemented and I'm not ruling out the possibility that they could decide to apply them to international van operators on domestic journeys.

The new rules for vans only apply if you are carrying goods "for hire or reward".

In general, "hire or reward" means that you are carrying goods for, or on behalf of, someone else. This commonly applies if you are paid to move other people's goods about. If however you are only moving your own goods for your own purposes, this would usually not be classed as hire or reward.

This will impact only a small number of van operators but will mean those in scope will now need to comply fully with O' licence regulations, run tachographs and comply with drivers hours.

With limited guidance so far to work with it's a wait and see situation we are in. If you have concerns or would just like a general catch up reach out to arrange.



# KINTO STAFF TRAINING

Staff training plays an important role within KINTO. It ensures our staff are equipped to assist you with expertise and understanding of the vehicles they deal with on a daily basis. We recently invited some of our suppliers down to Lakeside in a small scale but necessary training event to give our staff the opportunity to get hands on with some more specialist vehicles we have on fleet.



James Cosgrove from System-Edstrom drove approximately 150 miles each way in a heavily racked and converted Vivaro-e to join our event, as well as Simon Pearson from CPL who eagerly demonstrated the 'Cherry Picker' he brought along. Both did an amazing job answering the many questions from staff that supplemented the training delivered later that day.

As the world opens up more the aim is to run many more events like this as we find them crucial to staff development.





## TOYOTA PROACE – REVIEW

I also did a review of the electric Toyota Proace last month.  
To read the full article, click below:

[FULL ARTICLE HERE](#)



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# CV EVENTS

## COMMERCIAL VEHICLE SHOW 2021 31 - 2 SEPTEMBER





# CV EVENTS

FULLY CHARGED OUTSIDE 3<sup>RD</sup>- 5<sup>TH</sup> SEPTEMBER 2021





# CV EVENTS

## THE EMERGENCY SERVICES SHOW

EVENTS COMING UP LATER THIS YEAR: FLEET & MOBILITY LIVE 5-6 OCTOBER & MULTIMODAL 19-21 OCTOBER







## A BIT MORE ABOUT ME...

If you are interested to find out more about my role at KINTO, my view on the industry's future and who I am outside of work [click here](#)





## TALK TO US

Here's how to get in touch with the KINTO team.



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[www.kinto-uk.com](http://www.kinto-uk.com)



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