

total motion
vehicle management

Vehicle Monitoring Survey

Q3 2006



driving to a new dimension

TOTAL MOTION VEHICLE MONITORING SURVEY

Q3 2006

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Total Motion Vehicle Management

INTRODUCTION

The results of the Total Motion Vehicle Monitoring survey are obtained from the appraisals of company drivers and vehicles driven on company business conducted on clients' behalf through Total Motion's Vehicle Monitoring service. Physical checks of the vehicles and the drivers' documentation are undertaken on-site by industry-qualified engineers.

Since the third quarter of 2005, checks have been conducted on 4,768 vehicles, including 2,779 company-owned and 1,989 privately-owned/cash for car vehicles.

SUMMARY

Cumulative results to the third quarter of 2006 show a continuing and, in most cases, worsening trend. Since the survey began in July 2005, almost a quarter of all vehicles driven on company business have been found to be unroadworthy and 39% have not been properly maintained. The results continue to be worse for privately owned / cash for car vehicles than for company owned vehicles.

The percentage of company drivers without proper insurance or a valid driving licence has also been increasing.

The key issues appear to be driver attitude and effective fleet management.

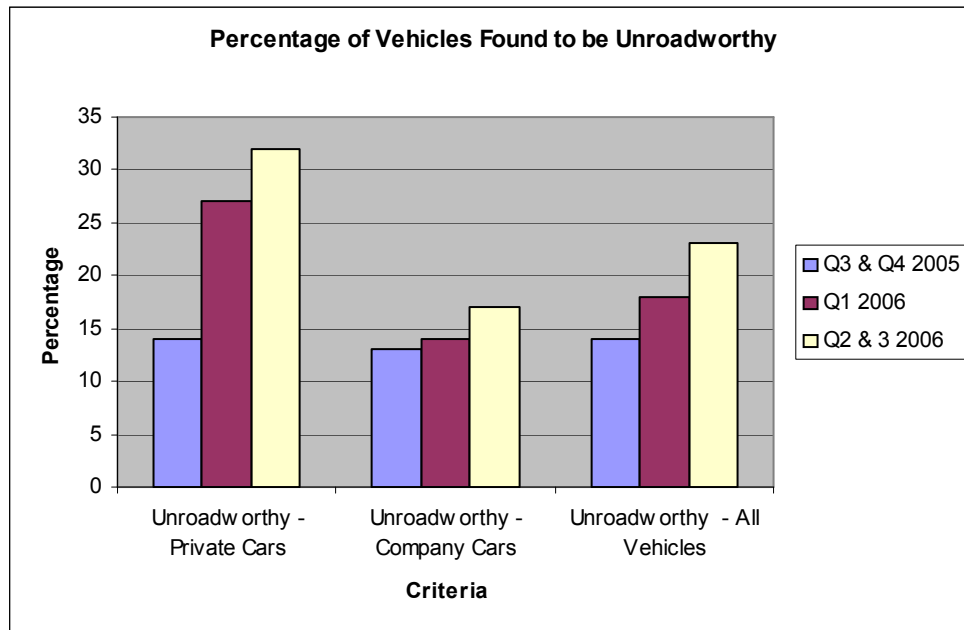
Only 11% of drivers make regular safety checks on their vehicles, although more than half are prepared to lie to say that they have. 19% admit to driving while believing themselves to be over the alcohol limit and 64% say even driver training would not make them change their habits.

It also seems that many companies are not promoting or enforcing safe driving practices. 35% of drivers were unaware that their company even had a fleet policy and more than half said the people responsible for their fleet did know what they are doing. However, if penalties were introduced were damage or unnecessary wear etc, 84% said they would take better care of their company vehicles.

The impact of introducing more stringent monitoring and enforcement policies can clearly be seen by the comparison of the findings of fleets using Total Motion driver support services.

