



Dear Colleague,

Registrations of light commercial vehicles up to 3.5 tonnes fell by -9.6% in November, the third consecutive month of decline, as economic uncertainty continues to affect business confidence. A total of 26,238 LCV's were put on UK roads in November, compared with 29,035 vehicles in the same period last year.

A 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.

Finally, on behalf of everyone here at the NFDA CV division, I would like to wish you all a very Merry Christmas and a Happy New Year! We look forward to working with you all in 2020!

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## DEMAND FOR LCVS DOWN -9.6% AS ECONOMIC UNCERTAINTY CONTINUES

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A total of 26,238 LCV's were put on UK roads in November, compared with 29,035 vehicles in the same period last year.

Registrations of small vans weighing less than 2.0 tonnes and medium vans weighing 2.0-2.5 tonnes fell by -24.0% and -19.4% respectively. Sales of maximum size light commercials 2.5 – 3.5t that represent over 60% of the whole CV market were down -11.4%. Pickups were the only category to see a 17.2% growth in the month.

As we enter the final month of 2019, we are expecting the market to stabilise as the WLTP changes work through the system.

Positively, the market is still up 1.9% year-to-date, however whilst dealers are still seeing demand for LCVs, many buyers are holding off making purchasing decisions until the current political and economic uncertainty eases.

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## EU COMMERCIAL VEHICLE REGISTRATIONS DECLINE IN OCTOBER

In October 2019, EU commercial vehicle registrations declined by 7.3%, following a 10.0% decrease in September according to the European Automobile Manufacturers' Association.

### Total new commercial vehicles

In October 2019, EU commercial vehicle registrations declined by 7.3%, following a 10.0% decrease in September. Demand fell in all segments, although the slowdown in van sales – making up more than 80% of EU commercial vehicle demand – had a major impact on the overall results for October. With the exception of Italy (+0.7%) and Spain (+0.9%), the major EU markets posted declines. Germany saw the strongest drop last month (-11.4%), followed by the UK (-9.3%) and France (-2.6%).

Ten months into the year, demand for new commercial vehicles in the European Union remained up from last year (+3.3%), thanks to the results of earlier months. Each of the five biggest EU markets posted gains so far this year: Germany (+8.2%), France (+5.1%), Italy (+4.4%), the United Kingdom (+3.8%) and Spain (+1.4%).

### New light commercial vehicles (LCV) up to 3.5t

In October, registrations of light commercial vehicles declined by 5.8% across the EU, the introduction of WLTP for all new vans on 1 September was the primary reason for this drop. As a result, the five major EU markets – except for Italy (+2.0%) – recorded losses last month; the UK (-11.0%) and Germany (-10.1%) in particular.

From January to October 2019, the EU market for new vans expanded by 3.4% to reach almost 1.8 million vehicles registered, despite the declines posted during the last two months. The five major markets performed well over the first ten months of the year: Germany (+8.7%), Italy (+6.4%), France (+5.2%), the United Kingdom (+3.1%) and Spain (+1.5%).

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## LOOKING BEYOND BREXIT: WHAT DOES THE GENERAL ELECTION MEAN FOR AUTO RETAIL?

The general election campaign has brought with it some much needed respite from the protracted Brexit saga, injecting some political impetus back into the issues that vehicle retailers want addressed in the next parliament. Beyond clarifying the nature of the UK's trading relationship with international trading partners, the auto retail sector's priorities for the next government are to restore certainty over policies for diesel and electric vehicles, as

well as tackling the increasing cost of doing business.

A key battleground in this election is the environment, with both main parties brandishing their green credentials to the electorate. The manifesto proposals for road transport will give dealers some food for thought; both Labour and the Conservatives indicate they will bring forward the date on which new petrol and diesel car sales will be phased out – the Conservatives will consult on the earliest possible date “whilst minimising the impact on drivers and businesses”, with Labour declaring their ambition to see this brought forward to 2030.

Pledges to invest in recharging infrastructure are made by both parties, with a specific pledge by the Conservatives’ to ensure that everyone is within 30 miles of a rapid electric vehicle charging station. Labour meanwhile have pledged to introduce a scrappage scheme for older vehicles and kickstart a national network of locally run electric car clubs, as well as a pledge to fund 2.5 million interest-free electric car loans, announced at party conference.

On taxation, the parties have turned their attention towards the Business Rates system, with broad support across party lines for a review of how the tax is measured and levied. This is good news for dealers, who were hit particularly hard by the 2017 revaluation after making large investments into their sites.

The Conservatives, whilst not taking a stance on how it should change, have pledged to review the operation of business rates and announced an increase of Retail Rate Relief to 50% - although the latter applies only to small businesses. Labour’s alternative approach, subject to consultation, favours replacing rates with a ‘Land Value Tax’ on commercial property owners, one of the many alternative systems discussed in the Treasury Committee’s recent inquiry into business rates.

Beyond the election, we can expect the Commons Transport Committee to launch its call for views on the efficacy of a national road pricing system in the UK, as rising electric car sales begin to eat into vehicle excise duty and fuel duty revenue to the Treasury.

