



Dear Colleague,

It was extremely positive to see that demand in the Light Commercial Vehicle (LCV) market remained strong in May with a growth of 5.4%. A total of 89,142 new vans registered in May and the market is now up 7.5% year to date. Demand was strong for all segments of the light commercial vehicle sector under 3.5 tonnes, except pickups and 4x4s.

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 18 June 2019. If you would like to attend, please contact [louise.woods@rmif.co.uk](mailto:louise.woods@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.

Steve Latham  
Head of NFDA Truck & Van Division  
Mob: 07515 975 157  
Email: [stephen.latham@rmif.co.uk](mailto:stephen.latham@rmif.co.uk)

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## **VAN MARKET CONTINUES TO PERFORM WELL**

It is positive to see that sales of light commercial vehicles remained strong in May with a growth of 5.4%.

A total of 89,142 new vans registered in May and the market is now up 7.5% year to date. Demand was strong for all segments of the light commercial vehicle sector under 3.5 tonnes, except pickups and 4x4s.

In particular, small vans under 2 tonnes saw an increase of 14.0%, while registrations of medium-sized vans between 2.0-2.5 tonnes rose by 10.2%. Large vans between 2.5 and 3.5 tonnes were up 5.3%.

The pickups segment stabilised, with a decline of -1.8%, however, 2019's sales are still higher than last year by 4.4%. There are concerns in the pick-up and 4x4 sectors as many of these vehicles are bought by motorists for leisure. The decline is due to consumer uncertainty caused by the current political situation which is also affecting new car sales.

In May, Ford was the market leader with a 30.5% market share, followed by Volkswagen which had a market share of 12.7%.

Offers and incentives are boosting sales alongside the necessity for small van operators to purchase new Euro 6 vans to comply with the new London Ultra-Low Emission zone.

As we expected, also the arrival of new models is supporting the market as they provide buyers with modern, highly efficient options.

The light commercials market continues to perform incredibly well in 2019 and dealers expect this positive trend to continue.

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## **NEW MINISTER TAKES RESPONSIBILITY FOR 'FUTURE MOBILITY' AT DEPARTMENT FOR TRANSPORT**



Michael Ellis MP has replaced Jesse Norman as minister responsible for 'future mobility' and 'transport and the environment' at the Department for Transport (DfT). Mr Ellis was previously Parliamentary Under Secretary of State at the Department for Digital, Culture, Media and Sport since January 2018. Jesse Norman will move to the Treasury.

Michael Ellis's move to DfT is the result of a mini-reshuffle following the resignation of Andrea Leadsom, Leader of

the House of Commons, from the Cabinet.

Prior to his role at DCMS, Mr Ellis was deputy leader of the House of Commons from July 2016 to January 2018. He was elected Conservative MP for Northampton North in May 2010.

As transport minister, he will be responsible for cycling and walking policy, electric and autonomous vehicles and the future of mobility as well as transport and the environment. (For his full list of responsibilities, see this link.)

A former barrister Michael Ellis also previously served as Parliamentary Private Secretary to then Home Secretary Theresa May from May 2015 to July 2016.

Locally he has campaigned for additional Government funding to reduce the problem of potholes and improve road and footpath surfaces in his constituency. He describes his anti-pothole campaign as "a success", as in the 2014 Budget the Chancellor announced an extra £200m for the improvement of roads, "singling out praise for Michael Ellis in the House of Commons for an effective lobbying campaign and for persuading the Government to adopt this course". (Report via De Havilland.)

Since 2003, Mr Ellis has been a regular contributor on the broadcast media internationally for his expertise on British constitutional matters, including for CNN, Sky News and BBC News. This has included coverage of the wedding of the Prince of Wales and many other royal matters.

He backed a Remain vote in the 2016 referendum on the UK's membership of the EU and supported Theresa May, for whom he had served as PPS, in the short-lived Conservative Party leadership contest that followed after the Brexit vote.

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## **DFT & LOWCVP LAUNCH CAMPAIGN TO HELP MOTORISTS 'KNOW YOUR FUEL'**

New labelling on fuel dispensers and nozzles is being introduced as a result of new regulations by the Department for Transport. The new labels - to be introduced by 1st September 2019 - will help drivers to choose the right fuel for their vehicle. The LowCVP is working with the DfT and key industry stakeholders to help ensure a smooth transition.

To help ensure a trouble-free introduction of these new labels, it's important that customers and forecourt staff are fully aware of the new labels and what they mean, and that they're reassured that absolutely nothing has changed with the fuel itself.

The Low Carbon Vehicle Partnership, working with the DfT and key industry stakeholders has produced a fully-integrated 'Know Your Fuel' new fuel labelling launch marketing campaign' for fuel retailers, suppliers and others within the industry to use. This is designed to make it as easy as possible to effectively communicate the core campaign message in a clear, consistent way: new fuel labels have been introduced in the UK and all customers need to do is learn their label and keep filling up in the normal way.

All elements of the new fuel labelling launch marketing campaign are contained in the 'Know You Fuel' Campaign Toolkit, which you can download here.

This toolkit includes a comprehensive set of high-quality, ready-made government-approved campaign materials that can be deployed across petrol forecourts and marketing channels to inform and reassure customers and staff. There's also all the various elements needed to create your own communications, plus guidance on messaging, copy

and how to apply the branding.

To support the campaign, a dedicated website has been set up: [www.KnowYourFuel.campaign.gov.uk](http://www.KnowYourFuel.campaign.gov.uk). This includes a full set of 'frequently asked questions' to further inform and reassure motorists.

It's expected that this campaign will begin to gradually appear across the UK from June, as retailers start to introduce the new fuel labels on their forecourts.

