



***Ford Transit Custom - UK's best-selling van in 2018***

Dear Colleague,

Welcome back after what we hope was a relaxing and enjoyable Christmas break!

It is encouraging to see that the light commercial vehicle market under 3.5 tonnes only declined by -1.3%, marking the fourth-best performance on record, in what has been an uncertain year. Overall, the new light commercial vehicle market declined marginally by -1.3% in 2018 with 357,325 registrations, which is less than 5,000 units below 2017's levels and the fourth highest year on record.

After a busy period for new launches in 2018, the year ahead doesn't show any signs of slowing down in the commercial vehicle market, with a raft of new vehicles due to arrive over the next 12 months. In this month's news you can find a full list of trucks and vans due to be launched this 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, I would like to take this opportunity to wish you all a very Happy New Year. We look forward to working with you all in 2019!

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- **STABLE VAN MARKET IN AN UNCERTAIN YEAR**
  - **REJECTION OF PRIVATE-DELEGATED TESTING OPPORTUNITY**
  - **INCREASE IN VEHICLES BEING EXPORTED WITHOUT THE V5C**
  - **HEAVY TRUCK REGISTRATIONS UP TO NOVEMBER 2018**
  - **FRANCHISED TRUCK DEALERS WARNED NOT TO FLOUT COC AND TYPE APPROVAL RULES**
  - **TRUCK CO2 TARGETS: INDUSTRY REACTS TO COMMON POSITION OF EU MEMBER STATES**
  - **NEW TRUCKS AND VANS IN 2019**
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### **STABLE VAN MARKET IN AN UNCERTAIN YEAR**

It is encouraging to see that the light commercial vehicle market under 3.5 tonnes only declined by -1.3%, marking the fourth-best performance on record, in what has been an uncertain year.

Overall, the new light commercial vehicle market declined marginally by -1.3% in 2018 with 357,325 registrations, which is less than 5,000 units below 2017's levels and the fourth highest year on record.

Light commercials between 2.5 - 3.5 tonnes, which represent the single biggest segment of the market with 63% of all sales, saw the same number of registrations as in 2017. These vans are a useful barometer of the health of the whole market and, as they are purchased by large corporate fleets, smaller businesses and self-employed tradespeople, this result shows a degree of confidence in business and commerce.

The most positive highlight of the van market in 2018 comes from pick-ups, which now represent the second biggest segment of the market. Sales of pick-ups grew by 4.3% with 53,613 units registered in 2018. The success of these vehicles is mainly due to their versatility as they can be used as open or covered load carriers and they are often able to carry five passengers as double-cabs. These factors make pick-ups popular with service and building trades.

Sales of mid-range vans between 2.0 - 2.5 tonnes decreased by -7.4% in 2018 and smaller vans of less than 2.0 tonnes saw the most significant decline with 4,300 fewer units sold than in the previous year, a drop of -14.7%.

Another key factor that supported the market in 2018 was the introduction of many new models. This trend should continue in 2019 with more new models coming to market and the introduction of electric vans, such as the Ford e-Transit. These will be in high demand especially in metropolitan areas that are introducing low emissions zones.

NFDA and its members are confident the light commercial vehicle market is more resilient than other sectors and will remain stable throughout this year.

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### **REJECTION OF PRIVATE-DELEGATED TESTING OPPORTUNITY**

After extensive lobbying and putting the case forward directly to the Minister of Transport for private/delegated vehicle testing, albeit for only PSV as a trial to elevate the shortage of testers, we are disappointed to see that it has been rejected again.

Operators and ATF's will continue to not be able to get the testing slots to keep their vehicles safely on the road and keep the viability of ATF facilities viable.

Please find the response from Jesse Norman MP attached to this month's news.

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### **INCREASE IN VEHICLES BEING EXPORTED WITHOUT THE V5C**

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 dealer will continue to be recorded as the last known 'keeper' of the vehicle for enforcement and traceability purposes.

As once a vehicle has left the UK, DVLA will not issue any further documentation.

