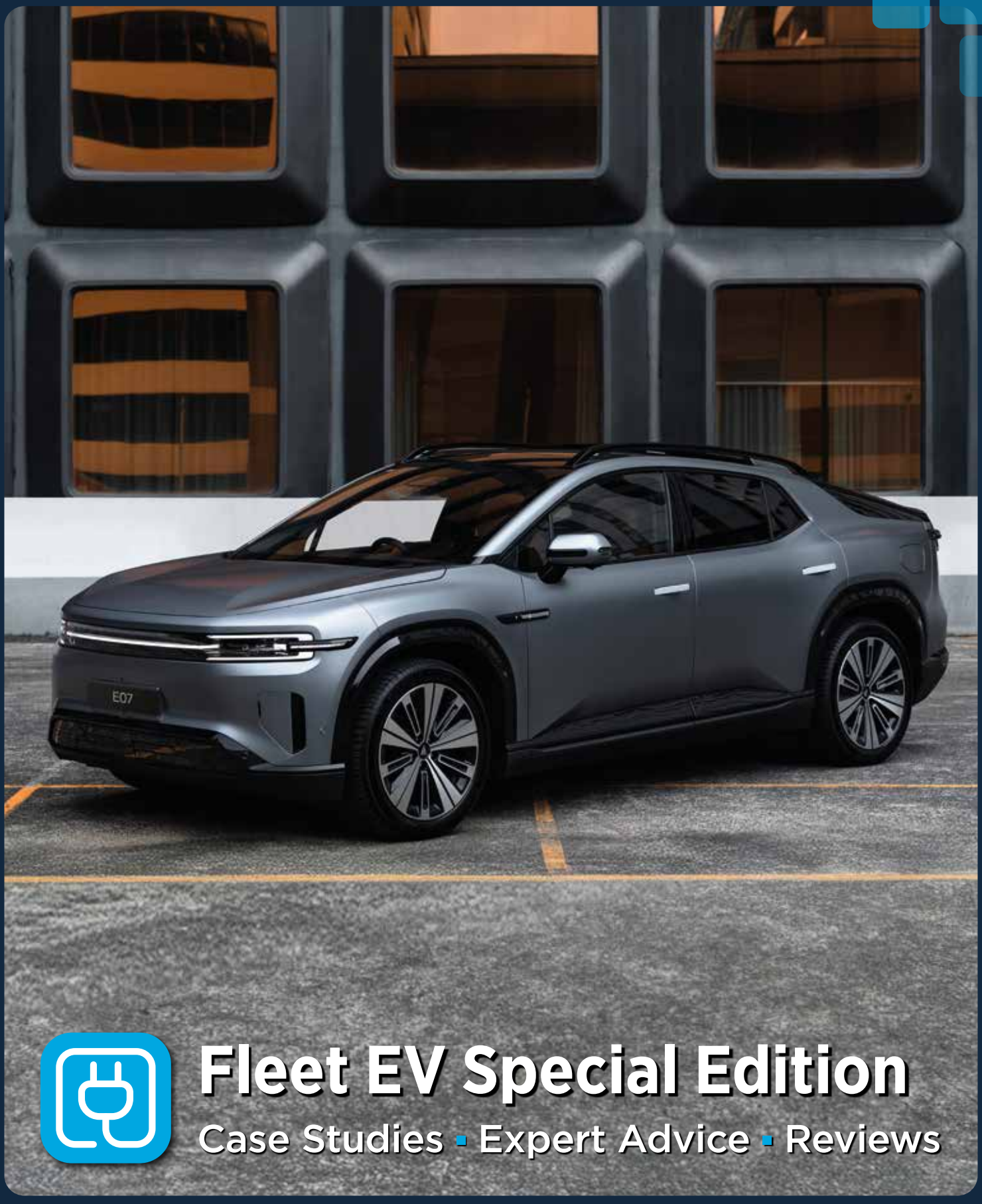
Fleet NEWS GROUP

ALL THINGS FLEET



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*Fuel savings based on internal testing comparing the Hybrid Electric model to an equivalent Diesel model. Actual results will vary depending on the application of the vehicle and how it is driven.

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Which E Are You Chasing?

In fleet circles, one question matters most right now: ***which E are you chasing?*** Is it emissions reduction, or is it electric vehicles?

Too many organisations rush to buy EVs because it looks like the obvious solution. But without a plan, those purchases risk becoming costly trials that don't deliver the real outcome: lower emissions.

Electric vehicles are part of the answer, not the whole solution. Hybrid powertrains, biofuels, better utilisation and right-sizing the fleet all play a role. The key is clarity. If your organisation has a goal to be "net zero by 2035" or "cut emissions by 50 percent by 2030", then the fleet strategy must align with that bigger picture.

When alignment is clear, everything changes. It stops being just a fleet project and becomes an organisational initiative with executive and financial support. That makes procurement easier, investment more secure, and the results more measurable.

For Fleet Managers, the starting point is simple: build a plan. A Fleet Transition Strategy that maps out how emissions will be reduced across cars, trucks, and plant. Factor in whole-of-life costs, infrastructure needs, training and technology mix. It doesn't need to be perfect, but it does need to be clear and staged.

This issue of All Things Fleet is packed with insights, case studies and expert opinion to help your organisation work out the answer to that question — ***Which E?***

So, which E are you chasing? If it's emissions, you'll make smarter decisions and reach your targets. If it's just about EVs, you'll miss the bigger goal.

The message is simple: start with strategy, not with the shiny badge on the bonnet.

Happy reading! Marc Sibbald

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Inside

Make Smarter **EV Decisions**

IPWEA FLEET

FAMP: The Foundation for Smarter EV Decisions

Fleet Managers face increasing pressure to reduce emissions, improve efficiency and justify costs. While many organisations rush to commission separate Electric Vehicle Transition Plans, the IPWEA Plant and Vehicle Management Manual (PVMM) points to a smarter place to start – the Fleet Asset Management Plan (FAMP).

Fleet Management in Context

Fleet management doesn't happen in isolation. As the PVMM explains, it must sit within the wider organisational framework, aligned to corporate strategy, community expectations and service delivery needs.

For local governments, utilities, corporates and contractors, the fleet is not just a collection of assets – it's a tool to deliver services. That means the way vehicles are acquired, maintained and retired should always reflect organisational goals. Increasingly, those goals include sustainability, carbon reduction and compliance with changing legislation.

Why the FAMP Matters

The PVMM identifies two key documents for fleet planning: the **Fleet Asset Management Plan (FAMP)** and **the Fleet Business Plan**.

The FAMP is long-term – typically 10 years – and details how the fleet will deliver required service levels in the most cost-effective way. Built around ISO 55000 asset management principles, it covers:

- **Future demand** – what services the fleet will need to deliver, including the impact of new technology.
- **Lifecycle management** – how assets are specified, acquired, maintained, replaced and disposed.
- **Financial planning** – capital and operational budgets, backed by replacement modelling.
- **Risk management** – covering safety, operational, regulatory and financial exposures.
- **Improvement programs** – ensuring data quality and reporting improve over time.

By embedding this level of planning, organisations already have a framework in place to assess when and how electric vehicles should be adopted.

Linking EVs to Organisational Goals

Too often, EV transition plans are developed as bolt-on strategies. The PVMM approach is different. It says fleet planning should always flow from organisational objectives.

If the corporate vision calls for net zero by 2030, the FAMP becomes the roadmap for how fleet assets contribute to that target. Instead of a stand-alone EV plan, the FAMP shows:

- Which vehicles are best suited for early transition based on utilisation and duty cycle.
- The budget impacts of shifting from ICE to EVs, including charging infrastructure.
- Risks associated with technology change, supply chains and resale values.
- The service levels that must be maintained during transition.

This integrated view avoids duplication and ensures fleet decisions are tied to broader business outcomes rather than isolated targets.

EV Readiness Through Maturity

Organisations with mature fleet management practices already have a routine of reviewing and updating their FAMP annually. That maturity means they can add EV considerations seamlessly – updating replacement schedules, adjusting capital plans and mapping charging infrastructure in the same document.

For less mature organisations, the process of developing a FAMP provides the foundation needed before tackling EV adoption. Without it, there is a real risk of making short-term or politically-driven decisions that fail to deliver value over the vehicle lifecycle.

The Lifecycle Approach

The PVMM emphasises lifecycle thinking as a cornerstone of best practice fleet management. That's particularly important with EVs, where capital costs, running costs and residual values differ significantly from ICE vehicles.

A FAMP allows Fleet Managers to compare these costs in a structured way. For example:

- **Acquisition** – EVs may require higher upfront capital, but benefit from rebates or tax advantages.
- **Operation** – energy, servicing and downtime can be modelled to show cost savings.
- **Replacement** – optimum changeover points may differ as battery performance improves.
- **Disposal** – resale markets for EVs are emerging, with risks around battery degradation.

By running these comparisons through the FAMP process, fleet decisions are based on evidence, not assumptions.

Leadership and Commitment

The PVMM also draws directly from ISO 55001, stressing the role of leadership in asset management. For EV adoption, this means top management must demonstrate commitment – setting policy, aligning fleet with sustainability objectives and promoting collaboration across finance, operations and procurement.

In practice, this might mean:

- Establishing a corporate emissions reduction policy.
- Funding charging infrastructure in long-term financial plans.
- Training procurement teams to specify EVs correctly.
- Ensuring drivers and operators are consulted on vehicle suitability.

Practical Steps for Fleet Managers

For organisations just starting, the PVMM suggests a staged approach:

1. **Develop or update your FAMP** – document the current fleet, service levels, replacement plans and budgets.
2. **Map organisational goals** – align the FAMP to net zero targets, corporate strategy and stakeholder expectations.
3. **Model EV scenarios** – use utilisation and lifecycle data to test where EVs fit best.
4. **Engage stakeholders** – finance, operations, drivers and community all need a voice.
5. **Review annually** – update the plan to reflect changes in technology, policy and costs.

The Smarter Path Forward

The push to electrify fleets can feel overwhelming. But rather than creating a separate EV roadmap, the PVMM approach demonstrates that the **Fleet Asset Management Plan is the ideal place to start**.

Organisations with a well-developed FAMP are not just better prepared for EVs – they are also more resilient, cost-conscious and strategically aligned. For Fleet Managers, it's a reminder that the fundamentals of asset management remain the best guide through times of technological change.

For more information about Fleet Management best practice, refer to the IPWEA Plant and Vehicles Management Manual (PVMM).

A Multi-Pathway Approach

Toyota's Multi-Pathway Future

In an exclusive interview with Fleet News Group, Toyota Australia Vice President Sales, Marketing and Franchise Operations, Sean Hanley, says fleet customers remain central to the brand's success, and its strategy for low and zero-emission vehicles is firmly built on a multi-pathway approach.

Fleet at the Core

Fleet buyers have long been a cornerstone of Toyota's business in Australia. Reliability, resale value, and national dealer support are the attributes that keep organisations returning.

"What sells Toyota isn't just how we launch a car," Mr Hanley said. "What sells Toyota is its reliability. People see them as a reliable proposition five years later. They know they can service those cars, get parts for them, and they know there's a Toyota dealer within reach almost anywhere in Australia."

That reputation matters deeply to fleets, where total cost of ownership and uptime are paramount. Mr Hanley is clear that Toyota's role is not just supplying cars, but delivering long-term certainty.

More Than One Road to Zero

When asked about Toyota's stance on electrification, Hanley didn't hesitate: "Toyota has had a very clear strategy from the start – a multi-pathway solution."

For Toyota, the logic is simple. Australia's fleet customers are diverse: some operate urban cars with low daily mileage, others run heavy-duty vehicles in regional and mining environments. A single technology won't meet all these needs.

"BEVs will play a role, but they're not the silver bullet," Mr Hanley said. "Not all BEVs will be suitable for all fleets and all uses. That's why we're investing in multiple technologies. One solution won't fit all."

Practical Choices for Fleets

For fleets, the conversation always comes back to application. "If you're a city driver or a fleet of small passenger vehicles doing low mileage, BEVs make sense," Hanley said. "But if you're a mining company or a regional operator, battery technology might not yet be practical. That's why hybrids and plug-in hybrids are perfect for fleets."

Residual value is another critical factor. "Hybrids are holding their value very well, which makes them advantageous for fleets. Plug-in hybrids will follow, as range increases and charging times come down. They give you the best of both worlds: EV range for city driving, and no range anxiety for longer trips."