RESULTS

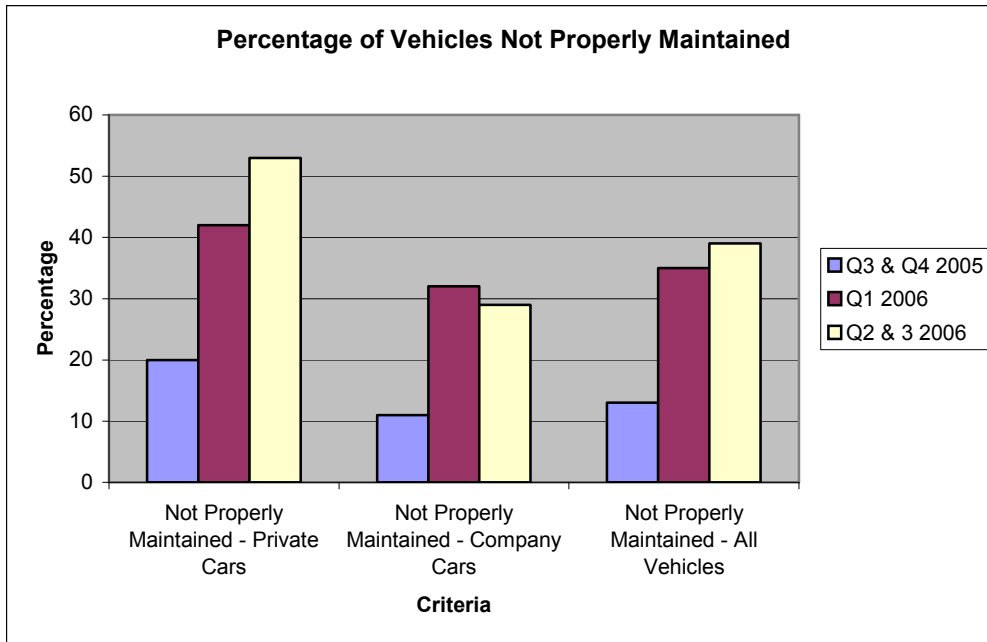
1. Percentage of Vehicles Found to be Unroadworthy



Vehicles were physically checked and declared to be unroadworthy based on a number of criteria including defective brakes, illegal tyres, low oil levels etc.

- The percentage of private vehicles found to be unroadworthy has risen to 32%.
- The percentage of company vehicles found to be unroadworthy has risen to 17%.
- The percentage of all vehicles driven on company business found to be unroadworthy has risen to 23%.

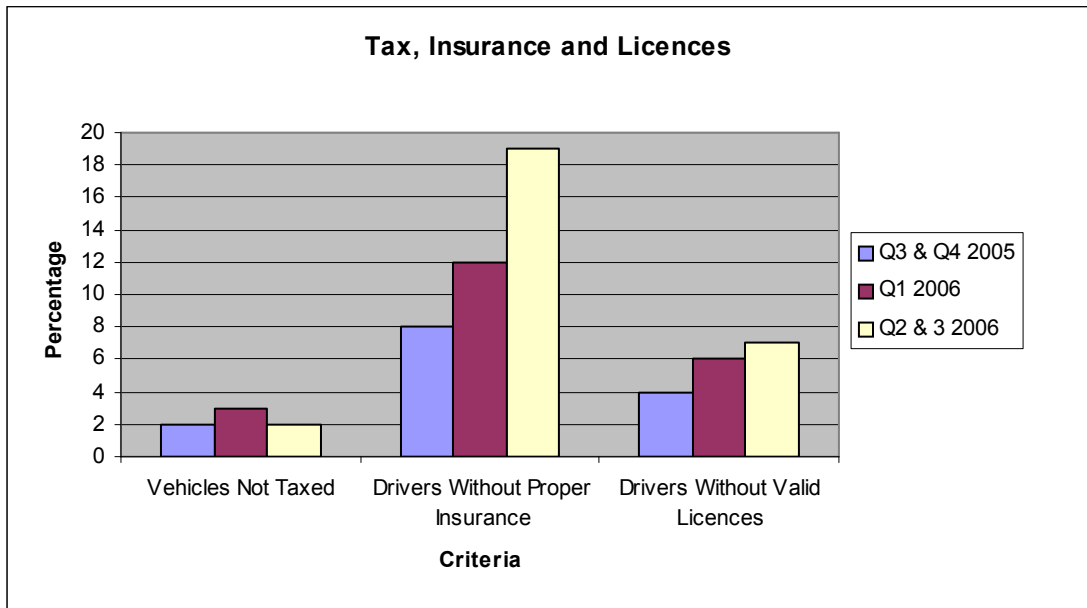
2. Percentage of Vehicles Not Properly Maintained



Vehicle maintenance was assessed according to manufacturers' service schedules using service log books and physical checks.

- The percentage of private vehicles found not to be properly maintained has risen to 53%.
- The percentage of company vehicles found not to be properly maintained has fallen slightly to 29%.
- The percentage of all vehicles driven on company business found not to be properly maintained has risen to 39%.
- 18% of all vehicles also had unreported damage that was the result of negligence.
- 84% of drivers said they would take better care of their company vehicles if they were penalised more for any damage or unnecessary wear.

