



*Scania dominating heavy truck sales with 15.4% market share so far this year*

Dear Colleague,

April saw over 3,000 new trucks registered, a performance which is difficult to assess against April 2020 as this was the first month of full lockdown with only 970 heavy vehicles being registered. Additionally, these were mostly chassis that had been in the transition of having their bodywork completed during late March and early April, rather than new orders. **Full details are available in the member version of the newsletter**

Light commercial vehicle registrations continued their upward trend with record sales in May, up +289%, as confidence in the sector remains strong. The current level of demand for LCVs is a clear signal of this growing confidence as the economy is performing better than expected. Overall dealers are optimistic that notwithstanding any product shortages, registration figures will continue to increase to beyond pre-pandemic levels.

*NFDA is your trade body: we are here to help and advise you on regulatory and operational issues that affect your business. If you require any assistance, please do contact the helpline on 01788 538303.*

**Steve Latham**  
**NFDA Truck & Van Division Advisor**  
Mob: 07515 975 157  
Email: [stephen.latham@rmif.co.uk](mailto:stephen.latham@rmif.co.uk)

## Contents

Truck market .....	3
May marks record month for van registrations .....	3
DVSA reviews its temporary suspension of accepting new ATF applications .....	4
New DVLA online tachograph service slashes wait times and allows instant payments.....	5
NFDA – Auto Trader monthly LCV report.....	6
Electric trucks: new study pinpoints precise locations for charging infrastructure across EU.....	6
Scania dealer group TruckEast to invest £5m in new Suffolk dealership .....	7
Hauliers confident of business strength in next 12 months, CM research reveals .....	8
MAN Truck & Bus UK appoints Stefan Thyssen as new managing director.....	8

## **Truck market grows in April compared to weak lockdown month in 2020**

April saw over 3,000 new trucks registered, a performance which is difficult to assess against April 2020 as this was the first month of full lockdown with only 970 heavy vehicles being registered. Additionally, these were mostly chassis that had been in the transition of having their bodywork completed during late March and early April, rather than new orders.

**Full details available in the member version of the newsletter**

---

## **May marks record month for van registrations**

Light commercial vehicle registrations continued their upward trend with record sales in May, as increased confidence in the sector continues post lockdown.

In May 2021, light commercial registrations saw a huge +289% improvement compared to last year, according to the latest SMMT's light van market registration figures.

This reflects almost a 5% increase on the pre-pandemic five-year average, demonstrating demand for LCV's has continued to remain strong for the online delivery and e-commerce market. However, it is important to note we were in a national lockdown in April and May 2020 and LCV's ordered in the first quarter prior to the pandemic had been registered and delivered in late March and April.

A total of 19,687 units were registered in the 2.5-3.5t LCV range, representing two-thirds of all light commercials registered in the month, clearly indicating market confidence in operating maximum weight and capacity vans.

Sales of LCV's in the 2-2.5t sector increased 294.7% up to 3,955 units, compared with just 1,002 vehicles in the same period last year. Many of these lighter vehicles are used as service vehicles which indicated growing domestic demand for services. Sales of pick-ups that are often bought as dual-purpose vehicles for both business and lifestyle, also increased 381%.

As in previous months, Ford dominated sales with both its Transit Custom and Heavy Transit models registering 37,555 units, while the Volkswagen Transporter took the third position with 9,909 units and not far behind was the Mercedes Sprinter registering 9,745 LCV's so far this year.

The light commercial vehicle market has long been an indicator for the economy as a whole, as public and private investment in commercial transport highlights short to medium term confidence. The current level of demand for LCVs is a clear signal of this growing confidence as the economy continues to perform better than expected. Overall dealers are optimistic that notwithstanding any product shortages, registration figures will continue to increase to beyond pre-pandemic levels.

