

CHEVIN COMES OF AGE



Chevin Fleet Solutions recently celebrated its 18th birthday and over the last year the company has graduated with honours, as outstanding performance has seen exceptional growth, with revenues increasing by 40%.

Notable Milestone

Chevin's Managing Director, Ashley Sowerby, commented: "I am very proud of the fact that we have reached this notable milestone.

Over the past eighteen years, the company has gone from strength to strength and, in particular, the last twelve months has seen Chevin perform exceptionally well.

The company has grown from small, local roots here in Belper, into one of the global leaders in providing the most flexible management information systems for all types of transport operations.

Over 750 customers

With offices now in the UK, Ireland and the USA and a reseller network covering Africa, Asia and Australasia, our software is deployed in over 30 countries worldwide and we have over 750 customers using our systems globally.

We are confident that Chevin and our existing range of products will continue to offer our customers and prospective customers, ongoing stability, cost savings and peace of mind in an uncertain market.

Furthermore, we are also committed to the development of innovative new solutions, to continue to help to minimise fleet-related expenditure."

CHEVIN TIMELINE

- 1990** Chevin Computer Systems Ltd begins trading, single product - RoadBASE
- 1994** Chevin relocates to larger offices in East Mill, Belper
- 1996** ICRC Order, RoadBASE operational in 19 Countries worldwide
- 1997** Two NGO Systems installed in Angola
- 1998** Distributor established in Kenya, Easy-fleet launched
- 2000** Distributor established in Australia, Major Ugandan installation, RoadBASE Contract Management launched
- 2001** FleetWave launched, distributors appointed for Canada, Ireland and Nigeria/West Africa, 67% growth, BENELUX Market research campaign, launch of RoadBASE multi-lingual, workshop touch-screen system
- 2002** Chevin Fleet Solutions becomes new company name, new corporate identity launched, Chevin Fleet Solutions LLC begins trading in USA
- 2004** New website: www.chevinfleet.com launched
- 2007** New US office facility, expansion of UK offices
- 2008** Record year financially, Irish office opens, Chevin celebrates 18th birthday



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DON'T PAY THE PENALTY



Many fleets of vehicles, especially delivery and service vans and lorries, are major targets for parking tickets, commonly referred to as penalty charge notices (PCNs).

Frequently these vehicles are simply delivering goods or providing services at the time of receiving a PCN, but it is increasingly difficult for the services to be provided, especially in major cities, without drivers being at risk of getting a ticket or fine.

PCNS ISSUED IN ENGLAND AND WALES 2006

7.6 MILLION

(Source: Ministry of Justice)

TOTAL PCN COSTS IN UK

£1.3 BILLION

(Source: FTA)

COST TO COMMERCIAL VEHICLE OPERATORS

£500 MILLION

(Source: FTA)

PROCESSING AND APPEALING COSTS

£100 MILLION

(Source: FTA)

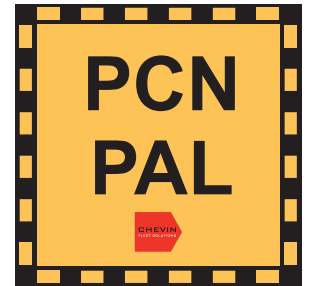
EQUALS A £600 MILLION PROBLEM

To help fleets achieve best practice for dealing with this increasing number of driver penalties, and to reduce PCN-related expenditure, Chevin Fleet Solutions can now offer a complete parking ticket management solution PCNPAL.

Chevin developed PCNPAL to help transport managers deal with the rising levels of administration from the increased number of PCNs being issued, and this parking fine management tool will assist in the monitoring, challenging and overturning of PCNs.