Toyota's discipline on pricing also supports fleets. "We still have to be competitive, but we're also responsible in the way we bring cars to market," Mr Hanley said. "The idea that you launch a car on Monday and drop the price on Wednesday is not a good formula for resale. As long as hybrids remain popular and priced right, resales will stay strong."

The Role of Hydrogen

Hydrogen holds a special place in Toyota's vision. "Hydrogen fuel cell is a really credible technology for heavy commercial vehicles," Mr Hanley said. "You get range, you get towing, and

> HYDROGEN FUEL CELL IS A REALLY CREDIBLE TECHNOLOGY FOR HEAVY COMMERCIAL VEHICLES

it's zero-emissions. The only thing preventing that technology right now is infrastructure and cost. But over time, infrastructure will build and costs will come down. And the reality is Australia can make plenty of green hydrogen."

For industries like mining, hydrogen could be a game-changer. Toyota is already running trials with fleets across different applications, from underground vehicles to staff transport. "Battery technology has its place, but it's not always practical. Hydrogen will have a role to play, particularly in heavy duty and long-range fleets."

Navigating NVES

With the Federal Government's New Vehicle Efficiency Standard (NVES) set to reshape the market, Toyota is supportive but realistic.

"Our intent has always been to support NVES," Mr Hanley said. "It gives us certainty about what we need to produce. But it is challenging. We'll continue to bring the cars Australians want – LandCruisers, HiLuxes, Prados – while evolving our technology under the multi-pathway strategy."

Toyota's plan is to maximise credits through hybrids and BEVs, and minimise penalties within its own portfolio. "We've got a couple of years to get that right," he said. "If we can't offset fully, you can't rule out some price increases, but it's a super-competitive market. Fleet customers should continue to buy fit-for-purpose vehicles – OEMs will be forced to deliver practical, de-carbonised solutions."

Toyota's Five Pathways to Decarbonisation

Toyota's **multi-pathway strategy** recognises that one solution won't fit every fleet. The brand is pursuing five parallel technologies to support the transition to lower and zero emissions.

1 Hybrid Electric Vehicles (HEV)

Mainstream since Prius in 2001, hybrids now make up almost 50 percent of Toyota sales in Australia.

2 Plug-in Hybrid Electric Vehicles (PHEV)

Combining EV range with hybrid backup, PHEVs eliminate range anxiety and suit both city and regional fleets.

3 Battery Electric Vehicles (BEV)

The bZ4X is the first, with more BEVs to follow. Best suited to urban fleets with predictable routes.

4 Fuel Cell Electric Vehicles (FCEV)

Hydrogen-powered electric cars and trucks offer zero emissions with long range and towing ability. Infrastructure is the missing link.

5 Low-Carbon and Biofuels

Liquid carbon and biofuels will help extend the life of ICE engines while reducing emissions.

Clear Badging, Clear Choices

Toyota has quietly refreshed the way it badges electrified models. The familiar "**Hybrid Synergy Drive**" logo, used for more than a decade, was phased out through 2023 and 2024.

In its place are new, **plain-language badges:**

- **HEV** for Hybrid Electric Vehicles
- **BEV** for Battery Electric Vehicles
- **FCEV** for Fuel Cell Electric Vehicles

Sean Hanley says the move is deliberate. It signals to buyers — and especially to fleets — that hybrid technology is just one of several options in Toyota's **multi-pathway strategy**.

"The market is moving, and we must clearly define what each model represents," Mr Hanley said.

For fleet operators, the change is more than cosmetic. It underscores Toyota's pivot: hybrids remain central, but BEVs and other technologies are now firmly part of the line-up.

Trusted Brand, Transparent Approach

One theme Hanley returned to repeatedly was trust. Toyota is the most trusted automotive brand in Australia, and one of the top five trusted brands overall. "That trust is everything to us," he said.

He pointed to the company's caution in labelling technology. "We would never call a 48-volt assisted vehicle a hybrid, because it's not. We've been very clear: hybrids, plug-ins, BEVs, fuel cells – all differentiated. We won't blur the lines. We wouldn't want to break that trust with the Australian market."

The Future RAV4

Looking ahead, all eyes are on the sixth-generation Toyota RAV4, due in 2026, which will debut plug-in hybrid technology with an expected 100km EV range.

Mr Hanley is confident about demand. "I think it'll have huge appeal," he said. "People are now attuned to plugging cars in. Infrastructure is improving, but even without it, there's no range anxiety. You can do most of your life on EV, and still have the backup of hybrid."

For fleets, the RAV4 PHEV could be a sweet spot – a familiar, high-volume model with technology that bridges today's hybrids and tomorrow's EVs.

Final Thoughts

Sean Hanley's message is clear: Toyota is committed to fleets, committed to electrification, but not to a one-size-fits-all solution.

"There's a lot of ways to de-carbonise," he said. "BEVs are one way, and they'll play their role. But they won't be the whole role. That's why we stay firm on the multi-pathway strategy – because one solution won't fit all. Our job is to give fleets practical, fit-for-purpose options they can trust."

With hybrids dominating today, hydrogen promising tomorrow, and the new RAV4 PHEV around the corner, Toyota is making sure fleets won't be left behind on the road to zero.

THE TOYOTA bZ4X, THE ELECTRIC SUV BUILT FOR BUSINESS

TOYOTA FOR BUSINESS

Drive your fleet forward with the bZ4X

The Toyota bZ4X is the all-electric SUV designed to support your fleet as you make the switch to electric, with the added value of advanced driver tech and Toyota Safety Sense.' It's practical, capable and made for everyday efficiency - without compromise.

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Charging **Smarter**

How Fleets Can Plug Into Lower Costs and Better Tech

Over the past five years, the barriers to adopting electric vehicles (EVs) in fleets have been steadily breaking down. According to Chargefox Executive General Manager, Ed Asuncion, the transformation has been driven by advances in software, hardware, and financing models that have made EV charging simpler, smarter, and more cost-effective.

From Barrier to Advantage

"The fear of the unknown was a huge barrier. Fleets were concerned about range, charging times, and the risk of a vehicle not being ready when it was needed," said Mr Asuncion. "The key changes that have alleviated this are threefold: availability, reliability, and smart software."

With more than 2,000 public plugs already on the Chargefox network and hundreds more on the way, the concern over finding a charger has diminished. High uptime levels and 24/7 support further build trust, while centralised control platforms now give Fleet Managers visibility over both public and private charging.

"Smart, networked charging solutions integrate seamlessly with fleet management systems. This allows for real-time monitoring, remote control, and data-driven insights that simply weren't available before. It's the software that has unlocked the true potential of electric fleets," Mr Asuncion said.

Hardware That Works Harder

It's not just the software that's evolving. Charging hardware has matured too, with durability and flexibility a focus.

"Chargers are more robust. They are better able to deal with harsh environments and heavier use for longer periods, and they are equipped with better remote diagnostic tools," Mr Asuncion explained.

A modular design also means less downtime. "If one part of the system fails, the charger can often still operate at reduced capacity, rather than being completely out of service," he said.

Charging as a Service

For many fleets, upfront cost was once the biggest hurdle. That's now shifting thanks to new financing models.

"We are seeing a move towards subscription-based or 'Charging as a Service' models that remove the need for a large initial investment. These models often bundle the hardware, installation, software, and ongoing maintenance into a single, predictable monthly payment," Mr Asuncion said. "This shifts the cost from a capital expense to an operational expense, making it much more attractive for finance managers."

Smarter Energy Use

While electricity prices have risen in recent years, EVs still hold a strong advantage over petrol and diesel.

"There is no real debate here. Charging an EV fleet is significantly cheaper than paying for fuel," Mr Asuncion said. "With electricity there are so many options for reducing price volatility, including on-site solar, Power Purchase Agreements, or simply shopping around for a better deal for your usage profile."

> CHARGING SOLUTIONS INTEGRATE SEAMLESSLY WITH FLEET MANAGEMENT SYSTEMS

Lessons From Early Adopters

Early adopter fleets have shown that EV success is about more than just buying new vehicles.

"The successful early adopters had bold goals but started small. In most cases this was starting with a couple of EVs and some AC on-site charging," Mr Asuncion said. "Driver training and buy-in are essential. Often times a fleet vehicle is a person's first chance to drive an EV. Making sure they feel familiar, comfortable and empowered will accelerate adoption and utilisation."

For fleets just beginning their transition, Mr Asuncion recommends a simple step: "A dedicated wall charger, also known as a Level 2 charger, is a relatively low-cost option that not only provides faster charging but also enables centralised monitoring and management through platforms like Chargefox."

Looking Ahead

So what's next? While Vehicle-to-Grid (V2G) is generating buzz, Mr Asuncion sees the immediate opportunity elsewhere.

"The most exciting development for fleets is the proliferation of different electric vehicle types and chargers to power them. There are now EVs available to do every job a fleet vehicle is needed for — light and heavy commercial vehicles, waste and refuse collection, and even construction and demolition vehicles," he said.

For organisations planning to reduce transport emissions, that means the future of electrification is no longer a distant prospect — it's already here, and the charging solutions are keeping pace.

Talk to your drivers: New workplace laws treat mental health same as physical health

When was the last time you spoke to your drivers and other workers about the hazards they face each day? Not only are they best placed to highlight hazards that need addressing to create a safe workplace and identify practical solutions, new laws make it compulsory to discuss workplace risks with your workers.

The new laws essentially mean psychological and mental injuries are now treated the same as a physical health injury.

They focus on employers and managers taking a more proactive approach to mental health to prevent incidents, and follow earlier changes to eligibility thresholds for psychological mental health injury claims.

The laws, which do not distinguish between light and heavy vehicle drivers, have been progressively introduced across Australia and with Victoria planning to introduce the laws in December, the laws apply in every state and territory.

The changes respond to sharp increases in mental injury workplace claims, rising from 9 per cent of all WorkCover claims in Victoria in 2009 for example to 18 per cent by 2024, and the higher costs of managing mental health injuries, which account for 40 per cent of workers' compensation costs. The average cost of each mental health injury claim is $220,000.

Taking physical to the mental health level

"We are well versed in preventing and managing a physical injury but mental injuries often have a long recovery time and getting back to work is difficult. What the new laws are really doing is making the process for preventing psychological injuries the same as physical injuries," explains Professor Sarah Anderson, Director of the Institute for Safety, Compensation and Recovery Research.

"So there are two parts to the new laws. One is increasing the threshold and classification of mental injury and limiting the length of time those injuries will be compensable. There is some research that shows the benefits of having a deadline to aim to recover by.

"The other change that's coming in now in Victoria, and that is already in place elsewhere, is in the prevention space to make it a much more proactive responsibility to prevent mental injuries from happening, and that puts the responsibility on employers to work with their employees to identify hazards."

Identifying hazards

For Fleet Managers and Health and Safety Managers, complying with the laws means reviewing workplace health and safety policies and procedures to ensure psychosocial hazards are specified, providing training in identifying hazards and reporting mental health-related work incidents, and consulting drivers and other workers on what those hazards are and how to manage them.

Psychosocial hazards for drivers can include: fatigue; vicarious trauma, particularly through witnessing or responding to crashes; time pressures, caused by unrealistic scheduling; and, violence and aggression, such as road rage from other drivers.

Safe Work Australia has produced a Code of Practice to help employers meet their obligations.

Professor Anderson says businesses who already proactively prevent and manage physical health injuries in the workplace will likely already comply with many of their duties, with significant overlap between mental and physical injury risks.

Next steps

"The new laws have a range of requirements that mean employers have a different range of responsibilities," she says.

"They must have psychosocial risk assessments as a control measure. Consultation requirements with workers on psychological safety is significantly expanded, there are new obligations around incident reporting and increased training requirements, and workplace policies must explicitly address psychosocial hazards.

"If you operate a fleet of vehicles, policies must specifically identify psychosocial hazards that may occur within a vehicle. So things like fatigue management would be a hazard to think about, or if you've got someone under constant time pressure or people who are driving alone.

"The other part is exposure, so exposure to violence and aggression through road rage or vicarious trauma from seeing car crashes. Drivers must have a way of reporting those and businesses a way to address repeated exposure.

"And workers driving vehicles must help develop policies and identify hazards. Employees are the best people to highlight what risks and hazards are out there and to come up with usable, workable mitigations for those risks.

"The point of the laws is to address things earlier, and prevent injuries so we don't even get to a situation where someone can't work."

Further information and resources are available from the Safe Work Australia website and its Code of Practice or the work cover authority in your state.