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## **COMMERCIAL VEHICLE REGISTRATIONS: +5.8% FOUR MONTHS INTO 2019; +7.8% IN APRIL**



Brussels, 23 May 2019 – In April 2019, the EU market for commercial vehicles expanded for the fourth month in a row, boosted by gains in both the van and truck segments. 215,497 units were registered across the region, up 7.8% compared to one year ago.

### **Total new commercial vehicles**

In April 2019, the EU market for commercial vehicles expanded for the fourth month in a row, boosted by gains in both the van and truck segments. 215,497 units were registered across the region, up 7.8% compared to one year ago. The EU's five largest markets all saw strong gains, with France (+12.7%), Italy (+11.6%) and Germany (+10.1%) posting double-digit growth.

From January to April 2019, commercial vehicle registrations grew by 5.8%, counting 871,100 new vehicles in the European Union. Germany drove the growth with a 12.1% increase, followed by the United Kingdom (+8.3%), France (+6.5%), Spain (+3.8%) and Italy (+3.4%).

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

In April 2019, the van segment – making up nearly 82% of EU commercial vehicle demand – posted the strongest gains (+8.4%). Each of the five major markets recorded solid growth last month, with Italy (+15.6%), Germany (+13.2%) and France (+12.4%) showing the highest increases, followed by Spain (+7.8%) and the UK (+4.7%).

Four months into the year, registrations of new light commercial vehicles grew by 5.9% to reach 721,303 vans. Demand was sustained by the major EU markets, and Germany (+12.4%) in particular, but the Central European markets (+10.9%) also made a significant contribution.

### **New heavy commercial vehicles (HCV) of 16t and over**

During the fourth month of the year, demand for new heavy trucks saw a robust increase (+5.6%) compared to April 2018. Growth was driven by strong gains in France (+18.4%) and the United Kingdom (+14.3%), although demand declined in Spain (-15.9%) and Italy (-12.2%).

From January to April 2019, 111,230 heavy trucks were registered in the European Union, or 4.9% more than during the same period in 2018. The UK (+18.1%) and Germany (+12.2%) led the growth, both posting double-digit increases, while the Italian (-11.4%) and Spanish markets (-5.6%) showed a drop in heavy-truck registrations.

### **New medium and heavy commercial vehicles (MHCV) over 3.5t**

April 2019 results show that demand for new trucks went up by 5.8% last month. The performance of the five major EU markets differed greatly, with France (+17.7%), the UK (+10.3%) and Germany (+4.7%) posting solid growth, but new-truck registrations showing a significant drop in Spain (-15.0%) and Italy (-7.4%).

So far in 2019, the EU truck market expanded by 6.1% to reach 136,575 units in total. The United Kingdom (+15.7%) and Germany (+13.0%) saw the highest uplifts. By contrast, new truck registrations decreased in Spain and Italy (down 5.7% and 10.4% respectively) four months into the year.

### **New medium and heavy buses & coaches (MHBC) over 3.5t**

In April 2019, bus and coach registrations in the EU continued the decline recorded in March, falling by 4.4%. With the exception of Spain (+23.6%), all major markets posted declines. Last month saw double-digit drops in the UK (-28.4%), Germany (-24.1%) and France (-16.7%).

Four months into the year, demand for new buses and coaches showed a slight decrease (-0.9%). The Central European markets (+23.0%) provided solid support to the bus segment, given that three of the five largest EU markets posted negative results so far this year.

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## **DVLA UPDATE**

### **THE NEW REGISTER A VEHICLE (RaV) SERVICE IS LIVE**

The new RaV service, which has replaced the old Automated First Registration and Licensing (AFRL) service, is now live. The service is for motor manufacturers and retailers. What began as the implementation of new legislation to capture the 'list price' of some vehicles to calculate vehicle tax has ended with:

- All new vehicles being registered on a new IT platform.
- The introduction of Application Programme Interface (API) technology for DVLA and motor manufacturers to register vehicles.
- A simple and intuitive web service designed to help smaller manufacturers and retailers to register vehicles digitally.

It has also provided greater flexibility, making it easier to make changes to meet the needs of industry, and set DVLA on the road of transforming their vehicle services for the future. By May 2019, all vehicle manufacturers will have moved to the RaV service. Already over 1 million vehicles have been registered. Over a two and a half year journey of the DVLA, every vehicle manufacturer (big and small) told them what their requirements were, helped them to build and test the RaV service and gave feedback at every stage. The help and support DVLA have had from motoring trade associations has been invaluable. The collaborative effort has shown how working together with the industry can deliver a new and improved service for all.

## THE V5 REGISTRATION CERTIFICATE HAS CHANGED

The V5C Registration Certificate has changed from 15 April 2019. The DVLA will be issuing a new version of the V5C registration certificate (log book). The previous version will still be in circulation and will still be valid. The DVLA have changed their forms and guidance leaflets to reflect the new version of the V5C.

Changes at a glance:

- The document reference number has moved to the top and the words 'Don't share, keep it safe' have been added above it promoting security and helping prevent online keeper fraud.
  - A multi-coloured guidance section at the bottom of the front page helping direct customers to the correct section of the form.
  - DVLA enforcement message has been added to the front page to promote vehicle licensing compliance.
  - The vehicle details have been rearranged to allow room for extra data fields.
  - DVLA have simplified instructions.
  - Change of keeper and change of name or address sections have been separated to be more customer friendly.
  - Customers are given the opportunity to supply contact details.
  - Section 6 (new keeper's slip, green slip) – name and address fields removed to prevent the customer incorrectly returning it to the DVLA.
  - Signatures boxes have been removed and replaced with declarations in red.
  - Document reference number has been added to each section as it improves customer service and assists with the transformation to online services.
  - Perforations have been changed. The new larger tear off portion is highlighted in red and should be used as instructed in each section.
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