PCNPAL will enable fleets to:

- Reduce escalation charges
- Streamline processes and reduce administration
- Improve visibility of the PCN process
- Maintain accurate PCN codes and challenge validation criteria
- Centrally hold and maintain issuing authority details
- Manage the PCN Timeline; for example, appeal process tracking, case numbers, hearing dates and appeal results
- Maintain driver payments, date received / value paid details
- Measure full PCN cost and savings accountability
- Access easy to read reporting; daily, weekly and accrual reports are all available as standard functions



CHEVIN DELIVERS FOR 3663



3663 First for Foodservice is one of the UK's leading food service companies with sales of over £1.5 billion a year.

The company delivers quality ingredients, finished products and equipment to the catering industry.

3663's Fleet Support team manages over 1,000 trucks and 750 cars.

A key element to the 3663 FleetWave system is a module that was specifically developed to manage the large number of PCNs that the company receives when trying to deliver its food products.

- 3663 processes 1,000 PCNs per month
- Estimated annual cost of **£1 million**
- Previously PCNs managed at local level
- Structure now in place that all depots follow; process more manageable, information easier to obtain, all PCN data stored centrally
- PCN reports included; total amount of fines paid, identification of "hotspots" and top ten lists of any category, e.g. location, driver or vehicle
- Report data used to look into delivery locations and the restrictions in force, to identify alternative parking areas, or if deliveries could be made at different times, to not incur any further penalties
- By using PCNPAL, **3663 reduced its parking fines by 15 – 20%**
- This equals a saving of **between £150,000 and £200,000 per annum**





NEW IRISH OFFICE



Finbarr Stewart
Sales and Project Manager - Ireland

Due to continued growth and demand for its flexible fleet management information systems in Ireland, Chevin Fleet Solutions has recently opened a new office in Cork.

Finbarr Stewart, Sales and Project Manager - Ireland (pictured) commented:

"The opening of the new office will help to better serve our growing Irish customer base, in terms of both project management and implementation matters. The new office will also enable us to respond efficiently to new business development opportunities."

**Finbarr can be contacted on:
+353 (0) 21 234 8211 (finbarr@chevinfleet.ie)**

FLEETWAVE FOR LIMERICK



Limerick County Council
Comhairle Chontae Luimnigh

Chevin's new Irish office has recently had a major contract signing, with Limerick County Council's transport department selecting FleetWave to manage its fleet of over 100 mixed vans, road construction equipment, plant machinery and water services vehicles.

Limerick County Council is also responsible for over 3,500 kilometres of road, which includes the Local, Regional and National Road Network.

Pat Golding, Machine Yard Manager, commented:

"We have chosen FleetWave because it is internet based and versatile enough to manage our mixed fleet requirements."

*After a thorough review of the marketplace, **no other standard "off-the-shelf" fleet solution would fit our exact specification.***

The flexibility and comprehensive reporting ability was a major factor in Limerick County Council selecting Fleetwave over the others.

FleetWave will also be able to integrate with our future plans for the transport operation."

+353 (0) 21 234 8211 finbarr@chevinfleet.ie www.chevinfleet.ie

Welcome to our new customers including:

Volkswagen Group UK Ltd
Toyota Motor Manufacturing (UK) Ltd
Northampton Borough Council
Faber Maunsell
(for and on behalf of DfT and TfL)
Biffa Waste Services UK Ltd
Buildbase
Telindus
Highland NHS Trust

Babcock Defence Services
Isle of Man Government
Irish National Ambulance Service
Limerick County Council
City of Stamford, Connecticut
City of Moorhead, MI
Hargray Communications
State of South Carolina
Cox Enterprises



CHEVIN GOES TROPICAL



Tropical Shipping's Maintenance Departments are responsible for ensuring all of the company's 21,000 assets are in good working condition, so that customers are provided with the most efficient service.

Universal System

Recently, Tropical made the decision to replace its maintenance management system, with new software, FleetWave from Chevin Fleet Solutions, which is now used as a universal system in all locations.

The goal of the project was to obtain a maintenance management system that would provide a global view of what was happening in all locations. The chosen system would then help Tropical to stay competitive in the market and ensure service reliability and superior asset utilization.

Therefore, the flexible, browser-based nature of Chevin's FleetWave software system was the perfect fit for Tropical's specific requirements.