### REGISTRATIONS OF VANS plus HCVs 3.5T-6T by MONTH

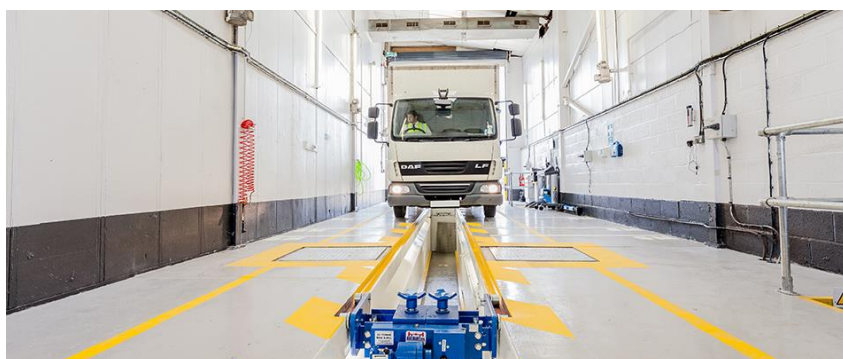
	May-21	May-20	% change
Pickups	3,570	741	381.8%
4x4s	399	26	1434.6%
Vans <= 2.0t	1,743	360	384.2%
Vans > 2.0 - 2.5t	3,955	1,002	294.7%
Vans > 2.5 - 3.5t	19,687	5,412	263.8%
All Vans to 3.5t	29,354	7,541	289.3%
Rigids > 3.5 - 6.0t	602	94	540.4%

### REGISTRATIONS OF VANS plus HCVs 3.5T-6T by YEAR-TO-DATE

	YTD-21	YTD-20	% change
Pickups	20,603	10,451	97.1%
4x4s	1,761	457	285.3%
Vans <= 2.0t	8,347	5,484	52.2%
Vans > 2.0 - 2.5t	22,378	14,282	56.7%
Vans > 2.5 - 3.5t	104,061	48,161	116.1%
All Vans to 3.5t	157,150	78,835	99.3%
Rigids > 3.5 - 6.0t	2,434	2,265	7.5%

Image source SMMT

## DVSA reviews its temporary suspension of accepting new ATF applications: a win for NFDA CV and its truck members who lobbied for this



As part of the Heavy Vehicle Testing Review, The Department for Transport has recommended that the Driver and Vehicle Standards Agency (DVSA) should consider allowing more Authorised Testing Facilities (ATFs) to open.

Until now DVSA has temporarily paused applications for new ATFs. This has sometimes been called a moratorium. We stopped accepting new applications to set up ATFs in 2017 to help us support existing ATFs and meet their needs.

DVSA and industry bodies have reviewed this policy and developed a plan with several steps to allow applications for new ATFs.

- As a first step towards ending the moratorium, DVSA will now accept new applications if a proposed ATF:
- Is a move of premises for an existing ATF, but it is within the same geographic area Already has 'approval in principle' from DVSA

- Is in an area with a substantial shortage of ATFs, currently Orkney and mainland Highlands of Scotland
- Is in Southern England and is offering testing of fully laden fuel tankers (this is often known as a full pet. reg. site) or ADR testing
- Will significantly improve the service to heavy vehicle operators, by reduced journey times or other efficiency benefits. Applications made under this criteria will be prioritised based on the certainty and scale of improvement in service the proposed ATF can offer

### Timings

As an operator, you may also be interested in joining the ATF network by opening a testing site. You can make an application under any of the 5 criteria from now, Thursday 3 June 2021. We have made some minor changes to the application form to include these criteria. You can find further guidance on how to apply to open an ATF.

### Next steps

Applications will need to be assessed to ensure that requirements are met. Once approved and contracts are in place, staff will be scheduled as soon as possible. However, testing staff are scheduled some months ahead, so start dates may not be immediate.

DVSA knows there will be businesses which do not qualify under these criteria, and there will be further announcements on how these criteria will be widened in the future.

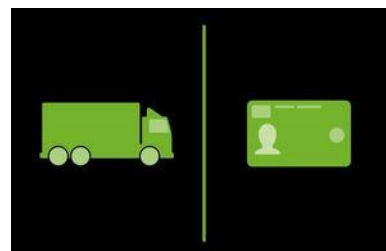
DVSA is working with industry bodies to develop this plan and we welcome feedback on the future priorities through your trade organisation.

This is the first in a series of regular messages following the review of heavy vehicle testing and we will continue to communicate with you regularly on our progress.

## New DVLA online tachograph service slashes wait times and allows instant payments

Lorry, bus, and coach drivers nationwide can now apply and pay for their tachograph cards online in minutes thanks to a new DVLA digital service.

Around 780,000 driver tachograph card holders will be able to use DVLA's new Apply for, renew or replace a driver tachograph card service.



While drivers can still choose to fill out a paper application and send it in the post, the online service is **quicker** and **easier**. It is available 24 hours a day, 7 days a week; and drivers should have their new tachograph card issued within 24 hours from applying compared to 10 days or more when posting their paper applications.

Drivers using the online service need a valid GB photocard driving licence to apply. After applying, they will receive an email notification confirming their application, and can choose to be updated on its progress by text message.