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Efficiency **Gains Today**

Cummins Charts a Fuel-Agnostic Path to Lower Emissions

The Brisbane Truck Show is always a showcase for the technologies shaping the future of heavy road transport. In 2025, one of the stand out themes was the growing momentum behind alternative fuels and emission-reduction strategies. For Cummins, that conversation is no longer about choosing one technology over another — it's about offering a portfolio of solutions that can adapt to different markets, operating conditions, and customer needs.

"The question isn't whether we de-carbonise, it's how," said Maged Tadros, Cummins' Executive Director of Global Truck, Bus and Propulsion Strategy, visiting from the United States. "Internal combustion will be with us for a long time in many regions. At the same time, we're investing in battery-electric, fuel cell, natural gas, hydrogen and hybrids. Each has a role to play."

Integrated Powertrain: Efficiency Gains Today

On the Cummins stand, the centrepiece was not just an engine but an integrated powertrain — bringing together the X15 Euro 6 diesel, Eaton Cummins' 18-speed Endurant transmission, and Meritor axles and driveline. This shift reflects Cummins' transition from an engine maker to a full systems provider.

Traditionally, engines, transmissions and axles were developed in silos. Today, Cummins designs them as a single package. The result is improved communication between components, reduced friction, and lower weight.

According to Cummins executives, this integration can deliver up to 7% better fuel efficiency compared to non-integrated systems — a saving that directly reduces both operating costs and CO_2 output.

"Efficiency has always been the priority," explained David Cole, Managing Director (Australia) and APAC Aftermarket at Cummins. "By looking at the engine, transmission and axle as one system, we can unlock gains that weren't possible when each was optimised on its own."

Euro 6 and Beyond

For Australian fleets, the transition to Euro 6 emissions standards finally took effect this year. The X15 Euro 6, on display in Brisbane, will now become the dominant product in Cummins' regional line-up. It retains much of the proven Euro 5 platform but adds updated components and a more advanced after treatment package, combining SCR and DPF without EGR.

Cummins stressed that Euro 6 trucks are far from "dirty diesels." If a fleet operator replaces one 1990s-era truck with a new Euro 6 model, the emissions saving is so great it's like taking 60 old trucks off the road.

Globally, however, the industry is already moving towards Euro 7, with implementation confirmed for Europe in 2028–29. China and India are finalising their own equivalent standards. Australia, while behind, will inevitably follow. Cummins' strategy ensures that the technology developed for those markets can be applied here when required.

HELM: The Fuel-Agnostic Platform

Looking beyond Euro 6, Cummins is banking on its new HELM platform — an acronym for Higher Efficiency, Lower Emissions, Multiple Fuels. Unveiled in Brisbane, HELM engines are designed to be fuel-agnostic, built on common architecture but configured to run on diesel, natural gas, or hydrogen internal combustion.

This modular approach allows Cummins to scale development across displacements. A 15-litre HELM was shown at the Truck Show, while 10-litre and 13-litre versions are in the pipeline for different regions.

"Fundamentally, the learnings from one platform can be transferred across others," Tadros said. "So even if demand doesn't exist in one market today, when it does, we can move quickly because the groundwork is already done."

For operators, this means a degree of future-proofing. Fleets that need diesel today may be able to transition to hydrogen ICE in the future without abandoning the Cummins ecosystem of parts, service and technician expertise.

> SOME MARKETS AREN'T READY FOR FULL ELECTRIFICATION, BUT THEY STILL WANT TO CUT EMISSIONS

Hydrogen and Natural Gas: The Bridge Fuels

While battery-electric and fuel cells grab headlines, Cummins sees hydrogen and renewable natural gas (RNG) as immediate bridge fuels. RNG, produced from organic waste, can deliver near-zero lifecycle carbon emissions when used in natural gas engines. Hydrogen internal combustion engines, meanwhile, allow operators to leverage familiar service networks and infrastructure while still achieving significant carbon reductions.

"Some markets aren't ready for full electrification, but they still want to cut emissions," Tadros explained. "That's where natural gas and hydrogen engines fit. They give customers practical options now, without waiting for the perfect solution."

Incremental Gains Still Matter

Even as Cummins invests in alternative fuels, the company continues to chase incremental improvements in durability, packaging, and friction reduction. Its driveline products now feature self-lubricating designs capable of running a million miles without servicing, while new axle carriers are engineered for reduced noise and improved efficiency.

"Lower emissions don't just come from fuel choice," Cole noted. "They come from every design detail that reduces friction, weight, and energy loss across the system."

Fleet Age and Renewal: An Overlooked Factor

One recurring theme across Tadros' conversations was the role of fleet age. In Colombia, the average truck is more than 21 years old. In Australia, many pre-2000 vehicles remain in service. In North America, by contrast, large fleets often replace trucks every five years to capture fuel efficiency gains.

For Australia, this underscores a key point: while zero-emission technologies evolve, simply accelerating fleet renewal with Euro 6 vehicles could deliver immediate emission reductions. Programs that incentivise operators to retire older trucks may have just as much impact in the short term as investing in new fuels.

Supporting the Transition

Cummins is also emphasising continuity of support. While new HELM engines will eventually enter the Australian market, existing 15-litre engines will remain in production and supported for years.

"A big part of our value is our network," said Sean McLean, Cummins' Asia Pacific On Highway Director. "Whether it's diesel, natural gas, hydrogen or electric, our technicians are trained and our support structure is there. That doesn't go away when new products arrive."

Conclusion: No Single Answer

The path to lower emissions in heavy-duty transport will not be uniform. For Cummins, the answer is not one technology, but many. Diesel will remain critical in some regions, while natural gas, hydrogen and electric solutions take hold elsewhere. The key is integration, efficiency, and flexibility — ensuring operators have the right power for their needs today and tomorrow.

As Tadros summed up, "There is no one-size-fits-all. What matters is delivering dependable power that helps our customers succeed."

Engine Technologies

Electric DAFs On Test

PACCAR is trialling battery-electric DAF trucks in Australia to better understand how they perform in local conditions.

The truck displayed at the Brisbane Truck Show had recently been used for parts deliveries out of a Melbourne dealership. With a range of 220–300km depending on load, it provided PACCAR with valuable data on Australian duty cycles, road speeds and axle load management.

“This truck has a range of between 220 and 300 kilometres, depending on the mass,” Ross Cureton said. “We wanted to understand what happens to range in Australian conditions, and how axle loads are affected by the extra mass of batteries.”

Built on the proven DAF XB platform, the electric model is quiet, easy to drive and well suited to back-to-base metro operations. PACCAR is also investing in safer LFP battery chemistry, prioritising thermal stability over energy density.

For operators trialling zero-emission vehicles, the electric DAF provides a glimpse of how battery trucks may fit into Australian fleets in the years ahead.

Engines Of Change: PACCAR’s Hydrogen Bet

Emerging engine technologies are reshaping heavy transport, and PACCAR Australia is positioning Kenworth and DAF to meet the challenge with a portfolio of low-emission solutions. At the 2025 Brisbane Truck Show, Director of Product Planning at PACCAR Australia, Ross Cureton, outlined how hydrogen combustion, advanced diesel and alternative fuels are shaping the road ahead.

Smarter Diesel Engines

On display was the PACCAR MX-13 Euro 6 engine, now available in Kenworth models. The upgrade isn’t just about meeting Euro 6 emissions—it also delivers better drivability and efficiency.

“The key difference to the previous MX-13 is that it has peak torque at 900 rpm,” Ross said. “That makes drivability better, but it also gives the opportunity to downspeed the truck and achieve better fuel economy.”

Internal changes such as a variable water pump reduce parasitic losses, ensuring operators see tangible fuel savings while also meeting tougher nitrogen oxide (NOx) limits.

Local Innovation With PX-15

PACCAR has also developed a 15-litre engine for the DAF XG, a global first led by Australian engineers. “We’re the only people in the world that make a 15-litre DAF, and that was done with our local embedded engineering team,” Ross said.

Producing 660hp (492kW) and 3,200Nm of torque from just 900 rpm, the engine is matched to a 16-speed ZF TraXon transmission. Long oil drain intervals of up to 80,000km make it well suited for high-duty applications. PACCAR is now working on a Kenworth-ready version, with Ross hinting at a likely debut at the next Brisbane Truck Show.

Hydrogen Combustion – A Game Changer

While battery electric grabs headlines, Ross believes hydrogen combustion is the “under-recognised” technology with the most potential for heavy transport.

“Between 2022 and 2024 the EU recognised hydrogen combustion as zero emission. That means a hydrogen combustion vehicle can go anywhere a battery-electric vehicle can in Europe,” Ross said.

The technology burns hydrogen in an internal combustion engine, producing only trace emissions from lubricant use—less than 1 percent. This makes it particularly attractive in markets like Australia where infrastructure for hydrogen fuel cells and large-scale battery charging is still years away.

PACCAR and Cummins are both progressing hydrogen combustion programs, with 6.7-, 10- and 15-litre engines in development. For local operators, Ross sees back-to-base applications as the logical first step.

“The best way to crack this chicken-and-egg scenario with infrastructure is in back-to-base situations,” he said. “Concrete agitators, refuse trucks and even short-haul articulated vehicles could all be fuelled from a central depot.”

He points to projects like the Geelong electrolyser, which could provide enough green hydrogen to fuel a modest fleet and demonstrate viability. Tube trailers could extend supply within a 100-kilometre radius, supporting agriculture and port operations around Geelong.

From Pilot To Scale

Ross expects to see pilot hydrogen fleets before the end of the decade. “In that 2028–29 timeframe I can see modest infrastructure and pilot-scale numbers of vehicles joining up,” he said.

Scaling beyond pilots will be harder. Liquefaction plants can cost upwards of $200 million, which makes mainstream adoption dependent on critical mass. “Australia has the potential to generate very economic green hydrogen compared to most places in the world, so we should at least be moving,” Ross said.

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Electric **Fleet Transition**

Council Fleet Charts Electric Pathway

With most local governments across Australia targeting net zero by 2030, the pressure is on to develop practical fleet transition plans. One regional Victorian council recently took the plunge with the help of Amped Consulting, led by Andrea Persico, who specialises in electric fleet transition projects.

Establishing the Mandate

The first step was securing leadership approval. Andrea says aligning the plan with existing council objectives was critical. “By establishing the mandate early, we were able to present the transition pathway as an operational decision rather than a political debate,” she explained.

The council operates 145 passenger vehicles and 33 trucks across ten sites. Their brief was clear: which vehicles could switch to electric, what would it cost, how would charging work, and what would the emissions savings be?

Analysing the Fleet

Using asset registers, fuel card data and policy documents, Andrea’s team uncovered a story of mismatched utilisation. Some trucks covered 90,000km per year, while others barely left the depot. Rationalising under-used vehicles became part of the plan.

Hybrid vehicles also came under scrutiny. “The data showed the hybrids weren’t delivering meaningful savings over ICE vehicles. For this fleet, most vehicles could be replaced directly with EVs without compromise on range,” Andrea said.

Site Investigations

The next step was visiting council depots. Rows of utes lined up at each site highlighted another challenge: electric utes remain expensive. Andrea’s team examined switchboards, interval data and tariffs, even uncovering that the council was being overcharged nearly $200 a month on electricity bills.

Staff interviews also revealed an interesting contradiction. Depot staff were sceptical about EV range – yet happily praised their electric hedge trimmers, chainsaws and ride-on mowers. That familiarity with battery-powered tools became a useful bridge for change management.

Transition Pathway

The analysis recommended that 115 vehicles transition to electric within five years. Financially, the optimum scenario was a 64 percent transition, saving the council $357,000 per year and eliminating 388 tonnes of CO_2 annually.

High upfront costs for utes and trucks remain a hurdle. A Nissan Navara at $43,900 was compared against a BYD

> THE DATA SHOWED THE HYBRIDS WEREN'T DELIVERING MEANINGFUL SAVINGS OVER ICE VEHICLES

Shark Hybrid, with future BEV utes assumed at $90,000. Similarly, the Fuso eCanter came in at nearly double the cost of a diesel truck. Despite this, savings in fuel and maintenance made EVs the clear winner for most of the passenger fleet.

Charging Strategy

Charging design was staged to minimise capital outlay. Home charging was factored in for council staff who garage vehicles overnight, while depot charging relied on load management to avoid costly grid upgrades. Andrea emphasises that safety checks for home charging are non-negotiable: "Even with new reimbursement solutions, councils need to make sure switchboards and wiring can handle the load."