By having an automated system, Tropical would be able to track equipment maintenance and fuel costs to operate the equipment, better manage the inventory of spare parts, and plan employees' work schedules to make the best use of their time and efforts.



Back Row: Lou Manz, Craig Lasch, Reggie Kelley, Rick Spohn, Don Jones.
Front Row: Donna Reilly, Joe Poznick (Chevin) & Dale Butler

Data Integration

The FleetWave system also needed to be able to integrate with other Tropical systems such as Peoplesoft, T-Link and TRAX.

This would help to track equipment movements, fuel cost and the inventory of parts. FleetWave also provides information for the purchasing of new parts.

Maintenance work orders are automatically created from T-Link for damaged equipment identified ship-side, or at the in-gate and T-Link is also creating work orders for equipment requiring pre-trip maintenance.

Fuel usage and costs are being transferred from TRAX for selected assets and parts issued to a work order and parts' costs are automatically updated from Peoplesoft.

By using this data from both T-Link and Peoplesoft, FleetWave tracks more than 21,000 company-owned and leased assets.

In addition, with the FleetWave system, some maintenance employees no longer have to complete paper work orders as they have been trained to use new electronic handheld devices.

These include a barcode scanner, custom screens for fuel, pre-trip information, work orders, parts, and even a cell phone when maintenance is performed off Tropical's premises.

While some employees do remain with the more traditional paper work orders, revised standard coding for matters such as failure reasons and action codes will allow the identification of high maintenance cost assets for future procurement and disposal decisions.



Back Row: Todd Welsh, Jeremy Benoit, Ross Hunton, Sandra Effertz, Craig Drys
Front Row: Patrick Tsang, Geoffery Salbert, Dean Richards, Ray Daugherty, Richard Borrmann, Richardo Charlton, Ray Monzon

Advanced Planning

The Maintenance Department has reorganised to have a central planning centre versus individual department coordinators. This will allow advanced planning of preventative maintenance (PM) and associated PM parts fulfilment weeks before the actual work is completed.

Critical PM status for each type of equipment can now be viewed for all shop locations using a single dashboard on the FleetWave home page, offering instant global visibility.

This dashboard also includes: Asset Counts, Fuel Cost, Work Order Status Cost for Labour and Parts, Age of Equipment, Accidents and Warranty Claims.

More Efficient

The new FleetWave system provides the company with updated technology, allowing Tropical to complete maintenance tasks in a more efficient manner.

It helps supply chain effectiveness by saving the company time through improved planning of scheduled work and ensuring the parts inventory matches the work plan.

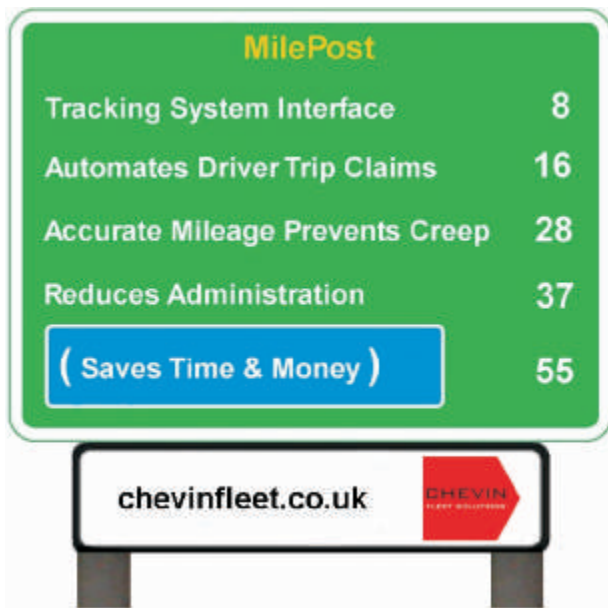
And by being an automated system, it creates accountability, while at the same time increasing efficiency by eliminating wasted resources.

In addition to these many benefits, FleetWave ultimately lowers costs and assists with decisions such as equipment replacements.

