



This year's NEC Commercial Vehicle show will be one of the biggest for years

Dear Colleague,

It was extremely positive to see that demand in the Light Commercial Vehicle (LCV) market was up 10.6% in March, making it the sectors best ever monthly performance on record. More than 66,000 new vans and pick-ups were put on UK roads in March compared with the same month in 2018, an uplift of 6,359 units. This was driven by the plate change and competitive offers and incentives.

The 2019 Commercial Vehicle Show kicks off this month on the 30 April – 2 May. The Show attracts close to 21,000 business visitors at its central location at the NEC Birmingham. It is the best attended largest and most comprehensive road transport and commercial vehicle event held in Britain, providing truck and van operators with far greater choice than can be found anywhere else in the UK. See newsletter for more details.

Every quarter key member of the NFDA Commercial Vehicle section meet at the RMI London offices to debate, present and review issues affecting the running of van and truck franchised dealerships. The next Truck council meeting will be held in London on the morning of the 18 June 2019.

Finally, reminder that the NFDA is your trade body and here to help and advise you on regulatory and operational issues that affect your business. However, if there are issues that we have not covered or you have concerns about, please do contact us on the NFDA helpline 01788 538303.

Steve Latham
Head of NFDA Truck & Van Division
Mob: 07515 975 157
Email: stephen.latham@rmif.co.uk

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RECORD GROWTH FOR LIGHT COMMERCIAL VEHICLES IN MARCH

Demand in the Light Commercial Vehicle (LCV) market was up 10.6% in March, making it the sectors best ever monthly performance on record.

More than 66,000 new vans and pick-ups were put on UK roads in March compared with the same month in 2018, an uplift of 6,359 units. This was driven by the plate change and the need for smaller van operators around London purchasing Euro 6 vans to comply with the new London ULEZ which came into effect on the 8 April.

Sales of medium vans between 2 – 2.5 tonnes were up 17.9% in the month, and larger light commercials between 2.5 and 3.5 tonnes which account for 60% of the market continued to maintain an upward trend and grew by 13.0% in March.

Manufacturer wise, Ford led the market at 34.9% market share with its wide range of models, followed by Volkswagen at 10.5% of the market share.

The light commercial market is showing positive signs of stability, especially considering the challenges being faced by the industry.

With many new models due to enter the market this year, coupled with attractive finance offers and better specification vehicles, dealers are optimistic that the LCV market will continue to thrive in Q2 of 2019.

ULTRA-LOW EMISSION ZONE: LONDON'S NEW POLLUTION CHARGE BEGINS



The Ultra-Low Emission Zone (ULEZ) has come into force in central London. Drivers of older, more polluting vehicles are being charged to enter the congestion zone area at any time. Transport for London (TfL) hopes the move will reduce the number of polluting cars in the capital, and estimates that about 40,000 vehicles will be affected every day. Most vehicles which are not compliant will have to pay £12.50 for entering the area each day, in addition to the congestion charge.

Vehicles can be checked using TfL's online checker but broadly speaking, those which are non-compliant are:

- petrol cars and vans that do not meet Euro 4 standards (vehicles pre-2006)
- diesel cars and vans that do not meet Euro 6 standards (vehicles pre-2015)
- Buses, coaches and lorries will need to meet or exceed the Euro 6 standards or pay £100 a day

VAN DRIVERS NOT SITTING PRETTY

More than 70% of van drivers have missed work because of back pain, according to new research, which also found that not adjusting their seats correctly was a key contributing factor.

The study conducted by Volkswagen Commercial Vehicles estimated that van drivers' time off for back pain cost the UK economy about £21bn per year.

On average, drivers with 'Builder's Back' take three weeks off work, costing their companies about £500 a day per van.

Poor seat adjustment could be to blame for triggering back issues, especially as many drivers spend up to seven hours a day in their vans. During a day's testing spent at Cordwallis Van Centre, Heathrow, Volkswagen Commercial Vehicles and a chiropractor from the BCA discovered that while half of van drivers say that they adjust their seat to the correct position, two-thirds are still sitting incorrectly or missing crucial steps.

Although most drivers adjusted their seats before driving, many committed common mistakes of positioning the seat too close to the steering wheel and angling the seat too far back.

Prab Chandhok, chiropractor and member of, British Chiropractic Association, said, 'Many people now point to driving as a trigger for their back or neck pain, so it's really important that your van is set up properly for your needs, to help ease the strain that driving – especially for long periods of time – can have on your back and neck.'