Future opportunities were also considered, such as vehicle-to-grid at depots and public access charging as a potential income stream. Civil works were planned in advance to avoid costly retrofits, with provisions made for chargers to be installed when required.

Building Confidence

Perhaps the most valuable outcome wasn't just the numbers, but the people. "What I'm proudest of is that the transition team came out of this confident," Andrea said. "They know what EVs can do, how charging works, and what the risks and opportunities are. They're ready to make informed decisions."

Lessons for Other Councils

The case study provides a blueprint for other councils approaching their 2030 net zero commitments. Key lessons include:

- Secure executive buy-in early by aligning with existing goals.
- Use fleet data to rationalise under-utilised vehicles.
- Consider change management as critical as cost modelling.
- Stage charging infrastructure and prioritise safety in home setups.
- Plan civil works now for future charging needs.

With break-even reached by year five – even after including charging infrastructure – the message is clear: transitioning to EVs isn't just about meeting emissions targets. Done well, it also makes financial sense.

As Andrea concluded, "This isn't about handing over a stack of numbers. It's about giving councils the confidence to act – and that's what will get us to net zero by 2030."

Repairing EVs

What Fleet Managers Need to Know

Electric vehicles are not only changing the way fleets power their vehicles – they are also reshaping the panel repair industry. New safety requirements, longer repair times, and higher costs mean Fleet Managers need to think differently about accident management as EV adoption grows.

Safety is non-negotiable

According to Shaun Janks, Co-Founder and Chief DingGo at DingGo, the biggest change is safety.

"If you put your hand in the wrong place before you've powered down the battery, you're dead," Mr Janks said. "Repairers have to learn the process of making an EV safe before pulling panels or removing linings. It's life or death."

Many repairers have created EV-only bays and trained specific staff to handle high-voltage vehicles. "The first bit of training everyone went through was safety – knowing how to power down the car before anything else," he explained.

Longer repairs, higher costs

Even when damage is only cosmetic, repairs take longer with EVs. "It's about 20 per cent longer to repair an EV," Mr Janks said. "That extra time comes from powering down, recalibrating ADAS systems afterwards, and lifting heavier vehicles onto hoists."

The added labour translates into higher bills. DingGo's data shows EV repairs cost 20 per cent more on average than ICE vehicles.

"EVs are usually involved in less severe accidents, more cosmetic in nature," Mr Janks said. "But even then, the average cost is higher. I'd hate to think what happens when an EV is involved in a major accident – the costs would be significantly higher than a comparable ICE vehicle."

Parts delays add another layer

Many EV brands are still building their supply chains in Australia, which creates delays.

"Some of the new OEMs are dumping cars into the market faster than they're building aftermarket support," Mr Janks said. "Panel shops struggle to get certain parts, particularly battery housings and structural components. Even simple things like pillars can be hard to source."

He pointed to examples where vehicles were left off the road for extended periods simply because parts weren't available locally. "That's not an EV-specific issue in itself, but because so many EV brands are new to the market, the problem is amplified," he said.

For fleets, this highlights the need to look beyond purchase price when choosing which EVs to bring into service. Access to parts, local support, and the maturity of the brand's repair network can have a bigger impact on downtime than any upfront savings.

EVs are safer but pricier

The accidents themselves look the same. DingGo's data shows front-end damage makes up 26 per cent of incidents, doors 17 per cent, and rear-end hits 13 per cent.

"Most repairs are still the usual bumpers, headlights and panels," Mr Janks said. "It's just that when it's an EV, the safety and repair process around it is very different."

The good news is that EVs appear to be safer on the road. "We're seeing a 19 per cent lower incident rate for EVs compared with ICE vehicles," Mr Janks said. "They also tend to be involved in lower-severity accidents. The ADAS technology built into EVs is clearly playing a role."

What it means for Fleet Managers

Mr Janks advised Fleet Managers to look beyond the purchase price when planning EV adoption.

"Fleets need to think about the support behind the vehicle – who can repair it, how quickly parts can be sourced, and how safe the repair process is," he said.

Key steps include checking repairer capability, planning for longer downtime, updating cost models, and investing in driver training and telematics to reduce accident risk.

As Mr Janks summed up: "EVs are safer and involved in fewer accidents, but when they are damaged, repairs take longer and cost more. Fleet Managers need to plan for that balance."

Takeaway for Fleet Managers

EVs are safer and involved in fewer accidents, but when they are damaged, repairs take longer and cost more. Factor these realities into procurement and whole-of-life cost models.

EV Repair Insights

7.1%
Share of EVs in DingGo's managed fleet car park (higher than the national average)

20% longer
Average repair time for EVs compared with ICE vehicles

20% higher
Average repair cost for EVs

26%
Incidents caused by front-end damage (most common repair type)

17%
Incidents involving doors (second most common after front-end)

19% lower
Incident rate for EVs compared with ICE vehicles

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Fuel consumption figures are based on ADR 81/02 test results. While they are useful in comparing the consumption of different vehicles, the results may not reflect real-world consumption. Actual consumption may vary depending on numerous factors such as: driving style, vehicle operation, journey type, environment, climate conditions, battery age and condition.

A Multi-Fuel Future

Viva Energy drives multi-fuel future

Viva Energy is positioning itself as an energy transition leader in Australia's fleet industry, with a strategy built on the principle that there is no single solution for reducing emissions. Instead, the company is investing in a multi-fuel future that includes renewable hydrogen, ultra-fast electric vehicle (EV) charging, and low carbon liquid fuels such as renewable diesel and sustainable aviation fuels (SAF) to support the needs of different industries and applications.

Matching fuels to applications

Rhys Moore, Commercial Lead – Hydrogen and EV at Viva Energy, says the key to reducing transport emissions lies in flexibility.

"Every fleet is different. The energy solution that works for a passenger car pool in the city won't necessarily work for heavy vehicles hauling freight or specialist equipment working on a site. That's why we're developing a multi-fuel approach – so fleets can choose the right technology for the right task," Mr Moore said.

For some fleets, that might mean EVs powered by renewable electricity. For others, particularly in heavy-duty or long-range applications, hydrogen could play the bigger role. Low-carbon liquid fuels such as renewable diesel will also play a key role in the transition.

Charging built for fleets

Viva Energy's ultra-fast 350kWh EV charging solution is designed with large-scale fleet operators in mind, who will increasingly need access to high-speed charging infrastructure in public locations as the prevalence of EV's continues to grow. Viva Energy relies on solar panels to generate renewable energy onsite and utilises Battery Energy Storage Solutions (BESS) to capture and store excess power. This combination helps manage power demand for the whole site while ensuring fleets can charge vehicles efficiently and reliably even during high-demand periods.

"EV adoption is about more than just the charging hardware. Fleets need fast, reliable public charging infrastructure with minimal downtime. That's where Viva Energy has focussed its attention when selecting a technology solution. We have worked to ensure that our fleet customers have the best possible user experience and know they can trust our EV network is suitable for their needs now and will remain fit for purpose as their EV operations continue to grow," Mr Moore said.

The model is particularly attractive to organisations running high-utilisation fleets, such as logistics operators, utilities, and councils, where vehicles typically return to base daily but require a top-up charge during the day to remain on the road throughout a full shift.

Leading the hydrogen charge

Alongside ultra-fast EV charging, Viva Energy has taken a national leadership role with renewable hydrogen as a transport fuel. The company has developed Australia's most ambitious hydrogen transport project to date at its Geelong Energy Hub. The facility includes a hydrogen production plant, capable of producing 1,000kg of renewable hydrogen per day and a commercial-scale refuelling station, which is available to the public 24/7 – the first of its kind in the country.

"The Viva Energy Hub hydrogen initiative is about proving what's possible," Mr Moore said. "We're working with partners across freight, public transport and heavy industry to show how hydrogen can support high-utilisation fleets and reduce emissions in applications where batteries may not be the best fit."

The hydrogen station will service a diverse mix of buses, prime movers and specialist vehicles, creating a template for future hubs in other parts of Australia.

A roadmap for fleet decarbonisation

For Fleet Managers, Viva Energy's multi-fuel approach provides confidence that solutions are being developed across the spectrum – from light vehicles to heavy transport. Importantly, the focus is on matching the right solution to the task rather than pushing a single technology.

With EV charging powered by solar and battery storage, and renewable hydrogen infrastructure already operating in Geelong, Viva Energy is building the foundations of Australia's low-emissions transport future.

"Fleet operators don't want theory, they want practical options they can put into place today and scale up tomorrow. That's exactly what we're working towards," Mr Moore said.

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Tools for the Transition

Pioneer to Partner: Marty Andrews on Fleet Electrification

From building Chargefox to shaping Roev's fleet software, Marty Andrews has been at the centre of Australia's EV journey. Now, as fleets face the challenge of transition, he's helping provide the tools to make it possible.

From Software to Charging Networks

In 2017, Marty Andrews co-founded Chargefox, one of Australia's first EV charging platforms. At the time, public charging was almost non-existent outside of Tesla's network.

"We could count the number of high-power chargers in the country on one hand," Marty said. "I could memorise the entire network."

With a background in software consultancy, Marty and his partners teamed with Tim Washington from Jet Charge. Together they built a platform that enabled Adelaide City Council to run some of the earliest public charging stations.

Soon after, Chargefox secured ARENA funding and backing from car companies including Mercedes, Hyundai and Jaguar Land Rover. The goal was ambitious: link Brisbane, Sydney, Canberra, Melbourne and Adelaide with a network of fast chargers.

The 2018 launch of Euroa, Victoria, was a milestone. It featured 350kW chargers, solar and battery storage. "That was the first big step for EVs in Australia," Marty said.

Growing the Network

Councils and shopping centres quickly adopted Chargefox. "The backbone is important, but it's not the whole picture," Marty explained. "You still need the smaller sites — the tributaries — and we became the obvious choice because of our customer base and software platform."

By the early 2020s, Chargefox had grown into the largest open charging network in the country. Marty later sold the business, stepping back to explore new ventures in EVs and energy.

Enter Roev

That search led him to Roev, where he is now Advisor and Head of Strategy. Unlike Chargefox, Roev isn't about infrastructure — it's about data and decision-making.

"I was immediately impressed with the software," Marty said. "They knew how to present data in ways meaningful to Fleet Managers. It wasn't just a dashboard — it was a tool to plan, transition and manage."

Founded by former Atlassian engineers Robert Dietz and Paul Slade, Roev's platform helps fleets analyse their transition, identify suitable vehicles, and manage the complexity of mixed fleets.

Helping Fleets Cross the Chasm

Marty believes Australia is only now reaching mainstream EV adoption.

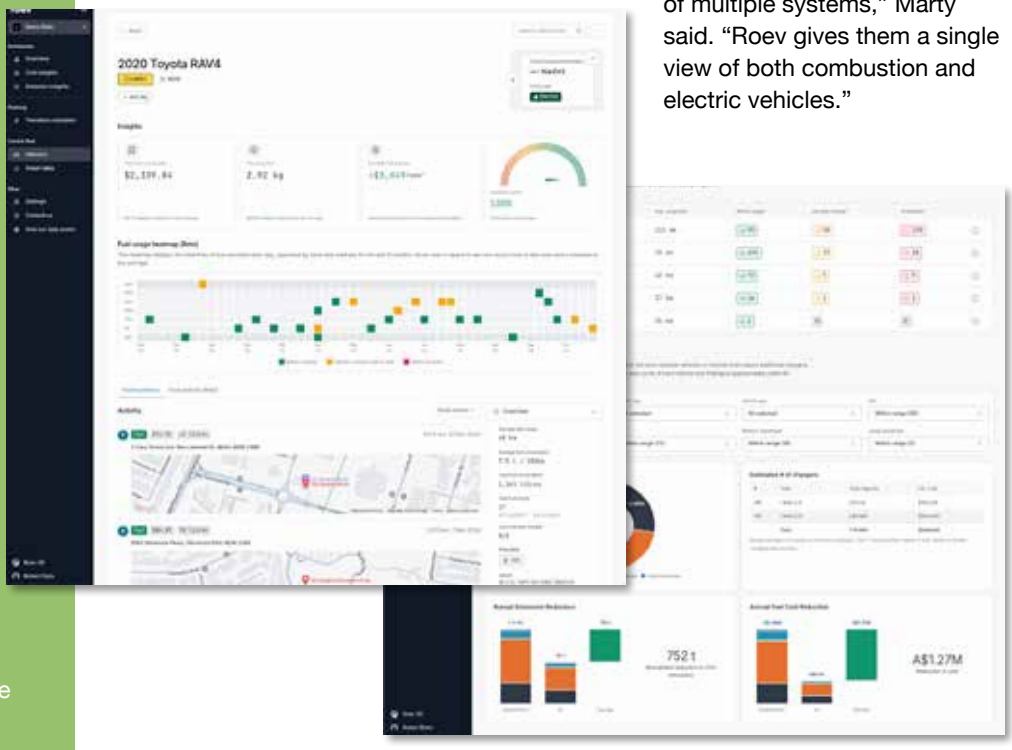
"Early adopters were luxury buyers and enthusiasts. But mainstream adoption only happens when economics stack up," he explained. "We're starting to see EVs priced on par with petrol cars, but fleets still need more choice and more variants."