By having FleetWave as a universal maintenance management system, Tropical will be able to maintain its competitive edge and continue to make progress in obtaining its strategic initiatives.



CHEVIN GOES THE EXTRA MILE



"Telematics systems need to be integrated with software systems to achieve full effect." *Fleet World Magazine Oct 2008*

Seamless integration

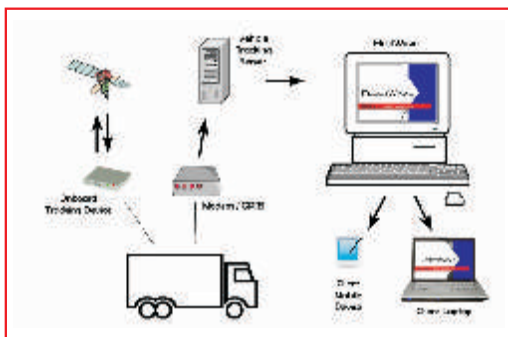
MilePost is a new development from Chevin Fleet Solutions which harnesses the ability of FleetWave, Chevin's award-winning browser-based fleet management software system, to seamlessly integrate with third-party telematics applications.

Chevin's Managing Director, Ashley Sowerby, commented: "Chevin has developed MilePost in response to customer demand, to allow for third-party vehicle tracking products to interface easily with FleetWave.

Increasing numbers of our clients are using telematics packages as they appreciate the benefits that these products can have for their transport operation, but they also understand that to realise their full potential, these systems need to be integrated with an enterprise fleet software solution, such as FleetWave.

Save Time & Money

There are numerous benefits available from the MilePost interface. For example, the automatic population of FleetWave with the most accurate "live" vehicle mileage data will allow fleet operators to reduce the time they spend in having to deal with the back-office administration of driver trip expenses and business mileage claims, saving both time and money.



MilePost clearly identifies for fleet operators genuine and accurate private and business mileage splits for drivers, which allows managers to eliminate any claim "creep."

For example, if drivers typically 'round-up' or overstate their business mileage claims by as little as 10 miles per day, multiplied into an annual figure and then across a fleet of 100 vehicles, the excess claim is more than a quarter of a million miles.

Considering that the standard whole life cost of a typical fleet car is 40 pence per mile, the potential cost saving would be over £100,000.

From an occupational road risk management perspective, the accurate mileage verification of MilePost will allow for more effective service scheduling, ensuring that vehicles are safe to drive and will also help compliance with Corporate Manslaughter and Duty of Care legislation. Allied to the increased visibility of all vehicles on the fleet, this substantially enhances fleet safety.

However, the real added value of MilePost is the instant availability, and dissemination of, the imported vehicle tracking data from within FleetWave to many other associated departments across the enterprise, such as service workshops, HR, finance or payroll.

Global visibility

The information now available through FleetWave gives the user global visibility of all the elements associated with the transport operation, not just the data available from a tracking system.

FleetWave is the ultimate proactive data consolidation hub - offering an electronic interchange with: fuel card suppliers, HR systems, finance / payroll packages and service suppliers. With MilePost, the automatic population of FleetWave with the most precise, "live" vehicle tracking data available can now be added.

With KPI reporting tools available via the home page digital dashboard to offer better visibility for the whole enterprise, businesses can easily interpret all the available and relevant operational data and quickly identify any potential problems or seize opportunities.

So the MilePost solution will give fleets the accurate monitoring of business mileage, fuel usage and individual mpg analysis, which is crucial.

Goes the extra mile

But it also enables FleetWave to go the extra mile for businesses, across many other associated departments, by creating instant workflows and streamlining processes, thereby reducing administration time and reducing costs even further."

Friday, 19 September 2008								
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CHEVIN SETS THE BENCHMARK



Measuring performance is an important process for any modern day transport operator, but to fully understand how your operation compares to that of your peers, benchmarking is essential.

Transport operators can now externally and anonymously compare their fleet operation with others via On Line Benchmarking (OLB) - a ground-breaking new pilot system provided FREE by Freight Best Practice, funded by the Department for Transport and powered by Chevin Fleet Solutions.

