



*DAF, still the top selling truck in 2020*

Dear Colleague,

Following the increase in September, registrations of light commercials continued to perform well in October, up by 13.3%, thanks to an improvement in supply as van production is almost back to normal across Europe. We expect demand to remain stable over the coming weeks.

Our member-only newsletter features the latest truck registration figures. Please note that these figures are confidential and not to be shared externally. If you are a member and have not received your copy of the newsletter with the full details of the truck figures, please let us know.

*NFDA is your trade body: we are here to help and advise you on regulatory and operational issues that affect your business. If you require any assistance, please do contact the helpline on 01788 538303.*

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## SEPTEMBER TRUCK REGISTRATIONS FIGURES – Member Only

If you are member and have not received our latest newsletter, please contact us. These figures are confidential and should not be shared externally.

### LIGHT COMMERCIALS CONTINUE TO PERFORM WELL AS SUPPLY IMPROVES

*Following the increase in September, it is positive to see that registrations of light commercials continued to perform well in October thanks to an improvement in supply as light van production is almost back to normal across Europe.*

The light commercial vehicle market up to 3.5 tonnes grew by 13.3% in October, according to the latest SMMT LCV figures, as van production across Europe is 'almost back to normal'.

Demand was strong across all segments except pick-ups where registrations are generally driven by retail customers in the leisure market and the agriculture sector, which is currently facing uncertainty as the UK prepares to leave the EU. The reduction of model ranges available has also harmed the sales of pick-ups.

The heavy 2.5 – 3.5 tonnes sector saw the biggest uplift, up by 26.8% from 16,373 units last year to 20,492 vehicles this October. These light commercials are the mainstay of the LCV market representing around 63% of all light commercials registered.

The use of these vans for the delivery of goods bought online, as well as the sales of vehicles that were previously held back due to the lack of supply drove registrations in this segment in October.

With the England lockdown in November and the additional measures across the rest of the country, the semi-retail demand for double-cab vans and pick-ups could decline further. However, this will not directly affect the supply for fleets and corporate buyers who have already placed their orders for larger LCVs. As a result, we expect the LCV market to remain stable over the coming weeks.

#### REGISTRATIONS OF VANS plus HCVs 3.5T-6T by MONTH

	Oct-20	Oct-19	% change
Pickups	2,211	3,241	-31.8%
4x4s	150	226	-33.6%
Vans <= 2.0t	1,418	1,396	1.6%
Vans > 2.0 - 2.5t	4,482	4,355	2.9%
Vans > 2.5 - 3.5t	20,492	16,155	26.8%
All Vans to 3.5t	28,753	25,373	13.3%
Rigids > 3.5 - 6.0t	1,151	901	27.7%

#### REGISTRATIONS OF VANS plus HCVs 3.5T-6T by YEAR-TO-DATE

	YTD-20	YTD-19	% change
Pickups	31,106	44,813	-30.6%
4x4s	1,232	1,379	-10.7%
Vans <= 2.0t	13,948	22,817	-38.9%
Vans > 2.0 - 2.5t	39,467	48,610	-18.8%
Vans > 2.5 - 3.5t	151,080	194,370	-22.3%
All Vans to 3.5t	236,833	311,989	-24.1%
Rigids > 3.5 - 6.0t	5,482	6,899	-20.5%

## BEST SELLERS LCV <3.5 tonnes

OCTOBER 2020			YEAR-TO-DATE		
①	Ford Transit Custom	3,773	①	Ford Transit Custom	34,165
②	Mercedes-Benz Sprinter	2,475	②	Mercedes-Benz Sprinter	18,996
③	Ford Transit	2,135	③	Ford Transit	17,359
④	Vauxhall Vivaro	1,923	④	Vauxhall Vivaro	12,669
⑤	Volkswagen Transporter	1,899	⑤	Volkswagen Transporter	12,511
⑥	Vauxhall Combo	1,633	⑥	Ford Ranger	11,013
⑦	Peugeot Boxer	1,328	⑦	Peugeot Partner	9,905
⑧	Volkswagen Crafter	1,208	⑧	Citroën Berlingo	9,648
⑨	Citroën Berlingo	1,034	⑨	Ford Transit Connect	9,287
⑩	Citroën Relay	922	⑩	Vauxhall Combo	8,995

Images source: SMMT

## NFDA CV LOBBYING PAYS OFF FOR LCV DEALERS

Over the last couple of years, the Government has insisted that light commercials should pay VED (Vehicle Excise Duty) on the emissions they emit, in the same way as cars are taxed.

The NFDA Commercial Vehicle division strongly disagreed with this policy and, when the Government issued a consultation paper earlier this year, we responded giving the following reasons for not introducing the changes.