Full information is provided on GOV.UK [www.gov.uk/taking-vehicles-out-of-uk](http://www.gov.uk/taking-vehicles-out-of-uk)

## HEAVY TRUCK REGISTRATIONS UP TO NOVEMBER 2018

Sales - January to November 2018																					
Vehicle Type	DAF		DENNIS		ISUZU TRUCKS		IVECO		MAN		MERCEDES		MITSUBISHI		RENAULT		SCANIA		VOLVO		Total
	Units	Share	Units	Share	Units	Share	Units	Share	Units	Share	Units	Share	Units	Share	Units	Share	Units	Share	Units	Share	
2 Axle rigid	5,282	41%	27	0%	805	6%	2,253	17%	865	7%	1,830	14%	564	4%	368	3%	328	3%	692	5%	13,014
3 Axle Rigid	906	22%	612	15%	0	0%	98	2%	269	6%	1,131	27%	0	0%	164	4%	536	13%	495	12%	4,211
Multi Axle Rigid	810	18%	36	1%	0	0%	51	1%	248	6%	485	11%	0	0%	277	6%	1,339	30%	1,170	26%	4,416
2 Axle & Artic	509	26%	0	0%	0	0%	147	8%	163	8%	510	26%	0	0%	119	6%	265	14%	220	11%	1,933
3 Axle & Artic	3,274	21%	0	0%	0	0%	218	1%	1,853	12%	2,699	18%	0	0%	911	6%	3,701	24%	2,647	17%	15,293
<b>Total</b>	<b>10,781</b>	<b>28%</b>	<b>675</b>	<b>2%</b>	<b>805</b>	<b>2%</b>	<b>2,767</b>	<b>7%</b>	<b>3,398</b>	<b>9%</b>	<b>6,655</b>	<b>17%</b>	<b>564</b>	<b>1%</b>	<b>1,839</b>	<b>5%</b>	<b>6,169</b>	<b>16%</b>	<b>5,224</b>	<b>13%</b>	<b>38,867</b>
2017 Market Share (Apr - Dec)	28.46%		1.77%		1.73%		8.00%		7.19%		19.11%		1.58%		4.24%		15.64%		12.27%		

## FRANCHISED TRUCK DEALERS WARNED NOT TO FLOUT COC AND TYPE APPROVAL RULES

It has now been a few years since the introduction of full inclusive type approval for the completed/bodied commercial vehicles. This means that no accessories and modifications can be carried out prior to the first

registration without the need for a further IVA (Individual vehicle approval) test being checked by the DVSA and then issuing of a certificate to verify completeness and approval prior to registration.

Following the VW dieselgate issue, the EU Parliament told all countries to set up and run a surveillance team to mystery-shop the CoC compliance of all manufactures of cars, vans & trucks to ensure what was going onto the EU roads matched the standards and conformity of published CoC's.

The DfT were given the task to set up a Market Surveillance Unit, the VCA acting as the assessors of standard compliance with the DfT using the DVSA to inspect and be the legal enforcers. The focus of their work so far has been around emissions, this is what we have been advised by the VCA.

The main focus of VCA/DVSA work involves checking newly registered trucks. They are often mystery shop by hiring a very new truck from a hire company and checking the emissions meet what is shown on the CoC, or type approval along with information supplied by the manufacturers.

This work may be showing up some other irregularities against the CoC, such as fitting or deleting of equipment or accessories, this is followed up through the registration details to cross check with the manufactures specification that sometimes takes them back to the supplying dealer to check issues direct with them.

In discussions with the authorities about the fitting of accessories etc. around the time of supply and they have advised that they are not targeting this, but obviously if it is observed via these other checks, action could be taken against the dealers or manufacturers. The DfT, VCA and DVSA clearly stated nothing that affects the CoC or type approval should be fitted prior to registration, these items must be fitted after the vehicle's registration date.

We are advised that the authorities have the powers to issue a fine extensively per individual vehicle in the cases where dealers and or manufacturers are in breach of this this legislation

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## TRUCK CO2 TARGETS: INDUSTRY REACTS TO COMMON POSITION OF EU MEMBER STATES



“Following the deal on stringent CO2 targets for cars that was reached earlier, we now see that the 28 member's states are also backing very ambitious truck CO2 standards,” stated Erik Jonnaert, Secretary General of the European Automobile Manufacturers' Association (ACEA).

“Reducing CO2 emissions from trucks by -15% in 2025 and -30% in 2030, as proposed by the ministers today, will be a major challenge for industry and operators. What is possible for cars is often not an option for trucks – the difference between both is fundamental. Truck makers are willing to further cut carbon emissions, but this should happen at a pace that is realistic, as it will not be possible with today's technology alone.”

Indeed, these CO2 standards will require the rapid and large-scale market uptake of alternatively-powered trucks. “However, it remains highly questionable whether the needed charging and refuelling infrastructure suitable for trucks can be rolled out within the span of just a few years. Member states should also be aware of their responsibilities in this respect,” Jonnaert cautioned.

If we take electric trucks, for example, the infrastructure is not the same as that used for electric cars and is simply missing today – using charging points for cars would take days. And even for LNG the available infrastructure is still patchy across Europe. Jonnaert: “Clearly, we are talking about huge investments here. In parallel, transport operators will also have to renew their truck fleets at a much faster pace. All this must happen before 2025 but is outside the control of our industry.”

