

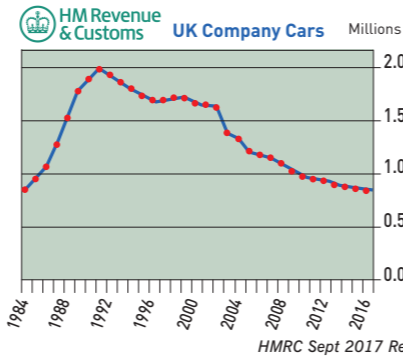
The BCS Partnership Ltd  
 Merlin House,  
 4 Beaumonts Way,  
 Bamford,  
 Rochdale  
 OL11 5NL

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# Seminar

Thursday 5<sup>th</sup> October 2017  
 9:30 am 12:30 Noon  
 Holiday Inn,  
 Chapel Lane, Great Barr,  
 Birmingham B43 7BG

# - Company Cars - The Alternatives



- ~ 20 Years ago, there were 2.0m UK Company cars.
- ~ Now there are only some 950,000 or less.
- ~ What is the trend?

### - Some Facts

- ~ It is now cheaper to run a car personally than through a company.
- ~ Company car taxation has doubled in real terms since the CO<sub>2</sub> basis was introduced.
- ~ Car Tax Scale Charges will rise 33% - 50% over the next 3 years.
- ~ The average company car driver is now taxed on £6,500 p.a., rising to £9,750 in 3 years'.
- ~ It is Government policy to maintain the company car tax-take, which is £2.1bn p.a..
- ~ 35% of the cost of running a company car is taxation on the employer Company - VAT, NIC, IPT, VED, Fuel Duty, etc..
- ~ Most BCS/LOFM Car Allowance drivers are £500-£1,000 p.a. net-pay better off funding their own cars personally.

Organised and Presented by:-

The BCS Partnership Ltd  
 Merlin House,  
 4 Beaumonts Way,  
 Rochdale OL11 5NL  
 Tel: 01706 646664  
 Web: www.bcspart.co.uk



Leasing Options Fleet Management Ltd  
 Options House,  
 Atkin Street, Worsley,  
 Manchester M28 3DG  
 Tel: 0161 703 2135  
 Web: www.lofm.co.uk



# Seminar Company Cars - The Alternatives What Is The Future?



### - Issues the Seminar deals with:-

- \* Is Salary Sacrifice an option?
- \* Are Hybrids, Plug-Ins & EVs the future? Are they viable for fleets?
- \* Replacing company-funded cars with a Managed Car Allowance Plan can reduce car costs by 25%-35%.
- \* Updating existing 'Legacy' Car Allowance schemes can show savings of 15% or more.

A company car is a valuable, but emotive benefit for key employees, so getting it right is important financially and for corporate morale.

This seminar highlights the options and new ways to make cost savings. The seminar outlines viable alternatives that save over £10,000 per driver across a typical 3-year view, compared with the traditional company car.

To book your place  
 Go online at: [www.bcspart.co.uk](http://www.bcspart.co.uk)  
 or Post the reply card  
 or email: [cars@bcspart.co.uk](mailto:cars@bcspart.co.uk)  
 or Telephone: 01706 646664

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£99 plus VAT for one delegate,  
 £149 plus VAT for two delegates.

DIRECTORS' FORUM

# Seminar - Company Cars - The Alternatives



Chartered  
Management  
Accountants

## Speaker

**Tristan Maynard** FCMA FCI MIMC  
Senior Partner  
With over 30 years' experience at board level in a wide range of manufacturing and service industries. Tristan Maynard brings a practical, straight forward approach to profit improvement and solving business problems.

Tristan was voted "Chartered Management Accountant of the Year" by CIMA Members in Practice. A leading expert in Company Car taxation, he is a contributor to several HMRC consultative panels.



## Speaker

**Jonathan Roland** ACII  
Corporate Director  
Jonathan has been involved in asset finance for over 25 years, focusing on, leasing and fleet management.

In 1999, Jonathan was approached to join the J. Rothschild Partnership and today is the Corporate Director of Leasing Options Fleet Management, working primarily with Public and Private Limited Companies, specialising in the funding of cars used for business travel.



