



1 in 3 every new commercial vehicles sold is a Ford

Dear Colleague,

It is extremely positive to see an 11% increase in sales of new light vans in July, which marks seven months of consecutive growth in 2019. Demand for commercials that operate outside of the 'O' licence regime has been high in recent months. This has been driven by environmental concerns in cities where all but the cleanest euro-6 diesel powered vans can enter low emission zones without paying a daily penalty.

Every quarter key members 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 19 September 2019. If you would like to attend, please contact susan.munslow@rmif.co.uk.

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.

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STRONG DEMAND FOR HEAVIER LIGHT COMMERCIALS IN JULY

It is extremely positive to see an 11% increase in sales of new light vans in July, which marks seven months of consecutive growth in 2019.

Demand for commercials that operate outside of the 'O' licence regime has been high in recent months. This has been driven by environmental concerns in cities where all but the cleanest euro-6 diesel powered vans can enter low emission zones without paying a daily penalty.

Sales of vans in the 2.0 – 2.5t sector which are often used for online deliveries increased 17.2%. Sales of larger vans in the 2.5 - 3.5t sector which make up the largest light commercial market were up 11% - registering 25,862 units in the month.

Year-to-date the market is up 9% this year and has been mainly driven by new models and the need for cleaner engines.

Ford continued to be the market leader once again in July with its Transit-Custom and large Transit vans the two best-selling models this year. 1 in 3 every new commercials sold is a Ford. Mercedes followed closely in second place with their new Sprinter van and the Volkswagen Sprinter was the third best seller in July. Peugeot, Vauxhall and Citroen registrations were all down in July, however this could be due to the changes over the new Vauxhall Combo and Vivaro that are based on the Peugeot/Citroen platforms.

LCV dealers are optimistic that registrations will continue their upward trend, however there is some caution amongst them that demand and supply could cause some uncertainties in the last quarter of 2019.

INDUSTRY BRIEF 5

Please see attached Industry Brief 5 - First Registration form changes. **From 1 August 2019, old versions of the V55 forms (V55/1 06/16) will no longer be accepted.**

Please cascade this information to all staff who prepare or submit V55 forms to register vehicles with DVLA.

In the 'First Registration Form Changes - Industry Brief 3' which was issued in June 2018, it was explained that the DVLA would be introducing new versions of the V55 forms for registrations from September 2018. The new versions include extra fields to capture data on:

- World lightweight harmonised test procedures (WLTP)
- The Euro status level to which the vehicle was tested
- Real Driving Emissions (RDE) NOx values.

Also, the forms no longer have an under copy so you can print the forms more easily.

Originally, it was said that the DVLA would accept both versions of the V55 form until 31 January 2019 and that the old version (V55/1 06/16) would not be accepted after that date. To give customers more time to make any necessary adjustments, the DVLA has continued to accept the old version.

However, to make sure that they capture the extra data above (where required), from 1 August 2019 the DVLA will no longer accept the old version.

ELECTRIC VEHICLE APPROVED (EVA) SCHEME



Earlier this year, the NFDA introduced the EVA programme aimed primarily at franchised car dealerships. However, with the introduction of more electric LCV's entering the market, we are keen to advise our commercial vehicle division members of this new programme.

What is EVA?

- Electric Vehicle Approved (EVA) is an accreditation for electric vehicle retailers
- EVA is a set of standards developed by the NFDA and its members for electric vehicle retailers with competent aftersales facilities
- EVA is endorsed by the Government and the Energy Saving Trust
- Dealers are independently audited by the Energy Saving Trust to be part of EVA on a site by site basis
- The EVA logo gives customers confidence in the sales and aftersales care they will receive at dealerships. EVA accredited dealers can display the EVA logo to show to their customers that they are experts in EV retail
- The EVA logo gives customers confidence in the sales and aftersales care they will receive at dealerships
- There is a £100 + VAT application fee per site

A site needs to meet these requirements to pass the EVA audit:

- Publicly accessible chargepoints on site
- Senior manager on site appointed "EV Ambassador" responsible for delivering excellence in EV customer experience for sales and aftersales
- All staff (reception to senior management) trained in EV basics
- Always a specialist EV sales staff member available
- EV demonstrator model is available
- Sufficient specialist EV trained technicians employed (sufficient to cover for holiday and illness)
- Specialist EV maintenance & repair tools & equipment
- Chargepoint(s) installed in workshop
- Member of trade association offering ADR

If you would like more information, contact eva@rmif.co.uk
www.evaproved.co.uk
@EVApproved

ROADSIDE RECOVERY OPERATORS WANT GREATER PROTECTION

Roadside recovery campaigners have called for increased protection after Government breakdown figures were revealed.

