



Dear Colleague,

This month saw Light Commercial Vehicle (LCV) registrations grow by 2.4% in May with encouraging signs coming especially from the mid-size vans between 2.0 - 2.5 tonnes, often used as service vehicles, which saw a significant growth of 21.5%. The market has been very strong in the last few years and with the growth of online sales and SMEs offering mobile services to consumers, it is expected to remain stable. See this month's news for a full breakdown of figures.

With the General Data Protection Regulation having become a reality, we urge members to ensure their businesses are fully compliant. Once again we cover this in the newsletter below. Also a reminder that we have our GDPR helpline, 01788 538304 in case you have a problem.

Finally, 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.

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 - **NEW HEAVY TRUCK MARKET DECLINES IN Q1 2018**
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VAN SALES GROW IN MAY

Light Commercial Vehicle (LCV) registrations grew by 2.4% in May with encouraging signs coming especially from the mid-size vans between 2.0 - 2.5 tonnes, often used as service vehicles, which saw a significant growth of 21.5%.

Light commercial vehicles up to 3.5 tonnes rose marginally by 2.4% in May totalling 27,639 units. Year-to-date, the market is -1.4% down compared with 2017 to 145,514 units. The market is still a third higher than five years ago.

It was pleasing to see large vans between 2.5 - 3.5 tonnes improve by 2%. This represents a very important segment of the market as it accounts for 61% of all light commercial vans registered in the sub 3.5 tonnes arena. The majority of these vehicles are bought by big fleet organizations and used in the online delivery business, the increase in registrations indicates that the growth is mainly driven by online consumer purchases.

Following the constant growth over the past few years, registrations of 'pickups' saw a marginal decline in May of -2.3% but remain up 0.6% year to date on 2017. These vehicles are largely bought by tradesmen and self-employed who use them for both business and pleasure. The segment seems set to remain at these levels, but it does represent only 15% of all light commercials sold.

The light commercial market has been very strong in the last few years and with the growth of online sales and SMEs offering mobile services to consumers, it is expected to remain stable.

NEW HEAVY TRUCK MARKET DECLINES IN Q1 2018

- •New UK heavy goods vehicle market declines in Q1 2018, down -6.0% on same quarter last year.
- •Demand for artic trucks increases, up 6.6%, while rigids fall -13.5%.
- •9,785 HGVs registered in first three months, representing a decline of 621 vehicles

The UK's new heavy goods vehicle (HGV) market declined in the first quarter of 2018, according to figures released by the Society of Motor Manufacturers and Traders (SMMT). 9,785 new commercial vehicles over six tonnes were registered, a fall of -6.0% as ongoing economic uncertainty added to the effects of the sector's naturally long fleet renewal cycles.

Registrations of artic trucks increased in the first three months, up 6.6% to 4,171 units. At the same time, demand for rigid vehicles declined -13.5%, with a -21.6% decrease in the >6-16T segment and a -8.4% decline in the >16T segment.

Tractors were the most popular body type, accounting for 42.5% of the heavy goods vehicles that joined British roads in Q1. Refuse disposal vehicles, meanwhile, experienced the biggest increase in demand, up 7.3% year on year.

Fluctuating fleet orders are a natural feature of the HGV market and, following strong demand in Q1 2017, this fall isn't altogether unexpected. However, with this now the third consecutive quarter of decline, it is clear that economic and political uncertainty is having an impact. We need government to create the right conditions to give operators confidence to invest in their fleets and get more of the latest, safest and low emission

commercial vehicles onto our roads.

UK HGV REGISTRATIONS

Quarter	Q1-18	Q1-17	% change
Rigids > 6.0-16t	1,994	2,543	-21.6%
Rigids > 16t	3,619	3,949	-8.4%
All rigids	5,613	6,492	-13.5%
2-axle artics	366	353	3.7%
3+-axle artics	3,805	3,561	6.9%
All Artics	4,171	3,914	6.6%

Year-to-date	YTD-18	YTD-17	% change
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UK HEAVY GOODS VEHICLE REGISTRATIONS: QUARTER 1 2018 AND % CHANGE ON 2017

	Q1 2018	Q1 2017	% change	Year-to-date 2018	Year-to-date 2017	% change
HGVs	9,785	10,406	-6.0%	9,785	10,406	-6.0%

TRUCK INDUSTRY REACTS TO EU PROPOSAL FOR FIRST-EVER CO2 STANDARDS

The European Automobile Manufacturers' Association (ACEA), representing the seven major EU producers of heavy-duty vehicles, takes note of the European Commission's proposal for CO2 emission standards for EU trucks, published last month. This is one important part of a broader strategy to further decarbonise road transport – an objective to which the auto industry is fully committed.