Roev addresses this gap by integrating fleet and fuel card data with external sources. "If you've got 50 vehicles, Roev can highlight the 17 that are candidates for transition, show you the cost implications and help you plan when to make the switch," Marty said.

Beyond Transition: Day-to-Day Management

For fleets, the challenge is twofold: managing the transition and then running a hybrid fleet day to day.

"People don't want to dip in and out of multiple systems," Marty said. "Roev gives them a single view of both combustion and electric vehicles."



The roadmap includes energy management, emissions reporting, and eventually integration with solar and battery systems. “Even once you’re fully electric, you’re still managing turnover, residuals and replacement cycles. It’s never finished — it’s just the next phase,” he said.

A Partner for the Journey

While consultants have traditionally provided fleet transition plans, Marty believes software is the missing link that carries organisations beyond the first report.

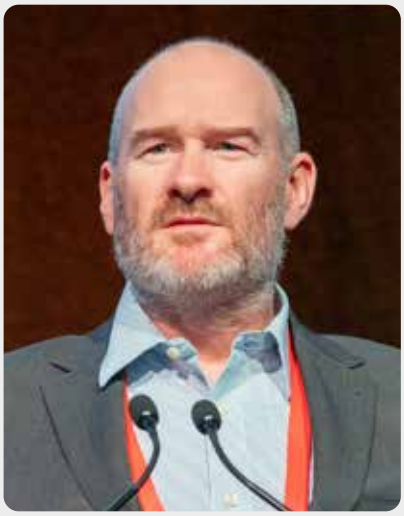
“Consultants do an excellent job, but most Fleet Managers only get a one-off report. Software lives on. If you keep updating it with fleet data, it continues to pay dividends over time.”

That’s where Roev fits: not just as a ticket to electrification, but as a partner on the ongoing journey.

Looking Ahead

From helping build Australia’s charging backbone to guiding software that supports Fleet Managers, Marty Andrews has seen the EV industry evolve from early promise to the edge of mainstream adoption.

“We’re giving Fleet Managers the tools to manage transition confidently and keep on top of costs, emissions and operations — not just today, but for years to come,” he said.



Electrify fleets to reduce carbon emissions

By Mathew Munro - Chief Executive Officer Australian Trucking Association

The Australian Government should implement a voucher scheme to cover half the price gap between low carbon and conventional technologies to help Australia reach its 2035 emission target.

The voucher scheme is one of the proven solutions that we are putting forward to reduce the trucking industry’s carbon emissions and contribute to Australia’s 2035 climate target, a 62-70 per cent reduction in Australia’s total emissions compared to 2005.

Our plan would reduce emissions by 35.1 million tonnes of carbon dioxide over 25 years.

The plan recognises that the key barrier to the take up of electric trucks and other low carbon technologies is the up-front capital cost.

That’s where our voucher scheme would come in. The scheme would cover half the price difference and would be available through dealerships or suppliers. Trucking operators wouldn’t need to put together complex grant applications.

The scheme should be available for the purchase of battery electric and fuel cell hydrogen electric vehicles, hybrid vehicles, power axles, ePTOs and vehicles with H2 combustion engines.

The ATA’s emission modelling shows that the voucher scheme would reduce emissions by 14.9 million tonnes of carbon dioxide over 25 years. Most of this reduction would be from rigid truck purchases.

The ATA has previously called for incentives to produce low carbon fuel and policies to support businesses to use it.

The Government has delivered on the need for production incentives with its $1.1 billion Cleaner Fuels Program.

To support businesses to purchase the low carbon fuels that will be produced in Australia, the Government should now put in place a low carbon fuel standard.

Under the standard, fuel suppliers would have to reduce the life cycle emissions intensity of the fuel they sell against declining benchmarks.

They could meet their obligations by selling low carbon fuel or by deploying EV fast chargers or green hydrogen refuelling stations.

Fuel suppliers would be able to spread the cost of meeting the standards across their whole customer base.

Replacing five per cent of Australia’s diesel supply with renewable diesel would save 6.9 million tonnes of carbon dioxide from 2026 to 2050.

Most of the savings would be from articulated trucks, highlighting how this measure would complement the voucher scheme that we are proposing.

Our proposed voucher scheme and low carbon fuel standard are Australian versions of successful programs that are running right now in California, the world’s fourth largest economy. We know they would work.

The ATA’s third solution is to increase the use of Australia’s world-leading high productivity freight vehicles and support greater road access for heavier zero emission trucks.

This solution has been recognised by the Government. Its net zero transport roadmap recognises that increasing the uptake of high productivity freight vehicles between now and 2030 must be part of Australia’s pathway to net zero.

The ATA’s emissions modelling shows that increasing the use of high productivity vehicles and allowing heavier zero emission trucks on more of the road network would reduce emissions by 13.3 million tonnes of carbon dioxide by 2050.

To deliver this, we will need targeted infrastructure investment, road access upgrades and the completion of a regtech solution, the National Automated Access Scheme, to reduce road permit requirements.

The full details of the ATA’s plan are in our submission to the Productivity Commission’s net zero transformation inquiry. You can read it at www.truck.net.au.

EV sales at Manheim auctions

By Mike Costello - Corporate Affairs Manager, Cox Automotive Australia & New Zealand

Fleets of all shapes and sizes are a crucial piece of the puzzle when it comes to increasing electric vehicle share -- something automotive manufacturers must work towards to reduce penalties under the New Vehicle Efficiency Standard.

While the narrative of late has been focused on softening EV demand beyond the early adopters, the new vehicle sales data shows that new EV sales over the past three months (June to August) were in fact up nearly 40 per cent over the same period in 2024.

Fleet Managers make their purchasing decisions based on total cost of ownership. With EV prices coming down and running costs still comparatively low, they make what appears to be a compelling case. The challenge, as is understood by now, is depreciation and its impact on TCO.

There are challenges in the second-hand EV market both here and abroad, be it at wholesale auction or dealer retail levels. Manheim's team field plenty of questions from our fleet partners around residual values, as they seek to succeed in this new automotive paradigm.

What is Manheim's role in the used EV market?

Manheim's overarching role is to grow the nationwide marketplace for used EVs consigned to our auctions by our fleet partners, a network that comprises more than 300 active vendors (active meaning they've sold a car in the past six months).

This network comprises fleet management organisations, government and corporate fleets, non-profits, rental firms, finance and insurance providers, and around 30 automotive OEMs.

The upside is that while EV sales at Manheim auctions remain a small percentage of the total, they increased three-fold in half one of 2025 over H1 2024. Put another way, we sold more EVs in our auction lanes in H1 2025 than the entirety of 2024!

We have successfully sold EVs from 23 different manufacturers at our weekly sales events this year, most at or close to the seller's reserve. So, while there are challenges, it would not be accurate to say they cannot be overcome and addressed.

For some context here, Manheim in the US sold around 32,000 wholesale used EVs at auction in Q2 this year, up around 50% YoY, and yet selling prices on the Index were up 12.1% over that period. Our Australian business certainly has a decent template to learn from in this regard.

What's the key to stabilising the market?

Supply of used EVs sent to auction will not be the biggest challenge moving forward given de-fleeting volume will pick up based on typical ownership periods. Rather it is demand for them from both used dealers seeking them for their yards, and private buyers looking for a great-value daily driver.

Robust demand drives improved selling prices, it's simple economics.

Two levers we are currently pulling when it comes to stimulating the used market for de-fleeted EVs are our quarterly electric vehicle-only auctions that augment the regular EV volume sold in our weekly auctions, and the official launch of Manheim Australia's battery state-of-health testing program.

Manheim teamed with Europe-based technology leader Aviloo, giving sellers the ability to buy an independent, vehicle-specific and battery 'Flash Test' that can be included in an EV's listing ahead of sale. The Aviloo battery health test service will initially be offered at Manheim's Melbourne, Sydney and Brisbane locations, with a phased rollout across the rest of Australia and into NZ to follow.

Having a clear and comprehensive health assessment on an EV's lithium-ion battery pack is one way to improve EV residual values, because it gives prospective buyers greater confidence in their purchase.

Sellers who opt to purchase an Aviloo Flash Test will receive a battery SoH certificate on their vehicle's listing, in the form of a button link to the certificate and an image in the carousel. Moreover, dealer buyers will be able to use this certificate when they retail the vehicle.

The data is clear on SoH tests

Emerging international data shows that a pre-owned EV sold at wholesale auction with a battery health score attracts a greater number of bids and sells for more money, while at a retail level buyers are becoming increasingly influenced by the presence of a health score.

Manheim Express in Germany collated auction data over 12 months on used EVs sold with and without Aviloo SoH tests provided, and the differences were clear. The auction selling or clearance rate for EVs with a health test supplied was 15% greater, and EVs with a health score drew 22% more bids.

Aviloo's own market research based on a large survey of European customers found that retail buyers were prepared to pay between 550 and 1100 euros (around $1000-$2000 AUD) more for a used EV with a health test, and 81% said they would consider a dealer offering SoH certificates to be more trustworthy.

Importantly, the firm's survey also found that more than 55% of prospective new EV buyers would consider buying a used EV if it had a certificate, suggesting this is one way to bolster second-hand EV residual values and reduce selling times.

The message is simple: We know fleets need a vibrant used EV marketplace to turn over their vehicles, and Manheim is working towards ensuring it plays its part. For more information about Aviloo tests including pricing, vendors can speak with their Manheim representative.

Manheim
Cox Automotive

Take Charge of Used EV Sales

Boost Trust & Drive Value with AVILOO Battery State of Health Tests at Manheim

AVILOO battery test certificates help Dealers confidently wholesale EV trade-ins by addressing a key barrier to purchase. For Dealers looking to source high-quality used EVs, AVILOO tests add trust and value to both purchase and resale.

AVILOO

Look out for SoH certificates on used EV's listed at **manheim.com.au**

Managing Grey Fleet

When Personal Cars Become Work Vehicles

Every fleet has one. Whether you acknowledge it or not, Grey Fleet exists in almost every organisation — and if unmanaged, it represents a serious safety and compliance risk.

That was the clear message from Sarah Johnson, Lead Consultant at WLC Fleet Consulting, who recently led a conference session on the topic. With over 24 years of experience across fleet management, finance, telematics and EV transition, Sarah knows the issue inside out.

What is Grey Fleet?

"Grey Fleet is effectively any vehicle that is used for work purposes, and it's not directly provided by the organisation," Sarah said. "It doesn't matter whether it's a novated lease, a spouse's car, or even a friend's vehicle. If it's driven for work, it's Grey Fleet."

That definition often surprises executives who assume employee-owned vehicles sit outside their risk profile. Sarah explained that business travel in personal cars, car allowances, kilometre reimbursements, and even volunteer vehicles all fall under the Grey Fleet umbrella.

Why it Matters

The consequences of ignoring Grey Fleet are severe. "If you have a serious incident involving an unregistered, uninsured or unsafe vehicle, the impact on your organisation could be catastrophic," Sarah warned. "Boards and senior leaders need to understand this risk — because industrial manslaughter provisions and WHS laws absolutely apply."

From carers transporting clients, to sales staff visiting customers, the potential liability is huge.

Reducing Grey Fleet

While eliminating Grey Fleet entirely may be unrealistic, Sarah outlined practical ways to reduce exposure:

- **Public transport subsidies:** "Think about providing employees a company-funded train, tram or bus pass. It's safe, cost-effective and removes the risk from personal vehicles."
- **Taxis and rideshare:** Within a set radius, company-paid Uber or taxi accounts can be a controlled alternative.
- **Pool and allocated vehicles:** "If an employee is doing 10,000km a year in a personal car, you should be asking if a fleet vehicle is the right approach," Sarah said. "Pool cars, especially in not-for-profits or service providers, are a great way to manage safety, compliance and utilisation."

