



NEW Vauxhall Vivaro Van due this year & built in Luton

Dear Colleague,

It was positive to see that demand in the Light Commercial Vehicle (LCV) market was up 8.6% in January, following on from a turbulent 2018 market which was driven by political and economic issues. 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 2019.

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 21 March 2019. See newsletter for more details.

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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DEMAND FOR LIGHT COMMERCIAL VEHICLES GROWS IN JANUARY

It was positive to see that demand in the Light Commercial Vehicle (LCV) market was up 8.6% in January, following on from a turbulent 2018 market which was driven by political and economic issues.

There was a significant growth of 31.7% in the small van sector. These LCV's which are under 2 tonnes are typically used as service vehicles for transporting tools. A total of 1,952 units were registered which was encouraging to see as demand was weak in 2018.

Pick-up trucks also saw a growth of 13.4%. These vehicles are favoured by self-employed and sell well in the dual-purpose double-cab versions.

Larger light commercials between 2.5 and 3.5 tonnes continued to maintain an upward trend and grew by 7.1% in January. A total of 13,236 vehicles were registered.

Manufacturer wise, Ford led the market at 31.7% market share with its wide range of models, followed by Volkswagen at 11.7% of the market share. However, when you combine registrations from the PSA Group (Peugeot, Citroen and Vauxhall), sales total 5,647 units for January, which would easily put them in second position by volume.

Demand for vans stems for business needs, and so current issues surrounding diesel and product availability do not pose as many issues as they do in the new car market.

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 2019.

BREXIT UPDATE

In January, Parliament instructed the Prime Minister to seek 'alternative arrangements' to the controversial Irish backstop. Senior EU officials immediately shot down any prospect of any changes to backstop, insisting that it is an "insurance policy". However, the Prime Minister did get agreement from the EU to 'reopen talks' this week.

What are the 'alternative arrangements'?

One solution gaining traction in Whitehall is the use of 'technological solutions' in the event of a no deal – we know that the government is considering at least two proposals made by private companies, which have been leaked to the press. These detailed proposals include online customs pre-payment systems, tracking numbers for vehicles on designated routes and even tracking chips for individual packages.

Another is the so called 'Malthouse Compromise' – the key feature of this cross-party proposal is that the UK should be given a clear exit date from the insurance policy. This addresses many MP's concerns that the UK may be indefinitely locked into the backstop arrangement, unable to leave until the EU agrees.

On 12 February it was reported that Olly Robbins, the UK's chief Brexit negotiator, was overheard by journalists suggesting that MPs will eventually have to choose between the PM's renegotiated deal or a significant delay to the

Brexit process. This would push the official exit date back from 29 March. The Brexit Secretary & the PM were quick to dismiss this story, reaffirming their commitment to leaving the EU as scheduled.

Will the PM succeed?

The EU does not look set to budge on the backstop – as far as they're concerned, the backstop must be agreed before any discussions can take place regarding a proper future relationship.

The EU has agreed to reopen talks. The PM will want to talk about the backstop, but the EU are only willing to discuss the political declaration – a non-binding document which sets out a general framework for what the future relationship might look like. The EU see the political declaration as a way of providing assurances to British MPs, but many will not be satisfied until such assurances are reiterated in a legally binding document.

The PM has pledged that if Parliament hasn't agreed on a withdrawal agreement before 24 February, she will update the House of Commons and give them the chance to vote on a new way forward on 25 February.

DVLA DEALER UPDATES

Trade licence plates and who can use them and for what

If you're a motor trader or vehicle tester, trade licence plates allow you to carry out your business without registering and taxing every vehicle temporarily in your possession.

Licensed new or second hand vehicles already registered to you (the dealer) must be taxed and cannot be used under this provision. Trade plates cannot be used on unroadworthy vehicles. All vehicles must be covered by insurance and have a valid MoT in place, unless they are exempt from MoT requirements. All unroadworthy vehicles must be transported. The law allows an untaxed vehicle to be driven to and from a pre-arranged MoT without a trade plate.

A motor dealer is defined as a person in the business of selling or supplying vehicles. A motor trader is defined as:

- a manufacturer or repairer of vehicles
- a dealer whose business consists of collecting and delivering vehicles and no other activities except as a vehicle manufacturer or repairer
- hire, leasing and finance companies who collect and deliver vehicles

Permitted uses

Trade plates are used for vehicles in the temporary possession of a business for testing, trialling, demonstrating or delivering.

New online service for company digital tachograph cards – update

Work continues as we develop the online tachograph services on GOV.UK. Last month the DVLA began live testing our 'apply for a company digital tachograph card' service in private beta.

All 37 participating companies successfully used the online service and reported how quick and easy it is to use.

Service launch

The service will be launched into public beta for anyone who wants to apply for a company digital tachograph card in the first quarter of 2019. Further enhancements and improvements will be made to the service to allow companies to renew and replace their company cards. The DVLA will also continue to act on users' comments and suggestions throughout the public beta phase.

Online channel

The company card renewal letter is also being revised to include information on how to renew online. In line with this, paper applications for company cards will stop being accepted later in the year.

Offline support for tachographs will still be available through our Contact Centre.

Next steps

This new online channel has laid many of the foundations required for DVLA to transform its services and IT systems. Driver digital tachograph card services will be developed later this year, making it quicker and easier for drivers to get their cards. The service will be developed using the lessons learned from feedback we receive from the company digital tachograph card service.

