



## **SAFED for Vans Trainer Bulletin - October 2008**

### **Temporary Increase to company training limit**

For a limited period only the standard maximum number of part-funded places that companies can benefit from has been **increased from 20 to 50 drivers**. This means that companies that have previously benefited from having 20 drivers trained on a part-funded basis can now receive further part-funding for **up to 50 drivers**. Trainers should contact clients that have reached the previous cap of 20 to find out whether they would like to take advantage of the additional part funded places.

**N.B. WE ONLY HAVE APPROVAL FOR THIS INCREASE TO APPLY TO TRAINING DELIVERED BEFORE 31<sup>ST</sup> JANUARY 2009. AFTER THAT TIME IT IS LIKELY THAT IT WILL REVERT BACK TO 20 PLACES PER COMPANY.**

It may be possible to permit numbers above 50 – this will depend on the size of the company's fleet and their commitment to purchasing additional SAFED places at the full commercial rate. Please contact us to check the situation for specific clients that may be interested before you commit to numbers above 50.

Don't forget, purchase orders will need to be increased to cover any additional training that has been arranged. Please contact Darren Trotter on 0870 190 8205 or by e-mail [darren.trotter@aeat.co.uk](mailto:darren.trotter@aeat.co.uk) to arrange an increase to your purchase order or to check the maximum number of part-funded places available for your clients.

### **SAFED for Vans approaches key milestone**

The SAFED team are eagerly anticipating the successful completion of the 10,000<sup>th</sup> van driver on the programme since it began in 2005. The database is being monitored and as soon as the 10,000<sup>th</sup> driver's results are fully entered, we will contact the training provider. We will produce a press release on this event which we expect to generate publicity for SAFED and the trainer concerned.

In order to ensure that you're in with a chance of featuring in this story, please input training results into the database as soon as possible after training is completed.

For more information on this story, or if you have other SAFED news that you think might help to promote the programme please contact Tonia Smreczak (Marketing) on 0870 190 3876.

**SAFED exhibiting at the Fleet Van Conference – Motorcycle Museum, Birmingham  
2<sup>nd</sup> December 2008**

## **Sales support information**

As part of the SAFED Training Provider of the Year 2007/8, some general tips and guidance relating to selling SAFED training places were collated using feedback from several trainers who have been particularly successful in this area.

You can now download from the trainers' secure area on the website. You may find this useful to refer to when considering how best to use your sales time/resource. We are always interested and ready to feedback to the trainer network any of your hints and suggestions and will update this document as and when you contact us with them. Please let us know and we will update the document on an ongoing basis.

For sales support, guidance or the provision of additional marketing materials please contact Darren Trotter (Training Network Co-ordinator) on 0870 190 8205.

## **SAFED news and events**

SAFED techniques proved to be the key success factor for a team from AEA in the GreenFleet Capital Fuel Challenge in July.

Two SAFED trained drivers took to the streets of London in a Citroen C2 Diesel van to compete against 23 other teams in an ambitious treasure-hunt challenge in which participants had to negotiate their way across London to pick up objects from four checkpoints, travelling a minimum of 24 miles. Winners were selected from teams who achieved the best results for producing as little CO<sub>2</sub> as possible and using the least energy

Using SAFED techniques the team achieved a place in the top five of the Private Sector category and also came top for diesel vehicles in the same category, despite having travelled an additional two miles more than the next best performing diesel entry.

SAFED also sponsored the GreenFleet Fleet Manager of the Year 2009 at the GreenFleet Awards. The Department for Transport presented the award, which went to EDF energy. Driver training and SAFED received several mentions throughout the evening from various organisations for whom this has been a successful part of their environmental strategies.

## **DfT Vans Best Practice Pilot**

DfT have recently announced funding for the Vans Best Practice Pilot programme. The pilot will be used as the foundation to develop products and guidance notes that will help van fleet operators save money.

Research, interviews and discussion forums with people in the industry are being combined to ensure accurate final guides are produced. Key issues such as telematics and the Corporate Manslaughter Act will be tackled, and comprehensive advice is being composed.

This programme is also being managed by AEA on behalf of the DfT, therefore, if there are organisations that you believe would like to contribute to this programme then please contact Rob Anderson: [robert.s.anderson@aeat.co.uk](mailto:robert.s.anderson@aeat.co.uk) or by phone: 0870 190 6024.