Policy is Key

At the heart of managing Grey Fleet is a clear policy. "Every organisation needs to decide three things: where Grey Fleet 'lives' in the business, how you'll manage the administration, and what your risk appetite is," Sarah explained. "Without ownership, you won't get traction."

Policies should set minimum standards, such as five-star ANCAP safety at purchase, limits on vehicle age and kilometres, and requirements for registration, insurance and servicing. Importantly, Sarah stressed the need to integrate Grey Fleet into the broader fleet policy, not treat it separately.

> EVERY FLEET HAS ONE. WHETHER YOU ACKNOWLEDGE IT OR NOT

"The rules for a Grey Fleet driver are the same as for a tool-of-trade driver," she said. "They need to align 100 per cent, otherwise your risk management will fall short."

People and Engagement

Grey Fleet challenges aren't just technical. They're human. As Sarah pointed out, some employees or volunteers may not be able to afford comprehensive insurance, roadside assistance, or newer cars.

"That's where you need to step back and look at alternatives. Could they use public transport? Can you allocate a pool vehicle? Policy development often means compromise, and sometimes you need to take an iterative approach — start with Policy A, then strengthen it over time," she said.

How WLC Fleet Consulting Can Help

Sarah and the WLC Fleet Consulting team work with organisations across Australia to tackle these issues. Their approach combines practical tools, policy frameworks and stakeholder engagement.

"I've had so many conversations where leaders don't know the first step, or they worry it will open a can of worms," Sarah said. "That's where we can help. We guide you through defining Grey Fleet, developing the right policies, and engaging staff so you can actually manage the risk."

The Takeaway

Grey Fleet is not going away. But with clear policies, practical alternatives, and leadership support, the risks can be controlled.

As Sarah put it: "It's not about eliminating Grey Fleet. It's about recognising it, managing it, and keeping your people safe."

Zero-Emissions Mowing

Plugged In and Ready to Mow

The shift to zero-emissions mowing equipment is gaining momentum again, with councils, schools, hospitals and Defence leading the charge. Braden Light from Ecoteq has watched the market rise, stall, and now pick up speed once more.

"There was a lot of interest when we first launched, then it dropped off for a while. But in the past nine to 12 months we've seen a second wave of adoption. Councils and other organisations are realising these machines aren't going away – they're a good thing," Mr Light said.

The first rush came in 2020, during COVID-19, when Ecoteq introduced commercial electric mowers to Australia. Early adopters jumped in quickly, while others took years to decide. "It's taken them time to see that electric mowers are here to stay. Now we're getting that second rush starting to come through," he explained.

Closing the Cost Gap

Price has long been a barrier, but the gap between diesel and electric is closing fast. "Diesel is continuing to rise, and electric is continuing to drop. They're breaking even after about nine to 12 months, depending on how much you're mowing. That gap is closing, which does help," Mr Light said.

Electric machines also bring savings through fewer moving parts. "Hospitals, schools and retirement villages don't have mechanics on site. Taking away the maintenance burden makes their life a lot easier."

Technology That Can Compete

Performance is no longer in question. "They are at a point now where they are definitely a commercial mower, and they will hold their own against other machines in the marketplace," Mr Light said.

Motor power has improved by about 30 per cent in recent years, and the product line now stretches from compact 32-inch units up to 96-inch wide-area machines. Instead of reinventing the mower, manufacturers have refined proven designs, ironing out small issues and tailoring them to Australian conditions.

Who's Making the Switch

Government-funded organisations are leading adoption. Councils are an obvious market, but large private schools, health organisations and Defence have become major customers.

"Defence has been massive for us," Mr Light said. "Noise is a big factor everywhere – at barracks, military colleges, and training facilities, there are people living on site, so you can't have loud noise early in the morning. With electric, you can get in and out before an event and not disturb anyone."

Quiet operation is also valued in civic centres and business districts where mowing must be done without disrupting daily activity.

Misconceptions Remain

Despite the progress, myths persist. "We still hear questions like, 'How often do you have to factor in a battery replacement?' The truth is the battery will last three times longer than the mower," Mr Light explained.

Charging is another misconception. "People worry about charging requirements, but it's a 240-volt, 10 amp power point. You plug them in overnight when no one else is using power. It draws less than a sandwich toaster."

Education remains a big part of Ecoteq's role. Demonstrations help, but the company often encourages longer rentals. "A week-long trial won't prove much more than an hour-long demo. But if you rent one for two or three months, you can really make sure it fits in your operations," Mr Light said.

Practical Tips for Fleet Managers

For councils and Fleet Managers, Mr Light suggests starting with applications where the benefits are most visible. "Look at your CBD teams, cutting around civic centres, business districts, or residential areas in town. The finish is excellent, and the low noise gives you two clear benefits you can sell to your maintenance teams and to the public," he said.

He cautions against rushing into a full transition. "The worst thing you can ever do is put a mower in the wrong application. If it doesn't suit the job, you risk losing trust in the technology. Start where it makes sense. Once your teams are used to seeing an electric mower, it's no longer a big scary thing, and you can expand from there."

With costs narrowing, technology proven, and emissions targets looming, electric mowers are no longer just a novelty. They are an early, visible win for councils and fleet operators.

"If you push too hard too early, nothing happens," Mr Light said. "But if you get one in the door where it makes sense, at least it's a start – and then you're on your way."

Chery Hits **Sales Record**

Chery Steps Up for Fleets

Chery is no longer the new kid on the block. After hitting record sales and breaking into Australia's top 10 brands in August 2025, the Chinese manufacturer has its sights firmly set on fleet buyers.

Chief Operating Officer at Chery Motor Australia and New Zealand, Lucas Harris, says the fleet journey is "only really just starting now."

"We've had a little bit of early fleet activity, but to be honest with you, it's an incredibly small part of our business," Mr Harris said. "Around 80 to 85 percent of our sales are still retail, which makes sense. But now that we've got a broader line-up, there's a real opportunity for us to grow fleet."

Line-up Across Segments

Chery launched in Australia just two years ago with one model. Today the range spans small, medium, and large SUVs, with hybrids, super hybrids, battery electric and ICE powertrains available.

"The breadth of our line-up means we can finally cater to different fleet needs," Mr Harris said. "Our super hybrid is particularly exciting for fleets. It drives like an EV, has excellent efficiency, and offers a seamless experience regardless of battery charge. It's the perfect stepping stone for fleets that want to go full electric but aren't ready with infrastructure or driver behaviour yet."

Sales Success

Chery sold 3,305 vehicles in August, placing the brand 10th overall for the first time. Year-to-date sales are up 229.8 percent, making Chery the fastest-growing brand in the market.

"Finishing 10th for August sales is a testament to the hard work and dedication of our local team, dealership network, and the ongoing support of our customers," Mr Harris said. "This accomplishment will continue to motivate us to grow market share and enhance brand reputation in Australia."

Support and Whole-of-Life Costs

For fleets, aftersales support and stable pricing matter as much as the product. Harris is upfront about the brand's early pricing shifts but says stability has now been locked in.

"Our pricing strategy has been very stable for the past 12 months," he said. "That's deliberate, to build confidence and help with resale values."

On the support side, Chery has invested in $30 million of parts stock locally and is building a same-day distribution network across states.

"Vehicle off-road is a nightmare for fleets," Mr Harris said. "We've got escalation processes in place so that if a vehicle is down for more than a few days, it gets my attention personally. Our biggest fleet customers even have my number."

> WE CAN FINALLY CATER TO DIFFERENT FLEET NEEDS

Ute on the Horizon

The most anticipated addition to the range is a ute, due in late 2026.

"The platform is brand new, developed for Australia and China as primary markets," Mr Harris said. "We've had R&D teams here to understand how Australians use their utes – not just off-road, but as serious tools of trade. Removable trays, cab-chassis, aftermarket compatibility – all of that is being baked in from day one."

Powertrain options are still being finalised, but include petrol plug-in hybrid and potentially a diesel plug-in hybrid.

"The diesel PHEV excites me," Mr Harris said. "It could be a unique proposition, combining low-end torque with plug-in efficiency. That's a great fit for Australian fleets."

Next Steps

Chery has recently recruited more fleet expertise and will launch a fleet and trade parts program in coming months.

"Half of new cars sold in this country are fleet," Mr Harris said. "We've focused on retail until now, but that's about to shift. The cars are fit for purpose, the support is in place – now it's about making sure fleet buyers know who we are and what we can offer."

Powertrain **Options Explained**

The New Powertrain Playbook For Fleet Managers

Fleet Managers today face more powertrain options than ever before. From hybrids to plug-ins and full battery electric vehicles (BEVs), each choice comes with strengths and compromises. Understanding the differences is key to making fit-for-purpose decisions that align with organisational goals around cost, utilisation and emissions.

Hybrid Electric Vehicle (HEV)

A hybrid pairs a petrol engine with a small battery and electric motor. The vehicle charges itself through regenerative braking and by using the petrol engine. For fleets, hybrids deliver better fuel efficiency than traditional petrol cars without requiring any charging infrastructure. They suit urban and mixed-use driving but provide only modest emissions reductions compared to electric options.

Super Hybrid

The “super hybrid” term simply means a hybrid with a larger battery and stronger electric assist. It still doesn’t plug in, but the bigger battery allows more driving in electric-only mode, improving efficiency. For fleets, this can offer lower fuel consumption in stop-start city traffic. However, because it still relies on petrol, emissions savings are limited.

Plug-in Hybrid (PHEV)

A PHEV takes hybrid technology further by allowing the battery to be charged from the grid. This enables 40–100km of pure electric driving depending on the model. For fleets that can build charging discipline and infrastructure, a PHEV can deliver most daily trips on electric power while retaining a petrol engine for longer drives. The challenge is behavioural—without consistent charging, a PHEV becomes a heavy, inefficient petrol car.

Super PHEV

A “super PHEV” features a larger battery and longer electric range, sometimes exceeding 100km. This allows fleets to cover more of their duty cycle in EV mode while using overnight AC charging. For organisations with predictable dwell times, a super PHEV provides a practical stepping stone to full BEVs. But the upfront cost is higher, and charging infrastructure is still essential.

Nissan e-POWER

Unique to Nissan, e-POWER flips the traditional hybrid model. The petrol engine never drives the wheels; it only charges a small battery that powers the electric motor. Drivers experience EV-like acceleration and smoothness without worrying about range. For fleets, e-POWER offers an electric-style drive with no plug-in requirement. However, emissions are closer to hybrids than BEVs, making it a compromise solution.

Battery Electric Vehicle (BEV)

BEVs are powered solely by electricity stored in a large battery. They produce zero tailpipe emissions, can dramatically reduce fleet CO_2 output, and offer the lowest running costs when charged smartly. The main considerations are range, charging infrastructure, and whole-of-life cost. For fleets with short to medium daily routes and depot or home charging, BEVs represent the most effective path to lower emissions.

Grouping The Options

In practice, powertrains fall into two camps. Hybrids and e-POWER sit together as petrol-dependent technologies that reduce fuel use but don’t need charging. PHEVs, super PHEVs and BEVs sit in the electric group, where charging infrastructure and driver discipline are essential to unlocking benefits.

For Fleet Managers, the right choice depends on goals: cutting emissions, lowering fuel costs, or giving drivers EV experience without major infrastructure spend. Fit-for-purpose analysis and whole-of-life cost modelling will remain the essential tools for making the right call.

Battle of **the Vans**

Ford Transit Custom

Renault Trafic

Hyundai Staria Load

The Fleet Van Segment Today

In a market still dominated by dual-cab utes, the medium van remains a smarter tool for many fleet jobs. For couriers, service technicians, tradies and councils, vans offer more space, lower running costs, and better driver comfort than a ute with a canopy.

We lined up three of the most popular contenders in the Australian market: the Ford Transit Custom, the Renault Trafic, and the Hyundai Staria Load. Each brings a different flavour, but all are strong candidates for fleets that prioritise whole-of-life cost, safety and practicality.

Driver Comfort and Technology

For drivers spending all day behind the wheel, comfort is a non-negotiable.