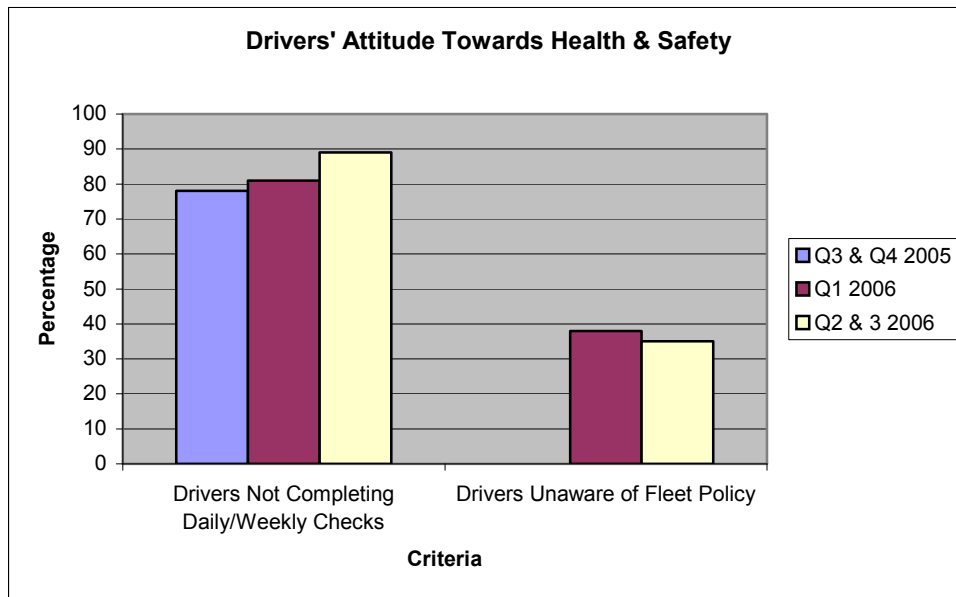
3. Tax, Insurance and Licences



Physical checks were conducted on the vehicle's tax disc and on the driver's licence and insurance documentation.

- The percentage of vehicles without an up-to-date tax disc has fallen slightly to 2%.
- The percentage of drivers using their own vehicles on company business without the correct insurance has risen to 20%.
- The percentage of drivers without a valid driving licence has risen to 7%.

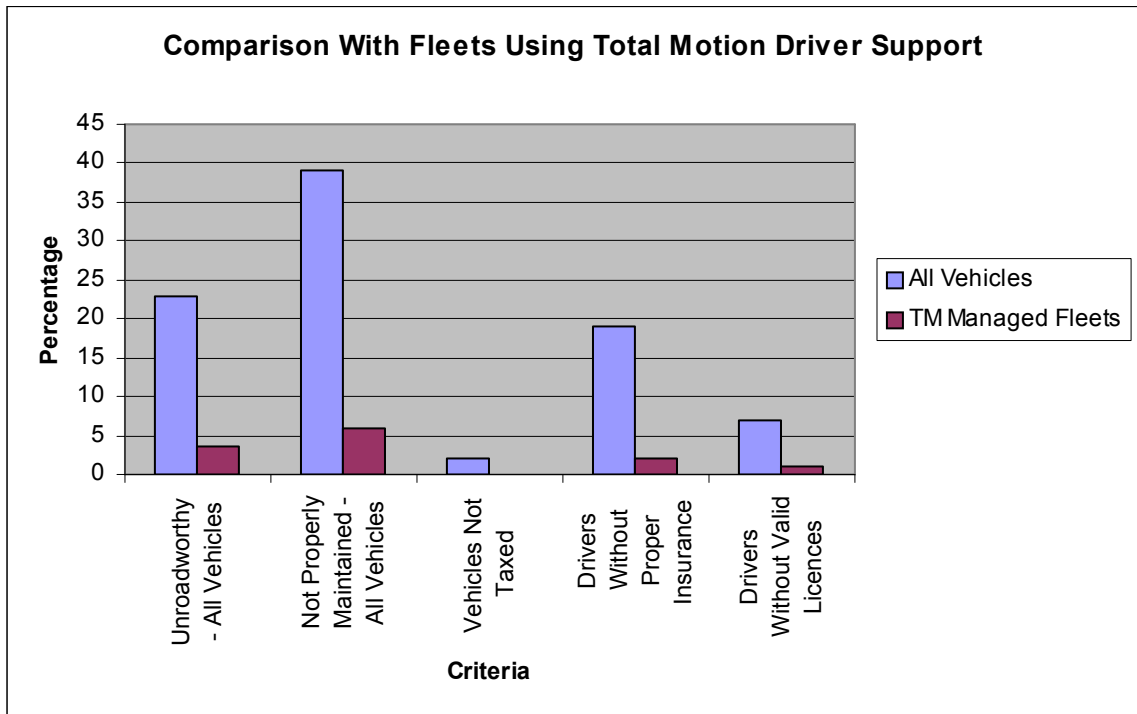
4. Driver Attitude Towards Health & Safety