Thursday 5<sup>th</sup> October 2017

9:00 am - 12:30 Noon,  
Holiday Inn,  
Chapel Lane, Great Barr,  
Birmingham B43 7BG

## Seminar Programme

9:00 am Registration and Coffee

9:30 am **Session 1: The Cost & Taxation of Company Cars**

- Company Car Taxation - 2017-21 Changes
- The True Cost of a Company Car
- The Alternatives to Company Cars
  - ~ Salary Sacrifice
  - ~ Plug-ins, Hybrids, & EVs
  - ~ Car Allowances & Tax Free Pay
  - ~ Legacy Car Allowance Schemes
- Saving £10,000 per Driver
  - ~ Worked Examples
- From Burden to Benefit
  - ~ Case Study

11:00 am Coffee Break

11:10 am **Session 2: Designing a Managed Car Allowance Plan**

- Corporate v Retail Funding
- Staying With Company Cars
  - ~ Identifying Savings
  - ~ Case Study
- Existing Car Allowance Schemes
  - ~ Updating & Reducing Costs
  - ~ Case Study
- Introducing A Car Allowance Plan
  - ~ Managing Choice
  - ~ Voluntary or Compulsory?
- Employee Communications
  - ~ How to Get Driver Acceptance
  - ~ One-to-One Consultations
- Health & Safety Issues
  - ~ Duty of Care – The 1974 Act etc.

12:00 pm Questions & Discussion

12:30 pm Close

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# Company Cars - The Alternatives

What The Press Say...

**Businesses are saving  
Over £10,000 per driver in  
Company car running costs!**  
GreenFleet

**"Businesses switching from company cars to car allowance plans are saving money." (And keeping up with the trend.)**

"In terms of an employee benefit, the financial incentives have largely evaporated".  
Prof. Peter Cooke Employee Benefits

"Are company cars really dying?"  
Accounting Web

"Tax changes for 2015/16 hit low CO<sub>2</sub>-models hardest."  
Business Car

"Taxes and new trends could drive decline in company cars."  
Business Car

"...Diesel Supplement hits four out of five company car drivers."  
FleetNews

"Osborne plunders £720 in fresh BIK tax raid."  
Business Car



"Drivers of company cars will be hit with higher tax bills."  
Sunday Times

Fuel efficient fleets and drivers to face tax hike.  
...Government will find ways to maintain tax take from company cars."  
FleetNews

## What our Delegates Say ...

"We had 33 company cars. Going to this seminar saved us £630,000."  
W UK Ltd Evesham

"Scintillating! One of the best presentations I have ever attended."  
H B of E Plastics Ltd Hemel Hempstead

"We now have 40 VERY happy drivers - and no hassle!"  
K M Fleet Manager P Systems Ltd London

"The BCS/LOFM process is superb value for money."  
S P Ltd Droitwich

"Most enjoyable. Very informative! Time well spent"  
TB, Project Manager, I UK Ltd Manchester

"Our fleet costs were £2.1m. BCS/LOFM reduced them by over 30%"  
MH S G W Ltd Chester

# Seminar - Company Cars - The Alternatives

# Booking Form

To book your places: go online to [www.bcspart.co.uk](http://www.bcspart.co.uk)  
or: post this reply card  
or: email [cars@bcspart.co.uk](mailto:cars@bcspart.co.uk)  
or: telephone 01706 646664

I/we would like to attend the Seminar on: Thursday 5<sup>th</sup> October 2017 at:  
Holiday Inn, Chapel Lane, Great Barr, Birmingham B43 7BG



## Company Details and Delegates' Names

1st Delegate Name:

Position:

Email:

2nd Delegate Name:

Position:

Email:

Company:

Address:

Post Code:

Telephone:

No. of  
Employees:

No. of Cars:

No. of Car  
Allowance Drivers:

Confirmation, a VAT invoice and joining instructions will be issued by return  
**£99 plus VAT for one delegate,**  
**£149 plus VAT for two delegates.**

Payment is due prior to date of event, by BACS or cheque to:-

Bankers:	HSBC	Account:	The BCS Partnership Ltd
	2 Yorkshire Street	Account No.:	71336495
	Rochdale OL16 1EE	Sort Code:	40-39-01

Refunds will not be given for cancellations made less than seven (7) days from date of event. Any cancellations must be made in writing.