1. The buyer of an LCV does not select the power emissions based on speed and performance, as a car buyer does; they select the engine on the requirement of the business use and load needed to be carried.
2. A policy of basing VED on power/emissions unfairly favours some industries against others. I.e. a florist can select a small clean powered LCV as the load is light, whereas the self-employed builder must select a larger engine that pollutes more as their industry's denser heavier load requires the additional power.
3. Final tailpipe emissions are variable and depend on the body fitted to the LCV i.e. a standard panel van or drop-side causes far less wind drag than a luton or box van that increases the emissions as it requires harder driving to displace the airflow.

Positively, following NFDA's lobbying efforts, the Government has decided to not change the current VED system for light commercials and motorhomes.

The Government has announced "it will not now introduce a new graduated system of Vehicle Excise Duty for light goods vehicles or motorhomes from April 2021, to avoid distracting the automotive sector and businesses more widely from the challenges they currently face in light of the COVID-19 pandemic".

The Government's announcement validates the NFDA's advice and draws further attention to the issues around the pandemic and its effect on small businesses requiring LCVs and consumers choosing motorhomes to access holidays with current travel restrictions.

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## **‘HEAVY VEHICLE TESTING REVIEW’ – Latest Update**

The Department for Transport (DfT) has been asked by the Government to review the current performance of the DVSA testing model and make recommendations on how to improve it following the cessation of testing through the COVID-19 pandemic. However, it is clear that the Government does not want any discussion on ‘delegated testing’ from the private sector.

Overlooking this issue, we had a submission from the Prospect Union which of course believe HGV testing must remain in the public sector and often indicated that many ATFs do not provide an efficient solution due to equipment failures etc. Whilst we expected this to be their position, we also heard some constructive views on the current tester booking system.

As a result, DVSA has introduced the following simple system ‘*Test availability at ATFs*’ on their website on a trial basis to see the take-up from operators and ATFs.

- The system will work based on every ATF receiving an email on Friday afternoon asking them, ‘*do you have un-booked testing availability in the next 4 weeks?*’ - ATFs will only need to say ‘yes’ or ‘no’.
- Operators will be able to go onto this site which will show them all ATFs’ availability on a geographical basis, showing the nearest ATF to the operators’ postcode.
- ATFs will be able to update the availability status throughout the following week as booking availability changes and will be contacted every Friday for a four-week update.

This is the first version of the DVSA programme that could be modified and improved in the future. We will keep you updated on this and the Testing Review monthly.

**We can confirm the ‘ATF Capacity Service’ website has now gone live, you can access it [here](#).**

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## **GOVERNMENT BANS THE SALE OF NEW PETROL AND DIESEL CARS AND LIGHT COMMERCIALS FROM 2030**

*The Prime Minister has confirmed that the UK will end the sale of new petrol and diesel cars and vans by 2030. However, the Government will allow the sale of ‘hybrid cars and vans that can drive a significant distance with no carbon coming out of the tailpipe until 2035’.*

Franchised retailers play a crucial role in the transition to EVs and they have been making huge efforts to encourage the uptake of zero-emission vehicles, engaging with consumers and informing them about the benefits of owning an EV.

The new deadline is challenging and despite the continued improvement to the charging infrastructure, there remain a number of practical barriers to the uptake of EVs. It is encouraging that hybrids are being given a later phase-out date during this transition as they represent an important steppingstone technology for many motorists and businesses who are interested in buying an electric vehicle, but do not yet feel able to go fully electric.

The current range of Government-led purchase incentives has been effective in stimulating consumer demand and retailers continue to work hard to improve public perception, as initiatives like the NFDA Electric Vehicle Approved (EVA) scheme demonstrate. Strong incentives are key to ensuring the UK remains a strong consumer market for electric cars and vans as the market begins to mature.

NFDA CV will be liaising with the Government and look forward to further details on how it plans to incentivise CV customer and support businesses.

### **Potential proposal for HGVs**

The proposal to consider moving HGVs to electric is technically some way off, but the Government planning to consult on this proposal with a consultation on phasing out diesel HGVs is a predicament. Batteries are currently too heavy for long distance trucks. Hydrogen seems more promising but requires complete overhaul of the refuelling infrastructure. We will keep our Truck members updated on the progress around this proposal.

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## **LONGER AND HEAVIER TRUCKS PROPOSED BY GOVERNMENT**

### **Commercial Fleet**

*A successful trial of longer semi-trailers (LSTs) could make them a permanent fixture on Britain's roads.*

Longer than conventional heavy goods vehicles (HGVs) but not heavier, LSTs can carry three more rows of supermarket goods cages on each journey compared with existing trailers.

The trial of LSTs, which has been on-going for the past seven years, has shown that they have saved commercial fleet operators from travelling millions of miles, cutting emissions and boosting productivity.

In the past year alone, the 2,600 vehicles involved in the trial have saved lorry drivers 33.5 million miles and 48,000 tonnes of CO<sub>2</sub> – equivalent to taking over 20,000 cars off the road.

