

eCargo Bikes for Business

*Wandsworth
Council Event*
8th November 2021

Dan Parsons



Photo credit: Bell and Sons

eCargo Bikes for Business

Intro

1. Why and What

2. Understanding the knowledge curve

- The future of transport has arrived

3. Research

- Before you buy...

4. Purchase

- Things to consider

5. Ongoing maintenance and service

- Business Fleet Management
- Regular Checks
- Emergency Repairs
- Periodic Service
- Scheduled Maintenance

A PUBLIC HEALTH EMERGENCY

Transport has overtaken power generation as the UK's most polluting sector, responsible for roughly 27% of the total greenhouse gas emissions.

Toxic air leads to around **40,000 deaths in the UK¹** and **9,000 deaths in London²** each year, at an annual cost of £20bn to the UK economy.

¹ *DfT, Transport and Environment Statistics Report*

² *Royal College of Physicians (2016)*

³ *LondonAir, www.londonair.org.uk*



CARGO BIKES – Part of the Solution



90% lower emissions than diesel vans ⁴

33% lower emissions than electric vans ⁴

51% of freight journeys in urban areas could be replaced by cargo bike

If only 10% of miles covered by delivery trucks in London were replaced by cargo bike, you could cut 133,000 metric tonnes of CO₂ and 190,000 KG OF NO₂ pollution per year ⁴

⁴ Active Travel Academy, University of Westminster

⁵ Dr Ersilia Verlinghieri, quoting recent European estimates



HUGELY CAPABLE



Dutch electric cargo bike specialists



RIESE & MÜLLER

Bespoke German electric bike brand



tern

Urban mobility specialists



BUTCHERS & BICYCLES®

Danish trikes with built-to-tilt technology

<400KG and <2000litre load-carrying capacity

Different options for different applications



FULLY CHARGED



2. THE KNOWLEDGE CURVE

We are all pioneers!

Pioneering a new industry

- eCargo deliveries and logistics
- eCargo Sales and Service
- eCargo design and manufacture

Disrupting the existing transport infrastructure

- Offering tangible mobility replacements
- Increased productivity
- More agile, more cost efficient and greener fleet

Inventing the new normal

- Products
- Usage
- Service and Support

3. RESEARCH

Looking after your eCargo fleet starts before the purchase

Understand your requirements

- Work with an expert to properly understand your needs
- Important to make the right choice based on individual use case

Understand the eCargo options

- Important to select the right drive system,
- Important to select the correct component – gears, brakes etc

Select the right partner

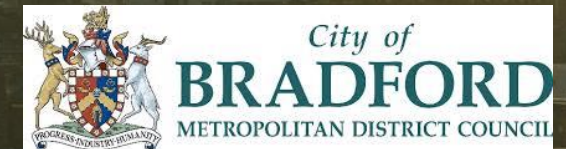
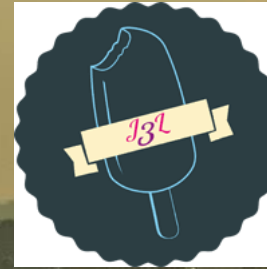
- Meet with the potential partner – visit their location
- Test ride proposed options
- Availability of spare parts
- Availability and quality of service and support
- Supplier's partnership with manufacturer's
- Supplier's locality - offer of local / remote support

3. RESEARCH

Speak to other similar businesses and organisations



Freddie's Flowers



4. PURCHASE

Invest in your fleet

Invest

- Buy quality, reputable brands



RIESE & MÜLLER

BUTCHERS & BICYCLES®



- *Avoid cheap, unbranded drive systems and kits!*

Business Purchase (Reminder!)

