



# AUTO + ASSEMBLY

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## DEFINING THE FUTURE

WMSC approves 2019 calendars and confirms 2020 WEC regulations.

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# STAGE SET FOR THE 2019 SEASON

The World Motor Sport Council met for the final time in 2018 in St Petersburg yesterday, with the shape of the 2019 sporting schedule being finalised through the approval of a wide range of calendars.



The Formula 1 calendar, unchanged from the October meeting of the WMSC in Paris, provides for a 21-grand prix season starting in Melbourne, Australia on 17 March, with the final round taking place in Abu Dhabi on 1 December.

A number of amendments were made to the sporting regulations of the championship, including moves to ensure that fuel-handling procedures are the same during testing as they are during race events and to provide clarity to the formation of the grid in the event that multiple penalties are applied.

Looking further ahead, teams will also be afforded unrestricted CFD simulations in the development of cars designed in accordance with the 2021 regulations.

F1's technical regulations were also tweaked with more clarity being provided, primarily in the area of front wings built to new rules being brought in for 2019.

In the FIA World Rally Championship, a 14-round calendar was approved. The championship will begin with the traditional curtain-raiser in Monte Carlo and will include a new round, in Chile, on 12 May.

Elsewhere, competitors in the newly created FIA WRC 2 Pro Championship are permitted to enter two R5 cars per team

and must participate in a minimum of seven rounds with one car – including one event outside Europe.

For the Drivers' and Co-drivers' Championships, the eight best scores will count towards the titles, while the highest placed car(s) in each team will score points in the FIA WRC 2 Pro Championship for Manufacturers. The FIA WRC 2 Championship, now solely for drivers and co-drivers, will have no minimum number of events, although the first six scores from seven entered rounds will count towards the titles.

The FIA World Endurance Championship will feature eight rounds in its 2019-2020 season, starting with the 4 Hours of Silverstone on 1 September 2019 and culminating in the flagship 24 Hours of Le Mans event on 13-14 June 2020.

However, the major news from the WEC was the confirmation of new technical regulations for the top-level endurance category to be implemented from the 2020-2021 season onward. These are based on the innovative concept of a 'performance window', aimed at creating close competition between differentiated hypercar prototype designs.

The new regulations include: aerodynamics capped by regulations to control cost and ensure that performance does

not compromise bodywork design; moveable aerodynamic devices front and rear; maximum 520kW combustion engines to encourage diversity; a front-wheel energy recovery and release system up to 200kW, as well as cost control measures include a five-year homologation period, and limitations on parts per season, testing, tyres and personnel.

In the Formula E Championship, the recently announced 'Attack Mode' rules received attention, with the Council agreeing that the number, duration and minimum time of arming of 'Attack Modes' (during which the maximum total power increases from 200kw to 225kw), will be determined at each race by the FIA, according to the special features of the circuits, one hour before the start at the latest. The activation of the Attack Mode is also forbidden in the first two laps.

Elsewhere, the number of drivers allocated FanBoost (additional extra energy of maximum 100 kJ (power minimum 240 kW, maximum 250 kW, and time to be managed by the team), will increase from three to five. The winning drivers will be allocated one boost, to be used once after the 22<sup>nd</sup> minute of the race.

For the purpose of aiding driver rescue, the use of FIA-approved biometric gloves will be mandated for all drivers during each competition and all tests attended by more than one team.

As the FIA World Rallycross Championship moves towards its 2021 switch to electric power, the Council agreed approved a number of measures designed to more effectively control costs during the two-year transition period, including reducing the calendar to 10 rounds, a new limit on the number of personnel per team and shortening events to two days.

The ratified 2019 calendar will kick off in Abu Dhabi on 5-6 April in Abu Dhabi, followed by events in Spain, Belgium, Great Britain, Norway, Sweden, Canada, France, Latvia and South Africa.

In the FIA Karting World Championship the homologation of the Mini Class, chassis, engines and tyres will also involve the ignition, the inlet silencer and the float-chamber carburettor at the same time. The homologation process will take place in 2019 for implementation on 1 January 2020.



# COLLABORATE TO INNOVATE

The focus of this year's Membership Benefits Forum in St Petersburg was on collaboration and innovation.



By homing in on collaboration and innovation, the Forum provided an opportunity for delegates to think outside the box to develop their offering and expand Club membership. The Forum also enabled the FIA to showcase to Clubs the resources and services that are available to support their development in this area.

Moderator Martijn Pater of Dutch business strategy company Frontier, opened the meeting by explaining the concepts of collaborative innovation and co-creation.

He said that far from the modern business world having evolved into an economically predictable environment, markets were now more volatile than ever, with disruption occurring with increasing regularity and rapidity.

The solution, he added, is to remain adaptable through sourcing external innovation partners. "The numbers will tell you that no matter how good the people you have are, there are a greater number of smarter people working outside your organisation than within it," he said. The keys to successful co-creation, he explained, lie in four pillars: the generation of big and inspiring ideas that lead to innovative thinking, inviting the right partners into the ecosystem of an organisation, openness and interaction with customer bases in order to drive new thinking based on feedback, and the sharing of results.

To illustrate the concept, he called on three Clubs to share their stories of innovation and collaboration. Collins Khumalo, CEO of the Automobile Association of South Africa (AASA) explained how the Club has sought to apply the recommendations of the FIA's strategic white paper, Vision 2030, to South Africa and the wider ACTA Region.