Increase in vehicles being exported without the V5C (Logbook)

The DVLA has noticed an increase in individuals and dealerships outside the UK contacting DVLA after they have bought vehicles from the UK without being given the vehicle registration certificate (V5C). This makes it difficult for them to register the vehicle outside of the UK.

It is important to remember that when a UK vehicle is bought, or is sold within the UK, it is a legal requirement that the V5C should be provided with it, so DVLA can be notified of the change of registered keeper. If the V5C is not present it will cause a delay for the new keeper and add extra costs, as they have to apply for a V5C via the V62 replacement V5C application process.

Buyers from outside of the UK who are unable to provide a UK address will be unable to obtain a V5C. This means they will be subject to a more detailed import process in the country where they take the vehicle. When selling any vehicle to a customer with a non-UK address:

- The 'export' section of the V5C needs to be filled in and sent to DVLA.
- The rest of the V5C document must be given with the vehicle and handed to the buyer. They will need to use this to register the vehicle in the country that the vehicle is being exported to.

If the vehicle is not notified as being exported, DVLA's record will be inaccurate and the trader will continue to be recorded as the last known 'keeper' of the vehicle for enforcement and traceability purposes. Once a vehicle has left the UK, DVLA will not issue any further documentation.

DVLA introduces a new way to share driving licence details

The Add a driving licence check code to your mobile phone service launched into public beta on 11 December. This is the next step on our digital journey following on from the View, Share and Check Driving Licence services.

The new service is available to GB photocard licence holders and generates a quick response (QR) code, similar to a bar code, on the driver's smartphone. This code can be used on the redesigned Check Driving Licence service which activates the user's webcam on their device. It will present the same information as the current service – driving licence categories, endorsements and disqualifications, offering users a choice on how they access this information.

The existing View, Share and Check services are still available.

Neil Akass, DVLA Service Designer, said, "If our user testing and private beta pilot are anything to go by, we think the service will prove a hit with the motoring public and stakeholders alike."

If you would like to learn more about the service, take a look at Neil's blog on GOV.UK. We are keen to hear about your and your customers' experience of using this new service which will help us to improve.

Heavy Goods Vehicle (HGV) levy is changing

In March 2018, the government announced changes to the levy rates paid by hauliers, as part of plans to improve air quality across the UK.

Newer lorries produce 80% less nitrogen oxide (NOx) emissions than older ones. From February, lorries that meet the latest Euro VI emissions standards will be eligible for a 10% reduction in the cost of the HGV levy. Euro V and older vehicles, which do not meet these emissions standards, will pay 20% more.

The main points are:

- HGV levy rates change from 1 February 2019
- HGVs meeting the Euro VI emissions standard will have their levy rate reduced by 10%
- those that do not meet Euro VI will have their levy rate increased by 20%
- tax reminders for February and March Date of Liability may show incorrect rates, however customers will be charged the correct rate when transacting
- On current rates, the changes will mean a reduction from £1,000 to £900 for Euro VI HGVs and an increase from £1,000 to £1,200 for non-Euro VI HGVs.

UPDATES TO THE HEAVY GOODS AND PASSENGER SERVICE VEHICLE INSPECTION MANUALS

Procedure General Rules

Following feedback and review, some minor amendments to the latest versions of the 2018 Heavy Goods and Passenger Service Vehicle inspection manuals have been made.

Revision sections have been amended to include all updates. The main changes for both inspection manuals are listed below and are predominantly to the notes contained within the application and the procedure and standards sections.

Steering Control

4. Procedure and Standards notes added for anti-theft device where it is impractical to make the assessment of operation.

Steering

5. Notes for front drag link ball joints designed with only fore and aft movement have been updated to include the whole Volvo and Renault range.

Lamps

6. Reversing lamp note added to include operation of reverse lamps via separate switch with a tell-tale.

Service brakes

7. Procedural note for checking full power hydraulic brakes has been updated to include four pressure checks.

8. Printed uncontrolled copies of these outdated pages must be destroyed after the 01 February 2019. Any downloaded versions must be updated with the latest versions supplied following notification of this memo.

9. To ensure all staff see this memo and apply the standards by the correct implementation date line managers should ensure that this memo is emailed to all staff working at ATFs. The email should be marked for the attention of all DVSA examiners and sent as soon as possible.

HEAVY VEHICLES NEEDING AN ANNUAL TEST FOR THE FIRST TIME



Certain vehicles with heavy goods chassis will need to have had an annual test by 20 May 2019 to remain legal on Britain's roads.

This is because some heavy goods vehicles lost their test exemption in May 2018 and came into the scope of test.

Vehicles must now pass an annual test before the next vehicle tax renewal is due.

Vehicles now needing a test certificate include:

- mobile cranes
- breakdown vehicles (not breakdown vans)
- tower wagons
- some mobile engineering plants
- some trailers designed for the production of asphalt
- road construction vehicles (not road rollers)
- electrically propelled motor vehicles first registered since 1 March 2015
- tractor units pulling exempt trailers
- certain motor tractors and heavy and light locomotives exempted under sections 185 and 186 (3) of the Road Traffic Act 1988, where these are based on an HGV chassis

They will then need a test every year after their first test.

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 21 March 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.