No matter the outcome of December’s election, the next government is likely to have a greater impact on the auto retail operating environment than any other in recent history.

**As your trade body, NFDA will continue to lobby government and parliament to ensure that the views and concerns of our members are heard at the highest level.**

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## DAF ADDS FURTHER EV TO ITS LINE-UP



DAF has introduced its first CF Electric truck with a 6x2 rigid chassis.

Ideal for refuse collection, the first examples of the new model will be field-tested in the Netherlands later this year by the Dutch public waste disposal firms HVC and ROVA.

The city of Rotterdam and Cure will follow suit early in 2020 with a fully electric 6×2 garbage truck fitted with a loader crane.

All of these vehicles are equipped with a VDL E-Power driveline. The fully electric superstructure is supplied by VDL Translift.

DAF has been trialling its CF Electric models in 4×2 guise with various Dutch operators since the end of 2018, testing how the models perform in real-world conditions

**Source: SMMT**

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## **FORD DOES THE DOUBLE IN VAN AND PICK-UP AWARDS**



Ford was celebrating last week after winning both the International Van of the Year and International Pick-Up of the Year awards for 2020.

The Hybrid Transit Custom took the IVOTY title while the Ford Ranger took the hotly-contested IPUA title.

The brand is the first to take both the IVOTY and IPUA titles in the same year on two occasions, having first achieved the feat in 2013.

Hans Schep, General Manager, Commercial Vehicles, Ford of Europe, said, “Our new Transit Custom Plug-In Hybrid and EcoBlue Hybrid models are the right vehicles at the right time – helping our customers reduce costs and emissions, and meeting the challenges of operating in today’s business environment without sacrificing practicality or payload. And our new Ranger is raising the bar for refinement, technology and productivity in the pick-up segment.”

Congratulating Ford, Jarlath Sweeney, Chairman of the International Van of The Year jury, said, “This is a great achievement and well deserved.

“With a clear focus on hybridisation, the Ford engineers have developed a sustainable drivetrain that is here and now to the benefit of urban, inter-urban and rural operators.

He added, “Europe’s best selling 1-tonne pick-up truck has been acknowledged by the Pick-up jury as their number one choice when it came to voting for the 2020 title holder. It’s the second occasion that the Ranger has received this accolade after previously winning in 2013 and has come a long way since then with this latest generation.”

Source: SMMT

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## NETWORK BUSINESS MANAGERS AND THEIR AREAS

With the DVSA putting more resources into getting more truck tests carried out at ATF's, the DVSA has asked us to share list of 'Network Business Managers' details with our members.

<b>Network Business Managers (NBM's)</b>		
<b>NBM</b>	<b>Email address</b>	<b>Areas covered</b>
Liz Warner	<a href="mailto:elizabeth.warner@dvsa.gov.uk">elizabeth.warner@dvsa.gov.uk</a>	Scotland
<b>Kelly Cooke</b>	<a href="mailto:Kelly.cooke@dvsa.gov.uk">Kelly.cooke@dvsa.gov.uk</a>	<b>North East England and South East Scotland</b>
Bev Livingston	<a href="mailto:beverley.livingstone@dvsa.gov.uk">beverley.livingstone@dvsa.gov.uk</a>	North and North West England
Leanne Redwood	<a href="mailto:leanne.redwood@dvsa.gov.uk">leanne.redwood@dvsa.gov.uk</a>	North Wales and North West England
<b>Dominic Foister</b>	<a href="mailto:Dominic.foister@dvsa.gov.uk">Dominic.foister@dvsa.gov.uk</a>	<b>East Midlands and North East</b>
Andy Mitchell	<a href="mailto:andrew.mitchell3@dvsa.gov.uk">andrew.mitchell3@dvsa.gov.uk</a>	West Midlands and Central Wales
<b>Lloyd Welham</b>	<a href="mailto:Lloyd.Welham@dvsa.gov.uk">Lloyd.Welham@dvsa.gov.uk</a>	<b>East England</b>
Jazz Sagoo	<a href="mailto:jasvinder.sagoo@dvsa.gov.uk">jasvinder.sagoo@dvsa.gov.uk</a>	South Midlands
<b>Martin McDonagh</b>	<a href="mailto:Martin.Mcdonagh@dvsa.gov.uk">Martin.Mcdonagh@dvsa.gov.uk</a>	<b>London</b>
Clare Williams	<a href="mailto:clare.williams@dvsa.gov.uk">clare.williams@dvsa.gov.uk</a>	South Wales and South West England
<b>Mark Riches</b>	<a href="mailto:Mark.riches@dvsa.gov.uk">Mark.riches@dvsa.gov.uk</a>	<b>Cetral South</b>
<b>Andrew Kindrat</b>	<a href="mailto:Andrew.Kindrat@dvsa.gov.uk">Andrew.Kindrat@dvsa.gov.uk</a>	<b>East Anglia and South East</b>