'The key thing to remember is that there is no single seat that is perfect for everyone, so it's practical to test the seat out fully before you buy a new vehicle. The more adjustable it is the better.'

Seven tips for adjusting your seat:

Height: Your thighs should be as parallel to the floor as your seat will allow, and where possible try to get your hips higher than your knees. You should also adjust the thigh support if you have one to ensure you have the maximum surface of your thighs touching the seat.

Pedals: You should be able to push the pedals to the floor with a bend in your knees.

110°: Bring your seat all the way up so it's straight and then take it back until you are comfortable whilst maintaining a 110 degree angle between your back and thighs.

Lumbar Support: The lumbar support should be adjusted so you can feel it support the hollow in your back but so it's not causing your spine to arch more than is normal for you.

Head Restraint: The height and angle of your head restraint should be adjusted so you can feel the centre of the support touch the middle of the back of your head, although it does not need to be touching at all times

Steering Wheel: Once in correct seating position, bring your arm up in front of you and position the centre of the steering wheel to be in line with the fold of your wrist.

Rear Mirror: Lift up your chest by five degrees and then adjust your mirrors to help stay in an upright position on long drives.

Source: Bodyshop Magazine

WHY THE DVSA TRIALLED BODY CAMS FOR ENFORCEMENT STAFF



The DVSA frontline enforcement staff are out in all weathers, all times of the day, keeping Britain's roads safe.

They do a tough job and they do it well. But even though they do vital work keeping motorists and their families' safe, they sometimes receive abuse from the drivers they stop and penalise. You might think this is just part of the job, but we disagree.

That is why we decided to trial the use of body cameras on some roadside enforcement checks.

A small minority

You may be surprised to know that since 2016, abuse against our staff has risen by over 50%. I am sure you will agree this is unacceptable.

While the majority of people we see at the roadside are polite and considerate, a small number can be aggressive and threatening towards our examiners.

These people can have a serious effect on our staff, and they give lorry drivers a bad name. We have resolved to do everything we can stop them.

What are body cameras?

Body cameras are exactly what you might imagine they are. They are small devices, about the size of a mobile phone, usually worn on the chest, which record video and audio, much like a personal CCTV device.

The police have been using this type of cameras for a number of years. More recently, traffic wardens have started using them.

So far, using these cameras has been a success. They have allowed us to capture and deter abuse against our enforcement staff, including physical violence and verbal aggression.

Our staff like it

One roadside examiner, when using the newly introduced camera stated;

I did not actually have to switch the camera on, but I had a driver who was a bit volatile, for example, raised voice and arms flailing.

I pointed to the camera and warned him that I would switch it on and record if he did not calm down. This was enough, as he curtailed his behaviour straight away and I did not have any further problems with him.

So the mere threat of recording did the trick!

Protecting privacy

Of course collecting large amounts of video does raise concerns around people's privacy. We are very sensitive to these concerns and take them very seriously. When we use body worn cameras, we have strict guidelines about what happens to the footage.

As with all organisations who use CCTV, or in fact any data, there are laws which say what we can do with the video. This makes sure we always follow the rules when collecting, processing or storing data, including video.

These rules mean that:

- we cannot store footage unnecessarily
- footage can only be accessed by or given to authorised people
- footage is stored securely if it is kept

What next?

We are looking at making the use of body cams standard across all DVSA enforcement staff, but we need to run another trial before we do so.

They are now going through further trials, and we hope their introduction will make our roads a safer environment for everyone - including our staff.

Source: DVLA

TRAILER REGISTRATION SCHEME IN FORCE FROM 28 MARCH 2019



From 28 March 2019, trailers will need to be registered for international journeys.

If you have a trailer that will be used abroad from 28 March 2019, you will need to register it through DVLA's new 'Register your trailer to take it abroad' service.

- **The trailer registration scheme comes into force on 28 March 2019 regardless of the outcome of negotiations surrounding the UK's exit from the EU.**
- **The EU has now confirmed that most journeys to the EU will not need an ECMT permit if the UK leaves without a deal but you must ensure your trailer is registered before you travel.**

Registration is mandatory for all **commercial use trailers** travelling internationally with a gross weight of over 750kg. Registration is also mandatory for non-commercial use trailers that travel internationally and have a gross weight over 3,500kg. Non-commercial trailers that weigh 3,500kg or less can be registered voluntarily but there is no legal requirement to do so.