Drivers were asked a number of questions related to their knowledge and understanding of driving-related health & safety issues and the company's fleet policy.

- The total percentage of drivers admitting to not completing daily/weekly checks on their vehicle has risen to 89%.
- 52% said that even if they were monitored on making the checks, they would tick to say they had carried out the checks without actually doing so.
- 64% of drivers think that on the road training is a waste of their time and that it makes little or no difference to the way they drive.
- 19% of drivers admitted driving while thinking that they might be over the drink/drive limit.
- 35% of all drivers were not aware of a fleet policy (even though their company had one)
- 57% of drivers thought the people responsible for their company's fleet were not managing it effectively.

5. Comparison of All Vehicles with Fleets Using Total Motion Driver Support Services



The total results of the survey were compared with the findings from the 800 vehicles (392 Company / 418 Private) in fleets using Total Motion driver support services, including ongoing vehicle and driver monitoring, maintenance, road tax and insurance reminders and monthly fleet management reports. The results clearly demonstrate the impact of stricter enforcement and penalties.

- 3.5% of vehicles supported by Total Motion were found to be unroadworthy, compared to 23% of all vehicles surveyed.
- 6% of vehicles supported by Total Motion were found not to be properly maintained, compared to 39% of all vehicles surveyed.
- 0% of vehicles supported by Total Motion were untaxed, compared to 2% of all vehicles surveyed.
- 2% of drivers supported by Total Motion were found not to have proper insurance, compared to 19% of all drivers surveyed.
- 1% of drivers supported by Total Motion did not have valid licences, compared to 7% of all drivers surveyed.

CONCLUSIONS

The Total Motion Vehicle Monitoring Survey (Q3 2006) shows that the percentage of both private and company owned vehicles that are unroadworthy or improperly maintained is continuing to rise. The number of company drivers without valid licences or insurance is also increasing.

The problems appear to stem from driver attitude and the lack of any effective fleet management or enforcement. Even where drivers are aware of the fleet policy, they do not appreciate the need to change behaviour and are prepared to lie rather than conduct simple safety checks, unless they are forced to do so.

However companies do not seem prepared to give fleet managers the necessary powers to penalise drivers and enforce health and safety. In fact, more than half the drivers questioned believed that the management of their fleet was left to people without the knowledge and experience to do the job properly.

Total Motion believes that the only way to correct these worsening trends and improve road safety is through enforcement. Companies must force their drivers to change their behaviour through more stringent policies, monitoring and penalties. Companies must be forced to introduce such measures through prosecutions of those that fail to comply with driving at work health and safety legislation.

This view is supported by the comparison of the findings from fleets using Total Motion driver support services with those managed by the operators themselves or by leasing or contract hire/leasing companies. Results from the former demonstrated significant improvements through more proactive management and monitoring.

TOTAL MOTION VEHICLE MONITORING

Total Motion is an independent vehicle management company that provides complete, bespoke solutions for financing, maintaining and managing fleets for organisations operating from 15 to in excess of 1,000 vehicles.

Established in Leicester in 1998, it works with more than 300 client companies, mainly in the Midlands, operating 9,000 vehicles across the UK and overseas.

It introduced its Vehicle Monitoring Service in 2005 to help fleet managers meet their duty of care responsibilities under driving-related Health & Safety legislation.

On behalf of clients, industry-qualified field engineers undertake appraisals on all cars driven for business purposes, including company-owned, cash for car or private vehicles. The appraisals can be conducted on a random or scheduled basis, and include checks on the vehicle's roadworthiness, service history and documentation, and the driver's licence and insurance. Completed appraisal forms are submitted to the fleet manager within 24 hours or Total Motion will deal with urgent issues on the spot, including confiscating company vehicles.

For further information, please see www.totalmotion.co.uk

TOTAL MOTION VEHICLE MANAGEMENT

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