- **Ford Transit Custom** feels closest to a car inside, with an eight-way adjustable driver's seat (including lumbar support), heated seats, armrests, and a well-designed dash anchored by a 13-inch SYNC 4 display. Visibility is excellent, and the Platinum ANCAP safety rating is reassuring.
- **Renault Trafic** punches above its weight with clever design touches. The cabin includes a fold-down centre seat that doubles as a laptop workstation, 84 litres of in-cabin storage, and quality trim that feels more premium than its price point suggests.
- **Hyundai Staria Load** stands out with an SUV-like cabin. The high driving position, overhead storage, multiple gloveboxes, and an 8-inch touchscreen with Apple CarPlay, Android Auto and wireless charging make it feel more modern and tech-focused than many rivals.

Powertrain and Efficiency

All three vans deliver the performance needed for city runs and highway trips, but efficiency and emissions are crucial for fleet budgets.

- **Ford Transit Custom:** 2.0L EcoBlue diesel, 125kW/390Nm, 8-speed auto. Fuel use is 8.0L/100km (ADR), with real-world closer to 7.2L/100km. CO_2 is 209g/km. Service intervals are a long 12 months/30,000km.

	Ford Transit Custom (SWB)	Hyundai Staria Load (Van)	Renault Trafic (SWB)
Engine	2.0L EcoBlue Diesel	2.2L CRDi Diesel	2.0L Diesel
Power (kW)	125	130	125
Torque (Nm)	390	430	380
Transmission	8-spd Auto	8-spd Auto	6-spd Manual / Auto
Fuel Economy (L/100km)	8.0 (ADR)	7.0 (ADR)	7.2 Manual / 6.5 Auto
CO_2 Emissions (g/km)	209	183	188 Manual / 171 Auto
Cargo Volume (m^3)	5.8	4.9	5.8
Max Load Length (mm)	3050	2607	3750
Towing Capacity (kg)	2500	2500	2500 Manual / 1680 Auto
Warranty	5 yrs / unlimited km	5 yrs / unlimited km	5 yrs / unlimited km
Purchase Price*	$64,000	$48,000	$53,000
Annual WOLC†	$17,125	$14,225	$15,638
Annual CO_2‡	5,225 kg	4,575 kg	4,275 kg

* Driveaway price in NSW in September 2025 rounded up. † Using the assumptions made by Fleet News Group ‡ Based on manufacturer's published L/100km fuel consumption

- **Renault Trafic:** 2.0L diesel, 125kW/380Nm, available with a 6-speed manual or 6-speed dual-clutch auto. Corrected ADR fuel use is 7.2L/100km (manual) and 6.5L/100km (auto), with emissions at 188g/km and 171g/km respectively.
- **Hyundai Staria Load:** 2.2L CRDi diesel, 130kW/430Nm, 8-speed auto. Official fuel use is 7.0L/100km, with CO_2 emissions of 183g/km.

Cargo and Practicality

Space and flexibility are what vans are all about.

- **Transit Custom** offers 5.8m^3 in short wheelbase, stretching to 6.8m^3 in long wheelbase. A load-through hatch extends maximum length to 3,050mm, and barn doors open wide for pallet loading. Payload tops out at 1,269kg, and towing capacity is 2,500kg.
- **Trafic** matches the Transit for volume at 5.8m^3 (SWB) and 6.7m^3 (LWB). The clever load-through flap extends maximum load length to 3,750mm – the best of the three. Payload is up to 1,238kg, and towing is 2,500kg for manuals, 1,680kg for autos.
- **Staria Load** offers 4.9m^3 of cargo space, slightly less than the others, but compensates with a wide, tall, flat-floored load area and 1,072kg payload. Towing matches at 2,500kg. Buyers can choose between a power liftback or twin swing barn doors.

On the Road

Driving character matters when vans double as mobile offices.

- **Transit Custom** is refined, with independent rear suspension, light steering and a tight 10.9m turning circle. Drive modes (Eco, Tow/Haul, Sport, Slippery, Normal) adapt performance to conditions.
- **Trafic** feels composed and easy to manage. Light steering makes tight CBD work simple, while suspension delivers a smooth ride. The lane departure system cleverly rumbles through speakers to indicate drift direction.
- **Staria Load** surprises with refinement, soaking up bumps and delivering plenty of torque under load. Steering is light, and selectable modes (Eco, Comfort, Sport, Smart) change driving feel. It's arguably the most SUV-like experience here.

Tech & Safety

All three vans bring safety and driver-assist features into play, a growing priority for fleets.

- **Transit Custom:** Lane keeping aid, adaptive cruise, blind spot assist, cross traffic alert, and six airbags are standard. Platinum ANCAP safety rating.
- **Trafic:** Standard safety includes AEBS, Lane Departure Warning, Blind Spot Warning (in packs), Traffic Sign Recognition and Driver Attention Alert.
- **Staria Load:** Strong Hyundai SmartSense suite includes Forward Collision-Avoidance, Lane Keeping Assist, Blind Spot View Monitor with camera feed, Rear Cross-Traffic Avoidance and more. Seven airbags add to the protection.

The Van Verdict

All three vans are winners in their own way. Each offers competitive fuel use, CO_2 emissions, load space and safety. The Renault Trafic is the cleverest when it comes to load-through practicality, the Hyundai Staria Load wins on refinement and SUV-like comfort, and the Ford Transit Custom is the best all-rounder for driver comfort and technology.

All would be an excellent choice for tradies, couriers and fleets alike. But the Transit, with its eight-way adjustable driver's seat, heaters, armrests and driver's footrest, makes it the winner in this comparison. When you have to work out of it every day, driver comfort tips the balance.

For Fleet Managers, the real decision will come down to fit-for-purpose needs and Whole of Life Costs (WOLC – refer to table). Whichever you choose, these three vans prove that the workhorse is alive, well, and evolving fast.

Novated **Lease EV Surge**

EV Discount Driving Novated Leasing Growth

Electric vehicles have surged to the forefront of novated leasing, and government policy is the key driver. That's the message from Paywise Chief Executive Officer, Frank Agostino, who says demand has shifted dramatically since the introduction of the Electric Car Discount Bill.

Paywise Growth and EV Uptake

Paywise has long been a trusted salary packaging provider for public sector employees. In recent years, the company has expanded its reach through acquisitions and onboarding new government clients across the ACT, Tasmania, Queensland, Northern Territory and Western Australia.

"We've seen our novated leases under management rise by 25% year on year, with settlements up around 16–17% so far in 2025," Mr Agostino said. "Much of that is driven by EVs. Around 45% of our novated leases today are for electric vehicles, and that simply wouldn't have been possible without the FBT exemption. It's made EVs price competitive with ICE vehicles for the first time."

The top three EV choices for Paywise members are the Tesla Model 3 and Model Y, the BYD range, and MG4 – all of which combine strong technology, affordability and brand appeal.

The Role of Policy

Agostino is clear about the single biggest factor in EV adoption. "The FBT exemption is the driver behind uptake in Australia. If it were removed in 2027, demand would dip sharply, particularly among middle-income earners who rely on salary packaging to make EVs affordable," he said.

Independent modelling backs up his view. Research commissioned by the Electric Vehicle Council (EVC), the National Automotive Leasing and Salary Packaging Association (NALSPA), and the Australian Finance Industry Association (AFIA) found that continuing the EV Discount until 2035 could halve vehicle emissions compared with ending it in 2027. It also showed every $1 spent on the EV Discount currently delivers $2.25 in environmental, health and economic benefits, rising to $3 by 2030.

Julie Delvecchio, Chief Executive Officer of the EVC, said the policy has already proven its worth. "The Electric Car Discount has put 105,500 new EVs on the road and boosted the used EV market – a real win for Aussie families who want to make the switch and save on fuel."

NALSPA Chief Executive Officer, Rohan Martin, reinforced the point. "The modelling shows the EV Discount is making the switch within reach for everyday Australians and boosting the supply of affordable second-hand EVs. Teachers, nurses and firefighters all tell us they wouldn't have made the switch without the Discount."

> WE'VE SEEN OUR NOVATED LEASES UNDER MANAGEMENT RISE BY 25%

Barriers and Education

Despite the growth, barriers remain. Agostino points to charging access and range anxiety as areas where novated leasing providers need to step up. "It's not enough to just show the weekly cost of a Tesla. We need to help people understand what charging looks like if they live in an apartment or regional area. Our consultants are becoming EV experts, helping members overcome those challenges," he said.

What's Next

The Productivity Commission's review of the policy in 2027 will be pivotal. Modelling shows that if extended, the EV Discount could deliver an extra 1.5 million BEVs and 200,000 PHEVs onto Australian roads by 2035.

For now, Paywise is seeing demand accelerate, not plateau. "We think the exemption should stay in place beyond 2027," Mr Agostino said. "It's creating affordability, growing a second-hand market, and it's the most important lever to help Australians transition to cleaner transport."

Meet the trendsetter. The DEEPAL E07 multitruck isn't just another car, it's where SUV luxe meets UTE-level versatility in a whole new lane. Bold, electric, and built to turn heads. Ready to take the wheel of something truly next level? The E07 is ready and waiting for you to test drive - or visit **deepal.com.au** or contact your local dealer.

*Optional features shown

Deepal E07 **Review**

Deepal E07: The Multitruck That Breaks the Mould

Australia loves big cars, and for years that has meant SUVs or dual-cab utes. But what if you didn't have to choose? The Deepal E07 lands in our market with a promise to be both — a "multitruck" that blends the comfort of a luxury SUV with the practicality of a ute, all wrapped up in a battery-electric package.

For Fleet Managers and novated lease buyers, that's a bold proposition. The E07 gives families the space and features they crave while offering fleets a left-field alternative to traditional diesel workhorses. Most importantly, it proves that moving to electric doesn't mean compromising on versatility.

Whole of Life Costs

When you crunch the numbers, the Deepal E07 presents a compelling financial case. The big SUV rides on an 89.98kWh battery that delivers an estimated 550km range in RWD and 510km in AWD (WLTP). Charging is rapid: a 240kW DC fast charge will take the battery from 30% to 80% in just 15 minutes.

Energy efficiency during real-world testing came in at 14–16kWh/100km depending on conditions. For a 2.3-tonne, five-metre-long SUV, that's impressive and translates directly to lower charging costs compared to many rivals.

Service intervals are set at 12 months/20,000km, with capped-price servicing for seven years. Warranty coverage is strong: 7 years/160,000km on the vehicle and 8 years/240,000km on the high-voltage battery. That predictability makes life easier for fleets and novated lease customers planning running costs.

Driving Dynamics

Behind the wheel, the E07 feels every bit its size. At just over five metres long and nearly two metres wide, it commands the road with a footprint similar to a large SUV or dual-cab ute. Yet despite its heft, it moves with surprising poise thanks to air suspension and adaptive damping.

On freeways, the E07 is serene. The cabin is whisper-quiet, and the 18-speaker sound system fills the space beautifully. Even after long stints - five hours on the test drive - the combination of plush seating, massage functions, and well-sorted ergonomics mean drivers finish the day without fatigue.

Push harder on winding roads and the E07 shows its limits. The suspension can feel bumpy on uneven surfaces, and its sheer size makes tight corners a little daunting. Still, the RWD model's 252kW/365Nm setup delivers a brisk 0–100km/h in 6.7 seconds, while the AWD packs a massive 440kW/645Nm, cutting the sprint to 3.9 seconds. For an SUV-ute crossover, that's supercar pace.

Ground clearance ranges from 133mm to 223mm, with off-road and camping

> SUV COMFORT WHEN YOU WANT IT, UTE PRACTICALITY WHEN YOU NEED IT.

modes available. Add in 600mm water-wading capability and the E07 is more than a city cruiser — it's built to handle the bush track to your campsite.

Interior Versatility

Step inside and it's clear Deepal has aimed high. Think Nappa leather, heated/cooled/massaging seats front and rear, and a minimalist cockpit dominated by a 15.4-inch rotating touchscreen. The rear seats recline like lounge chairs, making passengers feel just as spoiled as the driver.

Storage is another strength. There's a 131-litre trunk up front, and the rear transforms at the touch of a button. With the glass tailgate retracted and seats folded, capacity jumps from 524 litres to 1,654 litres, long enough to slide in a queen mattress. This is where the multitruck earns its name — SUV comfort when you want it, ute practicality when you need it.

Likes

- **Battery and range:** Long WLTP range and efficient energy use for its size.
- **Charging speed:** 30–80% in 15 minutes — faster than most competitors.
- **Interior comfort:** Massage seats, quiet cabin, premium materials.
- **Versatility:** SUV and ute in one package, with clever tailgate and load space.
- **Warranty:** Seven-year vehicle and eight-year battery cover.