The appeals add to existing calls to legalise the use of red warning beacons.

Highways England figures show that 181,961 vehicles were hit with faults on the British motorways.

Breakdowns were up by 14.3% in the last year and totalled to more than 20% over the last two years.

Despite the rise in the overall number of vehicles on the road there was still an increase in breakdowns. However, over the course of the last year, traffic has increased by less than 1%.

Richard Goddard, spokesperson for Safer Roadside Rescue and Recovery, said: "The admission by Highways England that breakdowns are increasing is vindication for recovery operators who have been anecdotally claiming they need more protection to cope with increased breakdown frequency.

"More breakdowns means more recovery operators."

"The Government should take the immediate and cost-free step of permitting recovery operators to use red flashing warning beacons."

"The increase in breakdowns also comes at a time when the Government are removing the hard shoulder across much of the motorway network, further endangering motorists and recovery operators alike."

The increase in breakdowns come as a total of 400 miles of the motorways in England have seen the hard shoulder converted into the All Lane Running ('smart') motorways. The emergency laybys are places 1.5 miles apart.

At the present time red X lights are places on overhead gantries to warn drivers about a broken-down vehicle, or an accident ahead that has closed the lane.

However, campaigners believe that the 'Red X' signals are not enough protection for drivers who breakdown and cannot make it to an emergency layby.