The scheme is a result of the UK ratifying the UN 1968 Vienna Convention on Road Traffic. Trailers in the mandatory categories must be registered when used internationally in countries that have ratified the convention.

Once a trailer is registered through our new service, DVLA will issue a secure trailer registration certificate by post and send email confirmation which includes authorisation to get a number plate made up for the trailer. The number plate must be displayed on the trailer and the registration certificate must be available to present to a foreign authority upon request.

If you have a trailer that needs to be registered, make sure you do it in time.

If you have an abnormal load trailer, you also need to apply for a keeper's certificate for an abnormal load trailer if you're going to take it outside the UK. You need to keep the certificate in your vehicle when you go abroad.

Insurance Green Cards for Trailers

Irrespective of registration, some EU and EEA countries may also require a separate Green Card as proof of insurance for your trailer. If you are travelling with a trailer, contact your insurance provider to get two Green Cards: one for the towing vehicle, and one for the trailer. This does not mean that you will need to purchase separate insurance.

Source: DVLA

NFDA SPRING BALL 2019 – CELEBRATING AUTOMOTIVE EXCELLENCE

The NFDA Spring Ball 2019 will take place at **The Grove, Chandler's Cross, Hertfordshire** – a five-star luxury hotel – on **Saturday 11 May** where we will be 'celebrating automotive excellence' with our NFDA Awards Ceremony.

The NFDA Spring Ball provides a unique opportunity to network with your fellow commercial vehicle dealers and industry colleagues and enjoy an evening of good food, fine wine and first-class entertainment. Last year attendees included Roger Davies of Swansea MAN dealers, Rob Lockwood, John Vickery, Peter Harlow, Ian Hopkins and their partners.

By popular demand, we are pleased to have back with us next year your compere and host for the evening, television presenter **Mark Durden-Smith**. Live musical entertainment will be provided by motor industry band **The Hods** – an ideal opportunity to 'hit the dance floor.' Our after-dinner guest speak will be announced shortly.

The NFDA Awards Ceremony will take place at the Ball. The categories are:

- Industry Partner Award
- Manufacturer Award
- Recognition Award

For booking enquiries please contact Louise Woods on 01788 538332 or email louise.woods@rmif.co.uk

The NFDA CV division hopes you will be able to join us for what we know will be a thoroughly enjoyable and relaxing evening for all.



NFDA INVITES YOU TO

The SPRING Ball

The Grove Resort, Hertfordshire
SATURDAY 11 MAY 2019

For more information or to book your ticket please contact louise.woods@rmif.co.uk or call Louise Woods on 01788 538332

TRUCK COUNCIL MEETINGS

Every quarter key member of the NFDA Commercial Vehicle section meet at the RMI London offices to debate, present and review issues affecting the running of van and truck franchised dealerships.

This meeting is Chaired by Brian Currie from the DAF & Volkswagen commercial dealerships based out of Milton Keynes and would welcome additional leaders from our CV membership to attend and participate in these meetings.

The next Truck council meeting will be held in London on the morning of the Tuesday 18 June 2019.

If any of you would like to attend this meeting or any future meetings this year, please email

louise.woods@rmif.co.uk as its essential we are aware of attendee numbers for catering purposes.

THE COMMERCIAL VEHICLE SHOW 30 APRIL - 2 MAY 2019



The CV Show is the best attended largest and most comprehensive road transport and commercial vehicle event held in Britain, providing truck and van operators with far greater choice than can be found anywhere else in the UK.

The Show attracts close to 21,000 business visitors and its central location at the NEC Birmingham, ensures a truly nationwide attendance. For operators it's the annual meeting place and for sector suppliers the ultimate showcase for products and services.

Grab your FREE CV Show tickets

There are only a few weeks until doors open for CV Show 2019! If you haven't got your tickets yet, click the link below and book your free place at the NEC for all three days.

[GET YOUR FREE CV SHOW TICKETS NOW »](#)

Largest-ever Show presence for DAF

DAF Trucks is heading to CV Show 2019 with its largest ever vehicle display at the NEC, covering its full range of new LF, CF and XF chassis across two exhibition areas.

New vans from industry giants

Both Vauxhall and LDV will have world premieres for their latest new vans at CV Show 2019, while Volkswagen will showcase electric versions of its entire van range.