Deepal E07 Specs Snapshot

	RWD	AWD
Battery	89.98 kWh	89.98 kWh
Range (WLTP)	550 km	510 km
Power	252 kW	440 kW
Torque	365 Nm	645 Nm
0–100 km/h	6.7 sec	3.9 sec
Charging (AC)	7 kW ~13 hrs (0–100%)	7 kW ~13 hrs (0–100%)
Charging (DC)	240 kW ~15 min (30–80%)	240 kW ~15 min (30–80%)

Dislikes

- **Size:** At over five metres long, it feels bulky in tight city streets.
- **New brand:** Resale values are untested in Australia.
- **Learning curve:** Minimalist interior and screen-based controls take time to master.

Emissions

With its battery-electric drivetrain, the E07 delivers zero tailpipe emissions. For fleets replacing diesel utes (which typically emit around 220g/km CO_2), that's a massive environmental win. Pair the E07 with renewable electricity contracts and the multitruck becomes genuinely carbon-neutral in operation.

Final Thoughts

The Deepal E07 is not just another EV SUV — it's a rethink of what Australians expect from a family or fleet vehicle. It challenges the notion that you need a dual-cab ute for versatility, offering a fresh path to electrification without compromise.

For families, it's a spacious, tech-laden lounge on wheels. For adventurers, it's a camping and lifestyle companion. For fleets, it's a left-field but compelling tool that can help shift drivers out of diesel utes without stripping away practicality.

It won't be the right car for everyone, but that's the point. The multitruck breaks the mould — and in doing so, it opens the door to new ways of thinking about fit-for-purpose mobility.

Novated Lease Comparison: Deepal E07 v Subaru Outback

We requested quotes from Paywise in September 2025 to highlight the significant savings when salary packaging an electric vehicle to take advantage of the FBT Exemption available because of the Electric Car Discount Bill.

While there's no direct comparison to the Deepal E07 multitruck, we picked the Subaru Outback because it's a large SUV with five seats and appeals to buyers with a need for adventure.

The quotes are based on the following assumptions:

■ Annual salary: $80,000 ■ Annual kilometres: 15,000 ■ Lease term: 48 months

	Deepal E07	Subaru Outback
Variant	MY25 Multitruck 252kW RWD	MY25 AWD Touring Wagon 2.5i
Reduction in Take-Home Pay	$464 per fortnight	$600 per fortnight
Income Tax Savings Over Lease Term	$23,083	$9,622
GST Savings on Vehicle Purchase	$5,900	$4,772

IVECO Case Study

Three Generations, One Truck Brand

Two family generations and three generations of IVECO trucks have driven the rise of Western Australia's Moylan Silos, now the state's largest manufacturer of grain silos, stock feeders and field bins.

From Plumbing to Silos

The business was founded more than 50 years ago in Kellerberrin, a wheat belt town 200 kilometres east of Perth, by tradesman Mick Moylan. Originally a plumber, Mick transitioned into fabricating water tanks before pivoting to silo manufacturing – a decision that set the foundation for the company's long-term success.

Today, while Mick remains involved, the business is led by his son Corey and daughter-in-law Gemma, who have grown the operation to include stock feeders and field bins.

"Dad was a plumber by trade and after a while he learned that he didn't like working for others, so began the business. He was always clever with engineering and good with his hands," Corey said.

A Skilled Local Workforce

Moylan Silos employs 25 full-time staff, plus seasonal workers, covering sheet metal work, boiler making, mechanical roles, labouring and truck driving. Importantly, all products are built in-house using predominantly Australian materials – a point of pride for the family-run operation.

IVECO the Trusted Workhorse

Transport is vital to the business. With products shipped across Western Australia, round trips of 2,000 kilometres are common, and deliveries as far as Broome or Kununurra (up to 3,000 kilometres one way) are not unusual.

That's where the company's fleet of 11 IVECO trucks comes in. After trialling other makes, the business switched to IVECO about 20 years ago, starting with a Eurotech. The brand has been the first choice ever since, with the fleet now including Stralis and X-Way prime movers alongside two new S-Way 550 AS 6x4s.

"We've found the IVECOs to be durable and reliable. The last Eurotech was traded in with well over a million kilometres and two of the older Stralis models have also exceeded that mark – we never have any trouble with them," Corey said.

Built for the Job

The trucks are paired with custom-designed drop deck trailers manufactured by Moylan Silos itself. Each trailer can carry two silos up to 8.5 metres high and 4.5 metres wide. Hydraulic arms lift and lower the silos, with a two-person team completing the process in 30–45 minutes.

While the silos only weigh around three tonnes each, their size creates significant wind resistance. That's where the S-Way's 550hp engine and 2,500Nm of torque make the difference.

"The loads might not be that heavy but the trucks still have to work to push through the wind. That's why we like to have higher horsepower trucks," Corey said.

He added that driver comfort is another standout feature: "Another thing we've enjoyed about all the IVECO trucks we've had – and it's particularly noticeable in the S-Ways – is the comfort and quietness of the cabins. They're very, very quiet and spot on for comfort. We often drive them over very poor roads and the steering and suspension handle the conditions well. They're excellent over the corrugations. Really, they're a perfect truck for what we're doing."

Keeping It Simple

Maintenance is handled in-house, with backup support from Perth dealer AV Truck Services when needed. According to Corey, ease of servicing is a major reason for sticking with IVECO.

"Parts availability is good and servicing the trucks is straightforward – we can do most of the upkeep ourselves," he said.

Grain-fed Growth

For Moylan Silos, the combination of homegrown manufacturing and a trusted transport partner has been the formula for success. As the business continues to expand, its IVECO fleet remains at the heart of operations – keeping products moving from the wheat belt to customers across WA.

IVECO

LEVEL UP YOUR FLEET

New generation IVECO has landed in Australia. Experience European mastery, quality builds, and unmatched safety across the range.

Overseas models shown.

The Shift to Electric Forklifts

Waverley Forklifts Keeps Australia Moving

For more than 50 years, Waverley Forklifts has built a reputation as Australia's largest independent forklift rental business. Founded in 1973, the company has grown into a truly national operation, with branches in every state and a fleet of more than 7,000 forklifts working across industries.

Owner Charlie Schwerkolt says the company's longevity comes from staying focused. "We predominantly rent forklifts from one to 16 tonnes. That's our lane, and we've stayed in it," he says.

A Rental Market on the Rise

If there's one defining shift in the forklift sector, it's the dominance of rental. Schwerkolt estimates that 85 percent of forklifts in Australia are rented rather than owned, reflecting a market that values flexibility, compliance support and predictable costs.

"Everyone rents photocopiers these days rather than buying them outright. Forklifts are no different," he explains.

"With service, maintenance and safety compliance built in, rental takes away the headaches for customers."

Rental demand peaks in seasonal work such as agriculture, short-term projects like events, and construction. From moving mangoes in the Northern Territory to helping stage the Australian Grand Prix, Waverley Forklifts is behind the scenes keeping things moving.

The Shift to Electric

The forklift market has undergone a dramatic energy transition. A decade ago, 90 percent of forklifts sold were gas or diesel, with electric models a small niche. Today, it's the reverse. Around 65 percent of new sales are electric forklifts, a shift driven by warehouse safety regulations and rising property costs.

Warehouses are now taller and narrower, with forklifts required to lift to 11 or 12 metres where seven was once the norm. That trend has driven demand for specialised electric reach trucks and double-deep units that can maximise storage space.

Schwerkolt says the future is clear. "Warehousing will be 90 to 95 percent electric. Gas and diesel machines will remain for building sites, events and outdoor work, but in warehouses, electric is the only way forward."

Market Segments and Applications

The forklift market touches almost every industry in Australia. Warehousing and logistics remain the backbone, and this is where the shift to electric has been most visible. Construction is another strong segment, with rough-terrain forklifts and telehandlers now a standard sight on building sites. Agriculture drives short bursts of demand during harvest seasons, particularly for fruit and crops in the north.

Then there's the event sector, which has become a speciality for Waverley. From the Formula One Grand Prix to international concerts, forklifts are hired short-term to build stages, move flooring and keep the show rolling.

A mix of long-term warehousing work and short-term peaks across other industries means there is always demand for forklifts somewhere in the country.

Top Brands in Australia

Just as Toyota dominates the car market, it also leads the forklift world. In Australia, Toyota holds close to half of the market, and Charlie Schwerkolt says the brand's reliability is unmatched.

"They're like the LandCruiser or Hilux of forklifts – they just go forever," he says.

Linde is another strong player, particularly across Europe, while Crown has carved out a reputation in materials handling. The Hyster-Yale group is also well established and competitive in Australia.

More recently, Chinese manufacturers have entered with low-cost options, but Schwerkolt believes the hidden costs can catch buyers out.

"Australians love a bargain, but you've got to think about total cost of ownership and resale value. Parts and support just aren't the same, and that's where the Japanese and European machines still stand apart."

Waverley's Truck Fleet

Behind every forklift delivery is Waverley's national truck fleet. The company operates around 30 trucks, from small tilt trays to low loaders capable of moving 16-tonne machines.

"We're fairly unique in being a one-stop shop," Schwerkolt says. "We move, rent and service forklifts ourselves. That way, we've got full control and can deliver for customers."

At peak, Waverley moves more than 120 machines a day across the country. The trucks are as much a part of the business as the forklifts themselves,

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ensuring rapid response for industries where downtime isn't an option.

Fleet Life and Utilisation

How long should a forklift stay in service? Schwerkolt says it depends on brand and application, but Waverley typically keeps machines seven to eight years, retiring them before they hit 10,000 hours – the equivalent of 100,000 kilometres on a car.

"It's about striking the right balance between reliability, utilisation and resale value," he says. With Toyota's reliability, Waverley has confidence in running long cycles without compromising service levels.

Technology and the Future

Just as in cars and trucks, technology is reshaping forklifts. Telematics, access control, and perimeter lighting are increasingly standard for safety and fleet management. Lithium-ion batteries are growing in use, and hydrogen or fully automated forklifts are on the horizon for mega-warehouses.

But Schwerkolt is pragmatic. "Not every application can go electric or automated. Fit-for-purpose is still the rule. Outdoor events, farms and construction sites will need gas and diesel machines for years to come."

Relationships Matter

At its core, Waverley Forklifts' success is about service and relationships. Schwerkolt stresses that choosing the right provider is just as important as choosing the right machine.

"Customers need support – service, parts, flexibility and trust. That's what rental delivers, and that's what we've built our business on," he says.

With half a century of experience and a fleet that spans every corner of the country, Waverley Forklifts remains a vital player in Australia's materials handling sector – and a reminder that forklifts are one of the most essential, if under-appreciated, parts of the fleet world.

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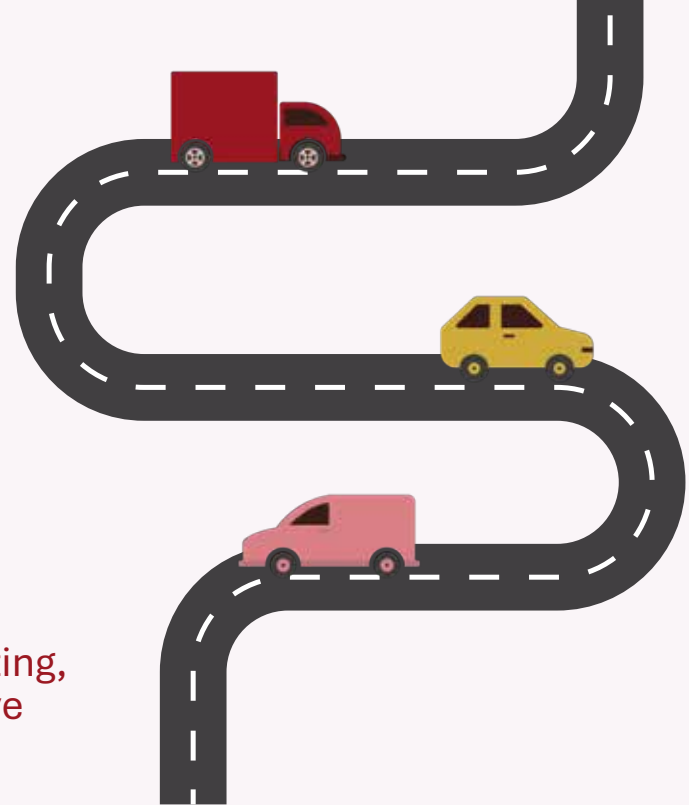

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