



Mercedes-Benz Sprinter takes third place in February

Dear Colleague,

14,103 LCVs were registered in February, with 14,384 registered in the same period last year, indicating a decline of -2.0%. Year-to-date figures, however, showed an increase of 2.8%, from 36,620 in 2019 to 37,660 in 2020. Decreases were seen most prominently in vans under 2.0 tonnes, dropping 11.1% to 922 units, and pickups falling from 1,505 in February 2019 to 1,353 in February 2020. Vans weighting 2.5-3.5 tonnes saw a smaller decline of 2.8%. In contrast, 2.0-2.5 tonne vans saw a strong 9.3% rise in demand, from 2,469 sales to 2,698 this year. 4x4s also had a good February, almost doubling from 25 to 48 vehicles registered.

The next Truck Executive meeting will be on Wednesday 15 April in London. If there are any issues you would like added to agenda, please send an email to the address below.

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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SLIGHT DECLINE IN LCV MARKET DURING FEBRUARY

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The Ford Transit Custom yet again maintained itself as the most registered LCV of the month totalling 1,930 units sold, adding up to 5,047 in the year to date. Ford Transit continued as the second highest seller at 1,897 units, maintaining good demand from Ford, with the Mercedes-Benz Sprinter beating the Vauxhall Vivaro into third, selling 1,092 vehicles.

Robinson continued, "As February is a typically quiet month for the sector, the results are not unsurprising, but do indicate a slight dip in confidence ahead of the March 11 budget.

"With the March plate change happening currently, we can expect an upturn in these figures going into the final month of Q1 2020."

EU COMMERCIAL VEHICLE REGISTRATIONS DOWN 11.5% IN JANUARY



In January 2020, commercial vehicle registrations fell by 11.5% across the European Union.

New medium and heavy commercial vehicles 3.5-16t

In January, new truck registrations in the EU decreased by 19.2%, making it the seventh consecutive month of falling demand. This was mainly the result of the slowdown observed in the heavy-duty segment, which makes up the bulk of total truck demand. The EU's main markets all followed this negative trend, with Germany (-20.5%), Spain (-14.9%), France (-12.4%) and Italy (-9.3%) posting declines in the first month of 2020.

New heavy commercial vehicles 16-44t

January 2020 results in the heavy-duty segment continued on the downward trend that has taken hold since August (following the introduction of the new smart tachograph regulations). As a result, demand for new heavy trucks dropped by 21.7% in the first month of the year. All four key EU markets registered negative growth in January, with

most suffering double-digit losses, like Germany (-26.0%), Spain (-15.9%) and France (-14.2%).

REVISED FOR TO RECORD DETAILS OF A HEAVY GOODS VEHICLE (HGV)



The DVSA has published a revised form VTG 788 to record HGVs with DVSA.

You will need to use the latest version of the correct form depending on how you registered the vehicle with DVLA. It only needs to be done once for each relevant vehicle to allow you to book an annual test for it.

- [VTG 788](#) for vehicles approved under European Community Whole Vehicle Type Approval or National Small Series Type Approval
- [VTG 789](#) for a vehicle that has an Individual Vehicle Approval (IVA)

These forms should be completed after you or the dealer [registers your HGV with DVLA](#).

There's no fee to record or change the vehicle details with DVSA.

Source: DVSA

DRIVING DOWN THE COST OF ELECTRIC HGVs



The electrification of commercial vehicles is gathering pace with every passing month and demand is soaring as operators get to grips with the environmental and economic benefits that can be achieved.

Operators know that profitability is driven by Total Cost of Ownership (TCO) and the biggest single factor in this is depreciation, typically accounting for 48% of the TCO. With an electric truck, the operating costs are lower than a diesel equivalent so to continue the acceleration of electric HGV adoption the key is to reduce the on-cost of electrification to a point where the operational savings can offset the difference.

But the high cost of battery packs big enough to provide a 120-mile+ range for a medium duty truck is currently a barrier to purchase, so reducing the energy consumption of the powertrain is a key factor in minimising TCO.

That's where UK-based automotive engineering specialist, Drive System Design (DSD), comes in.

It has developed a design tool it believes will significantly reduce the cost of HGV electrified powertrains and accelerate their adoption. The tool, ePOP (Electrified Powertrain Optimisation Process), allows thousands of powertrain architectures to be evaluated quickly for a vehicle's given drive cycle.

By inputting key vehicle criteria such as weight, load capacity, anticipated range and drive cycle the tool can evaluate the optimum powertrain requirements. For example, it can assess the cost benefits of using permanent magnet motors versus induction, how big the battery pack needs to be for a given range or whether a single or multi-speed transmission is more favourable.

By identifying the optimum architecture early in the design phase as much as 50% of the overall powertrain cost can be decreased for a given set of requirements, or an equally acceptable increase in range.

"Traditionally, when deciding what powertrain architecture to use, the manufacturer would have to make various assumptions and will inevitably stick with what they know," says Mike Savage, Drive System Design, Chief Engineer. "ePOP minimises assumptions and completely removes biases at this critical stage of the design phase. The result is the most optimum electric powertrain for any given HGV."

"In a recent project for a 13-tonne commercial vehicle, we simulated over 4,000 different powertrain permutations to optimise the configuration," continued Savage. "Without ePOP this simply wouldn't have been possible. Typically, a design team would have only realistically evaluated five or six concepts before progressing to the next stage of the design."

"Because ePOP is so thorough, it's able to identify improvements that may have otherwise been overlooked because they were counter-intuitive," concludes Savage. "For example, adding complexity to the transmission by opting for two or more speeds instead of a single speed can actually reduce overall cost by making significant savings in motor and battery pack specification. Only by rigorously optimising the design in this way can the

operational profitability of the vehicle be improved.”

Source: SMMT

CEVA AND TEVVA JOIN FORCES FOR LONDON ELECTRIC TRUCK TRIAL



CEVA Logistics is undertaking an electric vehicle trial at its Urban Distribution Hub in Dartford, Kent.

The trial aims to find ways of reducing the impact of commercial vehicle movements and will focus particularly on electric trucks delivering into central London.

It has been made possible thanks to CEVA becoming the first partner of electric truck manufacturer Tevva’s Electrify six-month vehicle loan initiative.

Over a three to six month period, two 12 tonne Tevva vehicles will operate from Dartford making daily deliveries to Guys and St Thomas’ NHS Foundation Trust. One of the vehicles has a chill/refrigeration unit within it, and the other is a standard layout truck.

The telematics-based data produced by the trial will enable both CEVA Logistics and Tevva to accurately understand how the vehicles can be used in the future to meet customer demands.

The trial also supports the Transport for London (TfL) FreightLab initiative, which aims to tackle congestion and keep goods moving in London and in which CEVA Logistics is a launch partner.

Source: SMMT

REGISTRATION IS NOW LIVE FOR THE COMMERCIAL VEHICLE SHOW 2020



**COMMERCIAL
VEHICLE SHOW**
28-30 APRIL 2020 NEC BIRMINGHAM

You are now able to register online for the Commercial Vehicle Show 2020!

Taking place from the 28-30 April at the NEC in Birmingham, the Commercial Vehicle Show hosts hundreds of exhibitors from all areas of the commercial vehicle industry.

You can register online [here](#), or for more information on the event click [here](#).