He firstly outlined the challenges facing Clubs in Africa, including how to stimulate mobility in a region where the new car market is less than 30 % the size of that of Germany, how Clubs can better meet customer needs, the impact changing mobility systems are likely to have, and how the digital space is altering existing Mobility Club business models. The key to meeting these challenges, he said, is collaboration. "ACTA Clubs have a unique opportunity to help each other up the ladder [of capability] while benefiting from the knowledge and experience of bigger and more established Clubs in Region I." He pointed to the development of partnerships with Uber, increased mentoring of Clubs in the region, the formulation of regional insurance products, the creation of a travel platform promoting travel into and through Africa, and greater customer behavioural analysis as examples of how collaboration with colleagues and customers is benefiting the region.

Didier Bollecker, President of the Automobile Club Association (ACA), France then explained how the ACA took a different approach to growing its membership. "In 2004, we had 50,000 members" he said, "and the marketing cost of bringing each new member onboard was around €150. To grow to a million members we simply didn't have the budget."

The Club therefore sought to develop a B2B2C model, entering into partnerships with a variety of organisations that offered membership as part of client packages. "However, while doing this, we systematically promoted the Club's brand and its services, mainly related to road safety training and legal assistance dedicated to mobility issues. We never provide services without promoting our brand."

The collaborative efforts meant that the Club now has in the region of 1.5 million members. However, while pointing to such partnerships as a quick and successful form of membership growth, he added that there were caveats, chiefly in the form of a lack of direct contact with members, whose allegiance is predominantly to the primary service. "There is also the risk that should the partnership come to an end, you have lost that membership base," he added. "Therefore, we always try to have three-year partnerships as a minimum."

The third presentation was made by Greig Craft of the Automobile Association of Vietnam who championed mentoring within the FIA Family. "The mentoring projects offered by the FIA are just phenomenal," he said. "We did a lot of work with the Club in South Australia and also in New Zealand and it was invaluable. We also invested heavily in attendance at conferences and the connections made have had an enormous impact. Collaboration is imperative in getting a new Club up and running."

Following the presentations, FIA Deputy President for Automobile Mobility and Tourism, Thierry Willemarck, was invited on stage to comment on collaborative efforts. "I think the economic world we are living in and the competition that comes from GAFA (Google, Apple, Facebook, Amazon) and people using those platforms forces us to collaborate," he said. "Partnership is becoming the key word for the future. There is not one of us of a big enough size today to address the development needed. If you look at Artificial Intelligence, it is cheap to buy, but it only becomes intelligent when you have a big flow of data. A huge data warehouse gathering sufficient information? We cannot do that alone, we need to collaborate."

He added that Mobility Clubs are no longer being restricted to the automobile. "We have heard about cooperation with Uber, multi-modal offerings, a Club in Australia has bought a bank. Others are developing insurance products to cover the home. We are much more in the culture of assistance and acting as life facilitators. We build that around the channel of mobility, because if you have a water leak at home you can't be mobile but if you have someone you trust to fix it, relying on the trust of the brand, we have a lot to build on."

Following this, the forum broke out into an interactive, co-collaboration session where participants were given the chance to put what they had just heard into practice. Focusing on three key topics – Vision Zero, Congestion and Air Quality, and New Services – delegates were encouraged to come up with innovative ideas on how they could address one of these issues, all the while increasing membership growth. Participants were then given one minute to pitch their ideas to the audience. These including a concierge service, improved data management, and targeted advocacy policies towards legislators, vehicle manufacturers, and the insurance industry to support cleaner air and less congestion were pitched as ways to address these challenges.



# E-CPD LAUNCH ON THE HORIZON

A wide-ranging meeting of the AIT&FIA Customs Council began with the election of a new Chairman and Vice Chairman.



Essa Hamzah Alfaiakawi of Kuwait Automobile and Touring Club was elected Chairman, while the Vice Chairman's position was handed to AbuObieda Mubarek Elhaj of Sudan Automobile and Tourism Club.

The meeting was then given an update on ongoing CPD issues in Egypt and Jordan by Scott Sinfield of insurers Miller. According to Mr Sinfield the problems in Egypt were the subject of an open dialogue with the Automobile and Touring Club of Egypt, but the situation in Jordan was presenting more difficulties. FIA Services Coordinator and acting Council Secretary Björn Nordlund later explained that a new partner, Through Countries for Cars Services, was in the process of being appointed for Jordan.

With approval from the World Council for Automobile Mobility and Tourism being given in September of 2018 and with the appropriate legal documentation being received this week, a contract is expected imminently.



Mr Nordlund then presented the Council members with an update on the development of the e-CPD system. He revealed that while FIA Accounting and Dispatch modules still need to be developed, tests with 31 countries have now been completed and that last month successful real-time testing had been carried out by five Clubs in South Africa, the UK, Saudi Arabia, Norway and Switzerland.

The next steps, he added, will include the development of terms of use for Club contracts and the formulation of training schedules for CPD Network Clubs, which will be announced at the start of 2019.

Launch of the e-CPD system is expected in late March of next year with the single CPD order and issuing method set to be available from 1 April.

The meeting was also updated on the provision of CPDs printed in Arabic. The documents, which will only be available in the Middle East for operation between Arabic-speaking countries, will be distributed in the first quarter of 2019.

Council members were then shown distribution and sales figures for the first half of 2018, with a total of 37 Clubs reporting total sales of 36,717. The vast majority of units (72%) were sold in the Middle East.

By October 2018 the total had risen to 55,576 units. This represents a drop of 49,675 units, though that drop was attributed to geopolitical reason (mainly Saudi Arabian CPDs for use in Yemen) and competition from a new supplier in the region.

Finally, the Council agreed to an unchanged schedule of pricing for 2019.

# AGA 2018 - DAY 3





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