The results also show the trailers were involved in fewer personal injury collisions compared with standard size HGVs, says the Department for Transport (DfT).

Off the back of these positive results, the Government has proposed to end the trials early and, through a consultation, seek views on whether LSTs should be allowed to permanently operate on roads across the UK.

Transport Secretary Grant Shapps said: “These trials clearly show the benefits for business and the environment of using longer trailers. By determining the next steps to get them on our roads permanently, we can benefit industry and our economy, boost safety and cut emissions.”

DfT is also launching a further consultation on proposals to start a trial of slightly heavier HGVs on UK roads, which could see the maximum weight of some HGVs increased by 4 tonnes to 48 tonnes.

The change suggested in the consultation would allow lorries to transport heavier containers direct to or from freight trains, helping to shift more cargo from road-only journeys onto rail, and therefore cutting emissions and congestion on our roads, further demonstrating government commitment to make haulage more environmentally friendly, says DfT.

The proposed trial would operate on around 10 routes cleared as safe for use by 48-tonne vehicles and would look at whether it encouraged a shift of goods from road to rail.

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## **DVSA Confirms MOT garages and vehicle repair workshops can remain open**

Considering the national restrictions in England, the Driver and Vehicle Standards Agency (DVSA) confirmed that MOT garages and vehicle repair workshops can remain open during the lockdown. The DVSA also reminded testers to ensure they follow [guidance for MOT testers](#) during the Coronavirus outbreak.

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## **POLICY UPDATE**

**Please find below the latest information on the national restrictions across the UK.**

### **ENGLAND**

#### Businesses and venues which must close during the four-week lockdown

Among the list of non-essential retail premises to close are:

- Vehicle showrooms (other than for rental)
- Auction houses

#### Businesses and venues which can remain open

Among the other businesses permitted to stay open, following Covid secure guidelines, are:

- Petrol stations
- Car and commercial repair and MOT services

- Vehicle hire businesses

#### Click & collect and delivery

**As of 05.11.2020**, the Government guidance on the national restrictions for England currently reads as follows:

- Non-essential retail, such as clothing and homeware stores, vehicle showrooms (other than for rental), betting shops, tailors, tobacco and vape shops, electronic goods and mobile phone shops, and market stalls selling non-essential goods. These venues can continue to be able to operate click-and-collect (where goods are pre-ordered and collected off the premises) and delivery services

UK Government guidance – [New national restrictions from 5 November](#)

## **WALES**

Following the end of the firebreak period in Wales at 12:01am Monday 9 November, a new set of national restrictions for Wales are in place.

Under these restrictions “all retail shops can open, if they can comply with the [duty to take reasonable measures to minimise the risk of exposure to and prevent the spread of coronavirus](#) in Welsh law. People should avoid unnecessary travel and avoid crowded spaces, particularly indoors.”

Please see the Welsh Government [guidance for retailers](#) for more information.

**Welsh Government guidance:** [Coronavirus regulations: frequently asked questions](#)

## **SCOTLAND**

The Scottish Government introduced its local COVID alert level system on Monday 2 November. The levels range from zero to four.

Under level four, which is the highest alert level, non-essential retail will be required to close. The guidance currently states that click and collect and outdoor retail would be permitted under level four.

Non-essential retail is permitted to remain open in all other alert levels. Offices and call centres are advised to work from home, as well as other workplaces where home working is possible.

Scottish Government guidance: [local protection levels](#)

## **NORTHERN IRELAND**

Additional restrictions are currently in place in Northern Ireland, beginning on 16 October 2020 and lasting for four weeks. The retail sector remains open at this time.

NI Government guidance: [what the restrictions mean for you](#)

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# Department for Transport

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## EU TRANSITION: GUIDE TO PREPARATIONS FOR 1 JANUARY 2021

The Department for Transport (DfT) has produced a guide outlining the changes hauliers need to take ahead of 1 January.

The **Haulier Handbook** is a one-stop-shop for key information and advice on customs procedures, clearly setting out how you can prepare yourselves, your vehicles and the goods you carry to continue travelling smoothly across the border and help minimise disruption.

The handbook will be translated into multiple languages which will be made available over the next week.

### **Haulier Information and Advice sites**

You can also visit the network of 'Haulier Information and Advice Sites' across the UK for advice on how to prepare for the end of the transition period. Support includes multi-lingual in-person advice on new border changes, the Hauliers Handbook and training on the 'Check an HGV' service.

The 45 Information and Advice Sites launched are now at motorway service stations and truck stops. Support is available in multiple languages including Polish and Romanian.

[Find your nearest advice site here.](#)

### **ECMT deadline reminder**

The ECMT application window will close on Friday 20 November at 11.59pm. Hauliers planning to travel to the EU in 2021 should use the remaining few days to apply for a permit.

[Full guidance on ECMT permits here.](#)