ACEA welcomes the Commission's two-step approach, with targets set for 2025 and 2030. The industry also supports the proposal to validate the indicative 2030 target at a later point, as this would allow the latest fuel efficiency technologies available at that point in time to be taken into account.

Nevertheless, ACEA believes that the reduction levels proposed by the Commission for 2025 and 2030 – 15% and 30% respectively – are far too aggressive, and have not been selected with the specific nature of the truck market in mind. Given that the product development of heavy-duty vehicles to be sold in 2025 is already underway right now, the 2025 ambition level is too stringent given the short lead-time for this first-ever CO2 target.

"It would seem as though the Commission has simply taken the exact CO2 reduction levels it already proposed for cars and vans, and applied them directly to heavy-duty vehicles, without fully recognising the fundamental differences between these vehicle segments," said ACEA Secretary General, Erik Jonnaert. Moreover, the fact that the 15% reduction by 2025 is followed by another 15% by 2030 goes against a realistic technology ramp-up, as the most advanced fuel-saving technologies will take time to be developed.

The European truck industry also welcomes the fact that 2019 has been set as the baseline year for these targets, as from that point on all EU truck makers will use the same calculation tool (VECTO) to declare and report the CO2 emissions from a wide range of trucks. This will allow for real data comparability across vehicles and manufacturers, providing a robust baseline for future standards.

ACEA accepts the introduction of CO2 standards for trucks, but calls for them to be carefully and properly designed, bearing in mind the importance and complexity of the market.

Depending on their mission, most trucks are custom-built on an individual basis to meet specific requirements. They can vary from the number of axles to the size of the engine, fuel tank or cab, to the height of the chassis. When taking the complete vehicle into account – a rigid body or a tractor plus a trailer – the truck market becomes even more complex.

Trucks move more than 14 billion tonnes of goods per year. They deliver more than 70% of all land-based freight in Europe, or some 90% of the total value of goods.

WESTERN EUROPEAN CV REGISTRATIONS: +4.3% FOUR MONTHS INTO 2018; +9.6% IN APRIL

In April 2018, registrations of new commercial vehicles in the European Union posted robust growth (+9.6%) after a decline in March, counting nearly 200,000 units.

Total new commercial vehicles

In April 2018, registrations of new commercial vehicles in the European Union posted robust growth (+9.6%) after a decline in March, counting nearly 200,000 units. In the United Kingdom demand remained more or less stable, but it increased in the other key European markets. Spain (+22.0%) and Germany (+14.5%) posted the highest percentage growth, with the French and Italian markets recording more modest increases (+6.9% and +1.3% respectively).

During the first four months of 2018, EU demand for new commercial vehicles increased by 4.3%, thanks to last month's positive sales momentum. New registrations totalled 822,481 units so far this year. Spain (+12.3%) recorded double-digit growth figures, followed by France (+6.4%), Italy (+3.9%) and Germany (+3.8%). UK commercial vehicle demand, however, went down by 3.4% compared to the same period in 2017.

New light commercial vehicles (LCV) up to 3.5 tonnes

In April 2018, EU demand for light commercial vehicles went up by 9.8%; 162,527 vans were registered in total. New LCV registrations grew strongly in all key EU markets except for Italy (-4.4%). Spain (+22.2%), Germany (+15.4%), France (+6.9%) and the United Kingdom (+3.9%) all saw demand for vans increase last month.

So far in 2018, 680,930 new light commercial vehicles were registered across the European Union, up 4.3% compared to the same period one year ago. Growth was posted in Spain (+12.4%), France (+6.2%), Germany (+5.4%) and Italy (+2.0%). By contrast, demand for vans decreased by 2.3% in the United Kingdom during the first four months of the year.

New heavy commercial vehicles (HCV) of 16 tonnes and over

April results were 11.7% higher in 2018 than last year, counting 27,189 new heavy commercial vehicles. Heavy-truck sales did very well in Italy (+50.0%), Spain (+32.4%), Germany (+18.3%) and France (+9.0%), but UK demand declined by 19.0% last month.

Four months into the year the EU market grew by 5.8%, 104,489 new heavy trucks were registered in total. The Italian (+19.1%), French (+11.3%) and Spanish (+10.4%) markets posted the strongest gains over the period. On the other hand, demand fell in the United Kingdom (-8.2%) and remained stable in Germany (-0.4%).