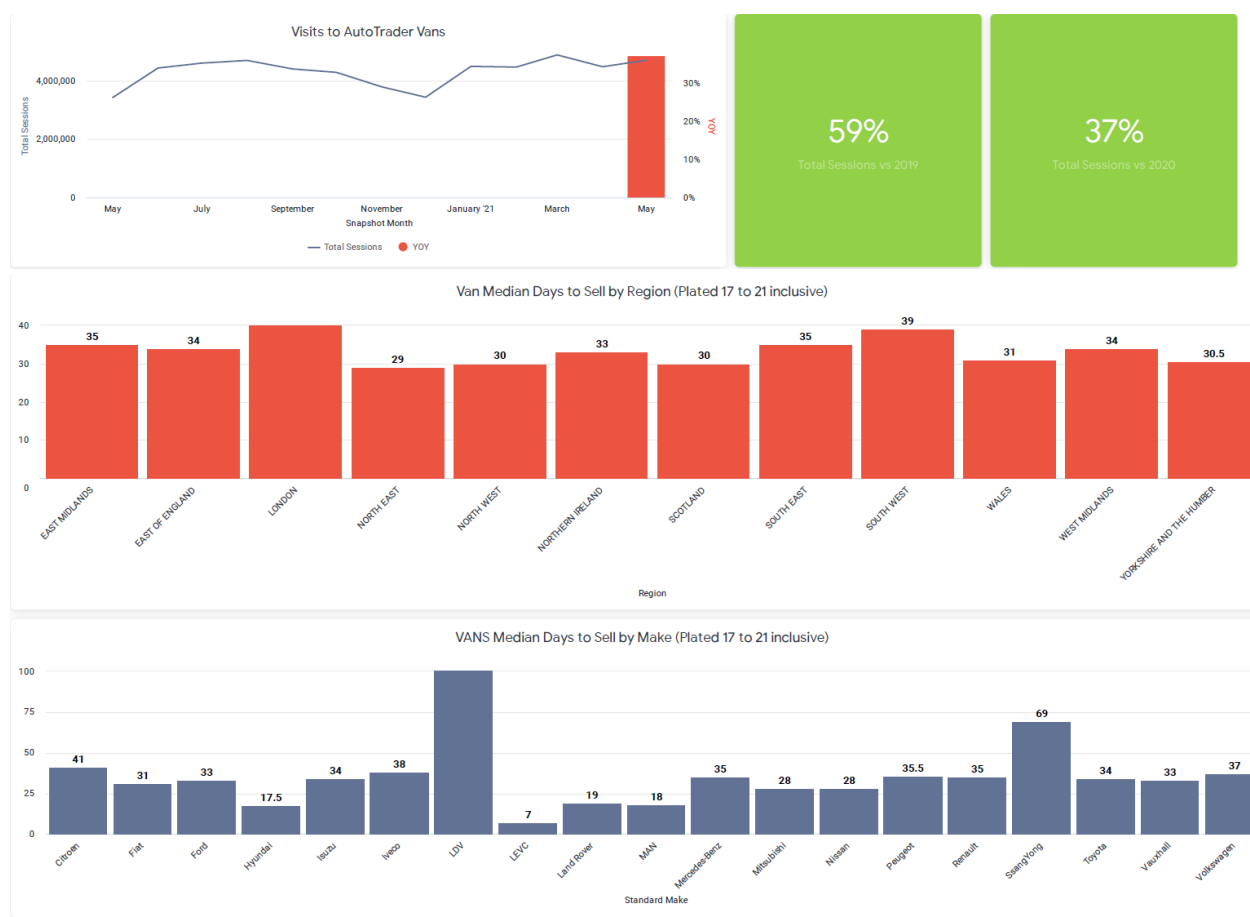
The new online service for driver tachograph cards follows the successful launch of DVLA's company tachograph card service in 2019, which saw company card applications move online for the first time.

The driver digital tachograph card online application service can be accessed via:

<https://www.gov.uk/apply-driver-digital-tachograph-card>

## NFDA – Auto Trader monthly LCV report

The latest monthly report compiled for NFDA by Auto Trader shows demand for vans remains at high levels and continues to outstrip the available supply. Total sessions to Auto Trader vans are up by 37% compared to 2020 and by 59% from 2019's levels. Please find below further details about median days to sell by region and by brand.



## Electric trucks: new study pinpoints precise locations for charging infrastructure across EU

A new study conducted by Fraunhofer ISI on behalf of the European Automobile Manufacturers' Association (ACEA) has indicated key locations for the future deployment of charging points for battery electric trucks.

The study's unique dataset can be used to help map out an EU-wide network of truck charging points, including at long-haul and regional stop locations in the European Union, the UK and other countries in Europe.