There are many tools available for transport operators to benchmark their fleets internally, but none that can compare fleet performance with other operators and differing sectors within the industry.

Industry-First

The industry-first On Line Benchmarking system will be:

- FREE to use and Internet-based
- Able to compare 10 key KPIs, including MPG and Safety
- Anonymous and will only allow secure data transfer
- Able to provide instant results comparisons

Initially, the pilot scheme will be targeting the trunking & aggregates transport sectors; however, other sectors can participate. In terms of vehicle size, the system will cater for any vehicle above 7.5t GVW.

The FREE to use, Internet-based system will allow a transport operator to enter the following details:

- Company Contact Details
- Vehicle registration number
- Vehicle type (rigid, artic, drawbar)
- GVW as per vehicle excise duty category
- Main operational type of vehicle (urban, dual carriageway, motorway)
- Details on fuel efficiency interventions currently used
- Transport Sector
- Geographical location
- Body / Trailer type

The transport provider will input key data, in order to generate reporting outputs, such as:

- Mileage travelled as per odometer reading
- Fuel consumption in litres or gallons
- Number of incidents per 100,000 miles
- Others relating to vehicle fill, time and deliveries

Key Data & reports

Key reports to be generated by the system will include:

- MPG
- % Vehicle Utilisation
- Time Utilisation
- Safety
- % Empty Running

For more information and to register your interest in the scheme, visit: www.fleetwave.com/olb

CPC TO IT AWARD WINNERS



Chevin Fleet Solutions has developed a specific software module dedicated to managing the administration of Driver CPC.

Driver Certificate of Professional Competence (Driver CPC) is a new qualification that professional lorry, bus and coach drivers will be required to hold in addition to their vocational driving licence if they wish to drive professionally.

The legislation came into force across all European Union member states on **10th September 2008** for bus and coach drivers and will come into force on **10th September 2009** for lorry drivers, and is aimed at not only improving the knowledge and skills of LGV and PCV drivers when they start work, but also at ensuring these skills are maintained and developed throughout their working life.

In order to maintain their Driver CPC, all category C and D licence holders (including C1 and D1) will be required to undertake 35 hours of periodic training every 5 years.

Chevin's specially designed Driver CPC Software Module will provide transport operators with:

- A comprehensive database of drivers, including; full personal details, individual CPC status, training attendance dates etc
- Specific Driver CPC Reporting capabilities
- The ability to highlight exceptions and issue reminders and alerts



Chevin Fleet Solutions' FleetWave software system has been commended in the IT / Communications Product of the Year Category at the 2008 Green Fleet Awards and the company was also highly commended in the Technology Category at the 2008 Fleet World Awards.

David Hart, Marketing Manager, commented: "For the second successive year, the GreenFleet judges recognised Chevin as true innovators in the field of green fleet management.

Environmental "best-practice"

The judges identified that FleetWave helps transport managers to manage their fleets from an environmental "best-practice" perspective in numerous ways.

The Fleet World commendation was for the Environmental Impact Report Module contained in Chevin's fleet software.

This module offers transport managers the ability to see 'at-a-glance' the environmental impact of their fleets, enabling them to measure performance against pre-set targets and reduce pollution.

Once again, Chevin has been recognised as being at the cutting edge of technology for the fleet industry and our innovative solutions always help clients reduce the environmental impact of their transport operation, reduce their costs, reduce their risk profile and reduce their administrative burden."

IF YOU HAVE ANY QUESTIONS, QUERIES, RESPONSES TO THESE ARTICLES OR WANT TO RAISE A SUBJECT IN THE NEXT ISSUE, PLEASE CONTACT:
DAVID HART - CHEVIN FLEET SOLUTIONS, EAST MILL, BELPER, DERBYSHIRE DE56 2UA UK
 TEL: +44(0)1773 821992 FAX: +44(0)1773 829910
 DAVID.HART@CHEVINFLEET.COM WWW.CHEVINFLEET.CO.UK