New medium and heavy commercial vehicles (MHCV) over 3.5 tonnes

In April 2018, the truck segment performed positively (+10.6%). Overall, 33,276 new trucks were registered in the European Union last month. Demand only declined in the UK (-13.5%), while growing strongly in the other major EU markets – especially in Italy (+41.7%) and Spain (+32.7%).

From January to April 2018, EU new truck demand increased by 4.8%, counting 128,310 units. Italy (+15.3%), Spain (+11.2%) and France (+9.1%) all performed very well, although registrations did fall in the United Kingdom (-8.4%) during the first four months of the year.

Country	April 2018	% Share	April 2017	% Share	% Change	4-Mths 2018	% Share	4-Mths 2017	% Share	% Change
Germany	6,356	28.4	5,374	26.6	18.3	22,102	25.7	22,201	26.8	-0.4
France	4,002	17.9	3,672	18.2	9.0	15,965	18.6	14,344	17.3	11.3
UK	2,822	12.6	3,486	17.3	-19.0	11,271	13.1	12,276	14.8	-8.2
Italy	2,228	10.0	1,485	7.4	50.0	7,990	9.3	6,706	8.1	19.1
Spain	1,576	7.1	1,190	5.9	32.4	6,657	7.8	6,032	7.3	10.4
Netherlands	1,291	5.8	1,155	5.7	11.8	4,796	6.7	5,232	6.3	10.8
Belgium	692	3.1	781	3.9	-11.4	3,384	3.9	3,264	3.9	3.7
Austria	730	3.3	729	3.6	0.1	2,683	3.1	2,929	3.5	-8.4
Sweden	577	2.6	517	2.6	11.6	1,996	2.3	1,915	2.3	4.2
Norway	478	2.1	331	1.6	44.4	1,648	1.9	1,484	1.8	11.1
Denmark	379	1.7	382	1.9	-0.8	1,525	1.8	1,499	1.8	1.7

Switzerland	355	1.6	295	1.5	20.3	1,259	1.5	1,314	1.6	-4.2
Portugal	324	1.5	248	1.2	30.6	1,253	1.5	1,202	1.4	4.2
Finland	249	1.1	229	1.1	8.7	998	1.2	1,020	1.2	-2.2
Eire	169	0.8	159	0,8	6.3	842	1.0	986	1.2	-14.6
Luxembourg	82	0.4	106	0.5	-22.6	376	0.4	402	0.5	-6.5
Greece	19	0.1	22	0.1	-13.6	83	0.1	75	0.1	10.7
Iceland	12	0.1	15	0.1	-20.0	59	0.1	56	0.1	5.4
TOTAL	22,341	100.0	20,176	100.0	10.7	85,887	100.0	82,937	100.0	3.6

DRIVE YOUR CAREER WITH A JOB IN THE RETAIL AUTOMOTIVE INDUSTRY

The retail motor industry employs nearly 600,000 people, and is one of the biggest and most varied sectors out there. There are automotive dealerships all over the UK and your local one might have the right opportunity for you to kick-start and develop your professional career.

Drive My Career, powered by the NFDA is a new and unique web based initiative designed to help young people find their dream job within the automotive industry.

How do I know if the automotive industry is right for me?

The automotive industry offers such a wide range of opportunities that no matter what your strongest skills or personality traits are, you will be able to find a role that suits you.

Sectors include:

- Truck and Van Technicians
- Customer Service
- Marketing & Digital Communication
- Logistics & Part Distribution
- HR & Recruitment
- IT & Web Development
- Administration
- Finance & Accounting
- Sales
- Legal

What perks can I expect?

Typical benefits offered in the industry vary depending on the company you work for. Often, these include a personal car which you can get serviced for free, others include discounts on used, new and rental vehicles.

What salary should I expect?

Salaries vary depending on the position, but in general they are very competitive and, in many cases, include bonuses and commissions.

Visit www.drivemycareer.co.uk today - **Your dream job could be one click away!**

NEW HGV & PSV INSPECTION MANUALS



The DVSA has published final versions of the HGV inspection manual (from May 2018) and PSV inspection manual (from May 2018).

Changes include:

- a different format and layout
- defects being categorised as minor, major and dangerous
- an amendment to the definition of insecure
- the addition of a definition of unsafe modification
- an amendment to the emissions testing standards
- an amendment to the standard for view of the road
- numerous additions in the lighting section
- an amendment to the standards for prohibition at statutory test

Also published the Categorisation of vehicle defects (from May 2018).