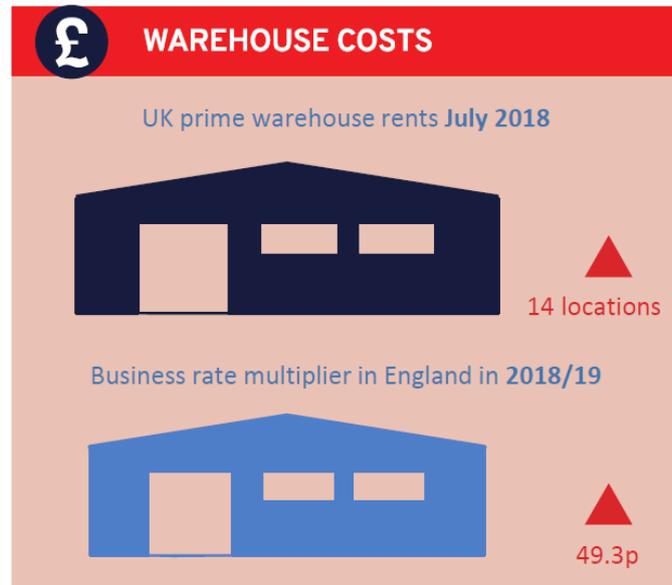
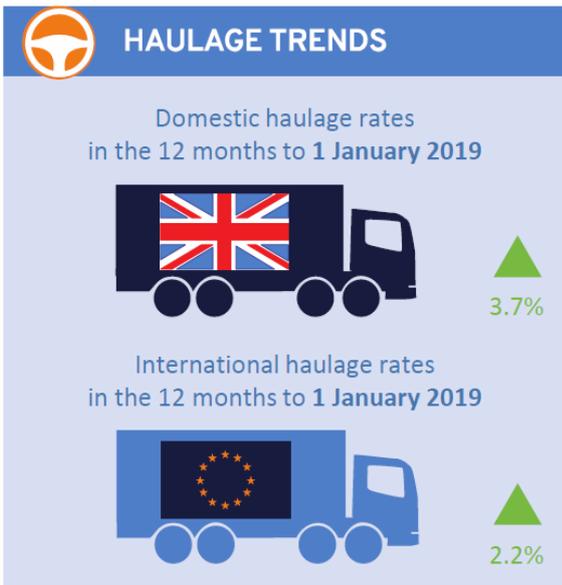
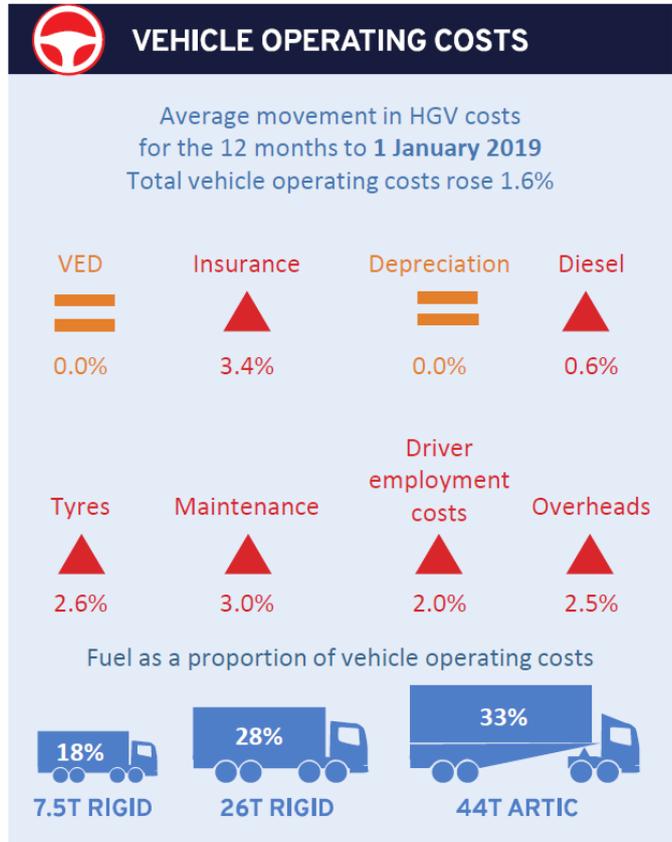
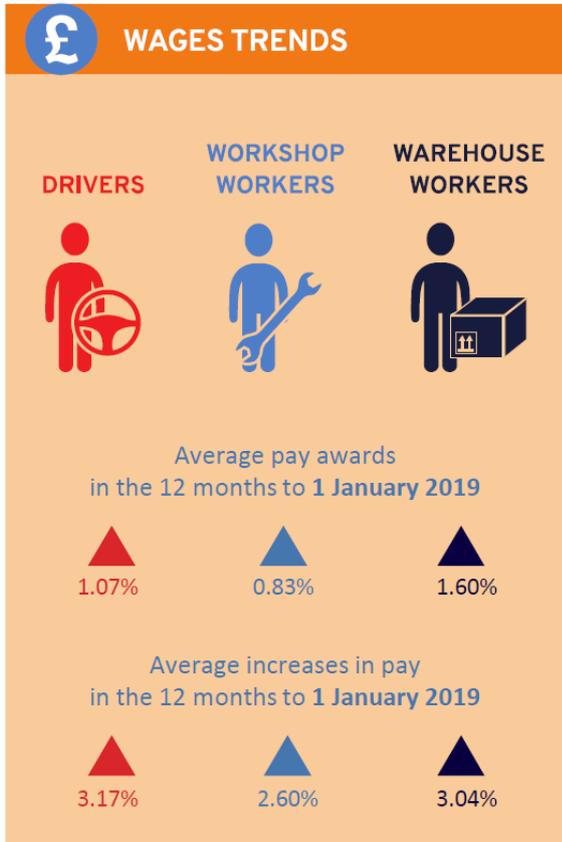
Recent Government statistics show a rate of non-compliance with red-X signals of 6%, which puts not only the passengers at risk, but also the recovery operators.

Goddard concluded: "This is not inevitable. It is the direct result of the Government's decision to remove the hard shoulder – a short-sighted, cost-saving piece of policy making. The roll-out of All Lane Running Motorways should be halted until the government can prove they are safe."

Roads Minister Michael Ellis recently announced that the Department for Transport would review the evidence for letting recovery operators use red flashing warning beacons, instead of amber ones.

Source: Fleet News

LOGISTICS MANAGERS GUIDE TO DISTRIBUTION COSTS



Manager's Guide to Distribution Costs has been developed to enable effective monitoring of transport costs. The guide is produced annually based on data supplied to FTA by a survey of our members in April each year. The guide is updated quarterly for wage trends, vehicle operating costs and haulage trends. For more information on this subscription service call FTA's Member Service Centre on 0371 711 2222* or email enquiry@fta.co.uk

*Calls may be recorded for training purposes