ACEA is particularly worried by the fact that these first-ever EU CO2 standards for trucks depend on a baseline that is yet to be determined. This means that individual truck makers will not know their specific targets before 2021. When considering that trucks that will be delivered to customers in 2025 are already under development now, the targets become even more challenging.

Given that this is the first time the EU sets CO2 standards for trucks, it is worrying that the sector would suddenly face disproportionately high penalties. Manufacturers are committed to continue investing in new fuel-efficient technologies and welcome the two-step approach agreed by the Council today, but the proposed amounts – even those for the first step – are way beyond reasonable and could severely jeopardise the industry’s competitiveness. Hence, the penalties need to be corrected, as they should be in line with the marginal costs of technology.

ACEA now calls on the member states, the European Parliament and the Commission to work towards a well-balanced regulation that is ambitious, yet realistic. If we want to further reduce CO2 emissions from trucks, we need a consistent framework that enables and supports the industry to deliver the necessary CO2 reductions.

Erik Jonnaert: “This essentially means making sure that the right conditions are in place to encourage the widespread deployment of zero- and low-emission trucks in terms of infrastructure, incentives and fleet renewal. At the same time, policy makers should not lose sight of transport operators’ needs nor the competitiveness of Europe’s truck industry”.

**Source: The European Automobile Manufacturers' Association (ACEA)**

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## NEW TRUCKS AND VANS IN 2019

After a busy period for new launches in 2018, the year ahead doesn’t show any signs of slowing down in the commercial vehicle market, with a raft of new vehicles due to arrive over the next 12 months.



It’s set to be a busy year for **Ford**, with the all-new Fiesta van due to go on sale at the start of the year, after its initial reveal at the 2018 CV Show. A retail version of the Transit Custom PHEV is also due by mid-year, along with the new 2019 Ranger, which has just been launched in the USA with a 2.3-litre EcoBoost turbo petrol engine.

There’s some new engine news from **Vauxhall, Peugeot and Citroen**, too, with the recently launched Combo Cargo, Partner and Berlingo trio of small vans getting a new 1.5-litre 130PS turbo diesel engine in Q1. A 1.2-litre turbocharged petrol engine is also due and will arrive in the second half of 2019.



Electric power will be the core focus for the German manufacturers next year, with both **Mercedes-Benz Vans** and **Volkswagen Commercial Vehicles** set to introduce new EV powertrains.

The Mercedes-Benz eSprinter and eVito will both arrive by mid-year, while Volkswagen's eCrafter will also hit the market, targeted at urban deliveries. The eCrafter will also spawn an electric version of the **MAN TGE**, the lightest vehicle in the Volkswagen Group's truck manufacturer's line-up, which is based on the Crafter panel van.

There's big news, too, from **Mercedes-Benz Trucks**, whose flagship Actros gets a new look and revised engine range, as well as a host of safety-based technology features, including rear view cameras in lieu of mirrors.



**Mitsubishi** is about to put the Shogun Sport Commercial into dealerships, based on the road-going SUV but with the back seats removed, whilst later next year it will introduce the new L200 pick-up to the UK. The Thai-built truck was revealed earlier this year, but it will be spring before it comes to the UK market.

Also due in showrooms shortly are **Toyota's** Land Cruiser van, while the company is also expanding its Authorised Conversions range, focusing on the Proace and Hilux pick-up.

There's a brand new entry to the pick-up market, too, with the **LDV T60** set to make its debut. The Chinese-built truck will be available as a single or double cab, with a choice of two or four-wheel-drive. The right-hand drive version of the T60 went into production last month and is already on sale in Australia, with its UK debut expected to be at the 2019 CV Show in April. LDV is also planning to expand its electric van range, with a brand new platform known as the EV31, which will form the basis for a new smaller van due to arrive in showrooms by 2020.



Another complete newcomer to the market will be **LEVC**'s new van. The company, which makes the range-extended EV London Taxi, has developed a commercial vehicle on the iconic black cab's platform, with an electric powertrain and range-extending petrol engine. LEVC is part of the Chinese Geely business, which also owns Volvo, so the three-cylinder petrol engine that powers the range extender is based on a Volvo design.

**Volvo**'s truck range is also set to see some new arrivals in 2019, with the FE and FL electric models aimed at urban operations, such as waste collection.



Many of the new vehicles will be on show at the CV Show 2019, which takes place at the NEC, Birmingham, from April 30 to May 2. Visitor registration for the free-to-attend show, which is the UK's biggest indoor automotive expo, will go live in January at [www.cvshow.com](http://www.cvshow.com)

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