The future location of charging stations should be based on the current operation patterns of vehicles, according to the study. To identify these sites, Fraunhofer analysed 30,000 aggregated truck stop locations. This information, based on the logistics activity of some 400,000 trucks using 750,000 individual stops, was collected by the seven European truck manufacturers.

It shows that the truck stop locations are concentrated around highly populated areas in central Europe. They are denser around important industrial areas and major cities – such as Northern Italy, Paris, Greater Manchester, Berlin and Frankfurt – and follow main European roads.

About one third to one half of the stops are in rest areas close to motorways, according to the new data. Approximately one quarter to one third are at company sites or logistic hub locations, with just 1% to 5% in ports and ferry terminals.

There are two main categories of stopping time: less than three hours (with 35% between 30 and 60 minutes), and longer than eight hours. The high frequency of shorter stops, as well as the driving and rest time rules, highlight the need for high-power charging points suitable for re-charging trucks in a short amount of time.

This new analysis provides a good indication of suitable sites for charging infrastructure from a logistics and operational perspective. Further analysis using other criteria (eg available power grid capacity, local considerations, existence of charging infrastructure for electric cars, etc) will be required for investment decisions.

The 'Truck Stop Locations in Europe' report can be found here:

[https://www.isi.fraunhofer.de/content/dam/isi/dokumente/cce/2021/ACEA\\_truckstop\\_report\\_update.pdf](https://www.isi.fraunhofer.de/content/dam/isi/dokumente/cce/2021/ACEA_truckstop_report_update.pdf)

---

## **Scania dealer group TruckEast to invest £5m in new Suffolk dealership, Commercial Fleet**

*TruckEast is to invest more than £5 million in a new purpose-built dealership in Suffolk.*

The business has been granted planning permission for the 3.7-acre site, which will also include its relocated head office, off junction 47a on the A14 and just five miles from its current location in Stowmarket.

Martyn Clipston, group aftersales director at TruckEast, said: "Stowmarket is one of the oldest servicing Scania branches in the UK and for TruckEast it was the original branch – it seems fitting that now it will be our first purpose-built site.

"This investment of just over £5m reflects our future commitment to our customers and the Scania brand, where the new dealership will enable us to take our service to the next level."

The new development will offer all-makes servicing, repairs and maintenance, alongside a comprehensive bodyshop which will be housed in eight 30-metre bays. The facilities will include an ATF lane, parts department, offices, staff welfare, meeting rooms and extensive



secure parking. The premises will have a full environmental plan in place to maximise future sustainability.

TruckEast currently has 13 dealer points and also provides aftersales support for all makes of HGV, passenger vehicles, vans and agricultural and industrial vehicles.

View the full article [here](#)

---

## **Hauliers confident of business strength in next 12 months, CM research reveals** Commercial Motor

Hauliers remain upbeat about their business performance in the next 12 months, new research has revealed, with nearly half expecting a degree of upturn compared with 2020: 16% believe things will be “significantly better” and 30% “slightly better”. Just under a quarter of operators believed they would fare the same in terms of performance, while 22% were expecting a slightly worse or significantly worse year ahead.

Of those operators expecting business growth, one-third predicted this to be between 0.1% and 4.9% and a further 36% put it between 5% and 9.9%. At the more ambitious end of the scale, 9% expected to grow at a level above 20%.

Free to download, the ‘Asset Alliance Group Industry Monitor 2021’, compiled in partnership with *Motor Transport* and *Commercial Motor*, comprises a 625-strong respondent base and provides a robust insight into the decisions made by UK operators.

A must-read for all fleet operators, it provides analysis of key challenges – such as urban regulations, the national driver shortage and truck crime – and gauges the impact they are having on business of all sizes.

Download your free copy of the ‘Asset Alliance Group Industry Monitor 2021’ [here](#).

---

## **MAN Truck & Bus UK appoints Stefan Thyssen as new managing director**

MAN Truck & Bus UK has appointed Stefan Thyssen as its new managing director. He succeeds Thomas Hemmerich, who is becoming the managing director for the national sales company, Korea, which also includes responsibility for the Austral/Asia region. Thyssen is currently head of MAN Truck & Bus Scandinavia and will take up his new position on July 1.

In January MAN Truck & Bus UK acquired five dealerships located across central England as part of its purchase of the HRVS Group. In 2018, MAN Truck & Bus committed to an investment of £20 million in the UK branch network. This has seen several new site openings (an all-new branch has been opened in Gateshead, for instance) and existing site improvements (the Nuneaton branch was completely renovated).

View the full article [here](#)