- VAT-qualifying purchase
- eBikes 100% tax deductible 'Plant and machinery'
- *(Supertax = 130% for qualifying items in this tax year!)*
- *Increased efficiency/productivity, lower cost = increased profits!*

4. PURCHASE

Other considerations

Grants

- Check with local authorities
- EST Grant – temporarily closed

Financing / Leasing

- Business financing

Insurance

- Fleet insurance – 3PL, theft, damage

Other Considerations

- Locks
- GPS Trackers

5. MAINTENANCE AND SERVICE

Business Fleet Management

- Assign a fleet manager within the business
- Assign bikes names or numbers to help with tracking
- Consider appointing a dedicated fleet mechanic

Regular Checks

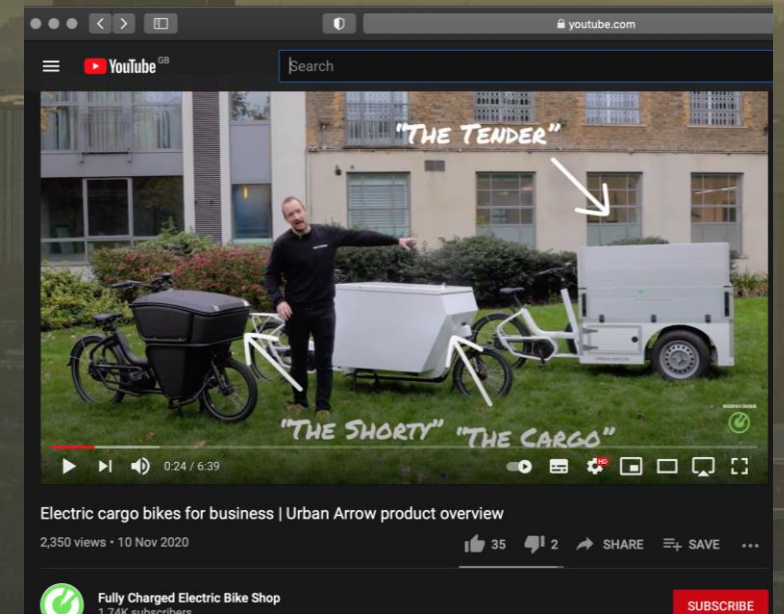
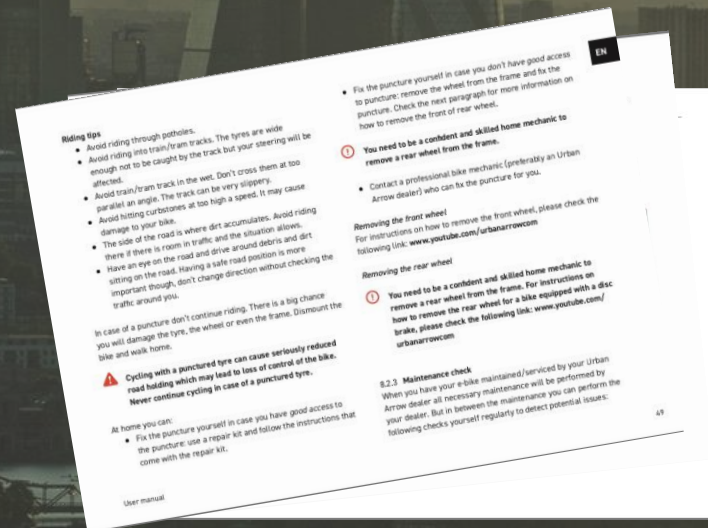
To be carried out regularly (daily/min. weekly)

- Check tyres for wear and damage
- Check tyre pressure – see manufacturer's recommendations
- Check wheel trueness
- Check rims for wear and damage
- Check hub axles for play
- Check steering linkage for play
- Check brake operation
- Check gear operation

5. MAINTENANCE AND SERVICE

Refer to the manuals!

Use Retailer / Manufacturer Assets



5. MAINTENANCE AND SERVICE

Emergency Repairs

- Has your partner got sufficient spares in place to effect fast repairs, with quick turnarounds
- Consider maintaining a stock of frequently used spares on site

Periodic Servicing / Scheduled Maintenance

- Have the bikes serviced AT LEAST once per year
- Regular servicing is a **requirement** of the warranty
- Warranty (eg. Bosch = 1yr for commercial eBikes)
- Service requirements dependent on usage
- Work with your service partner to set up a maintenance schedule to ensure service is properly administered

...Keep up, don't catch up!

Fully Charged Ltd

Curators of the world's leading premium electric bike brands and proud partner to the UK's eCargo community



Thanks for listening!



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