



Vauxhall Vivaro - Best-selling van in October with 3,041 registrations

Dear Colleague,

Registrations of light commercial vehicles up to 3.5 tonnes fell by -11% in October, the second consecutive month of decline, as economic uncertainty continues to affect the market.

With the uncertainty surrounding the UK political environment, we have launched a Brexit Toolkit to assist our members. It includes guidance on areas that may change after Brexit such as trade and tariffs, customs and finance. A reminder – our Brexit helpdesk is there to support you, please email brexit@rmif.co.uk if you have any Brexit related question.

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 Wednesday 4 December 2019 and chaired by Brian Currie of Brian Currie-DAF Group in Milton Keynes. If you would like to attend, please contact susan.munslow@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

ECONOMIC UNCERTAINTY CONTINUES TO DEPRESS LCV MARKET

Registrations of light commercial vehicles up to 3.5 tonnes fell by -11% in October, the second consecutive month of decline, as economic uncertainty continues to affect the market.

A total of 25,216 LCV's were put on UK roads in October, compared with 28,494 vehicles in the same period last year.

The introduction of WLTP engine emissions regulations applied to vans and light trucks in September meant that there was a shortage of product availability. There were also more WLTP non-compliant vehicles being pre-registered in August in order to beat the deadline, and these vehicles are now entering the market as delivery mileage used vans.

Sales of maximum size light commercials 2.5 – 3.5t that represent over 60% of the whole CV market were down -19.2%, but demand for small and mid-sized vans rose 2.0% and 31.0% respectively.

As we enter the final quarter of 2019, we are expecting the market to rebalance as the WLTP changes work through the system.

Positively, the market is still up 3.1% year-to-date, however whilst dealers are saying there is still pent-up demand in the market, many buyers are holding off making purchasing decisions until the current political and economic uncertainty stabilises.

COMMERCIAL VEHICLE REGISTRATIONS: +4.6% NINE MONTHS INTO 2019; -10.0% IN SEPTEMBER

In September 2019, EU commercial vehicle registrations dropped for the first time this year (-10.0%), bringing an end to eight months of consecutive growth.

Total new commercial vehicles

In September 2019, EU commercial vehicle registrations dropped for the first time this year (-10.0%), bringing an end to eight months of consecutive growth. Demand fell across all segments and in all major EU markets, with the exception of Italy (+8.8%) and France (+2.5%). The UK – still facing Brexit uncertainty – recorded the strongest decline last month (-22.0%), followed by Germany (-11.5%) and Spain (-4.2%).

Nine months into the year, demand for new commercial vehicles remained positive (+4.6%) in the EU, despite the decline in September. With a double-digit increase (10.9%) Germany led this growth, but the four other major markets also posted positive figures so far this year: France (+6.1%), the United Kingdom (+5.1%), Italy (+4.9%) and Spain (+1.5%).

New light commercial vehicles (LCV) up to 3.5t

September 2019 results showed a 9.4% drop in registrations of light commercial vehicles across the EU. The main reason for this decrease is that new van sales are subject to the WLTP emissions testing regime as from 1 September, exactly one year after the test was introduced for all passenger cars. In fact, more than half of all EU countries posted declines in September (16 in total), with the United Kingdom (-23.5%) and Germany (-11.2%) recording double-digit losses last month.

So far in 2019, the EU market for new vans expanded by 4.4% to reach 1.6 million vehicles registered in total. Each of the EU's major markets did well during the first nine months of the year: Germany (+11.2%), Italy (+6.9%), France (+5.9%), the United Kingdom (+4.5%) and Spain (+1.9%).

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

In September, registrations of heavy trucks recorded a year-on-year decline for the third month in a row, falling by 13.8% to 22,887 units last month. Indeed, all key markets of the European Union recorded weak performances last month, especially Italy (-22.9%) and Germany (-16.3%).

From January to September 2019, EU demand for heavy-duty trucks went up by 5.3%, despite the slowdown over the last three months. This growth was largely driven by the United Kingdom (+16.0%), France (+9.2%) and Germany (+8.2%). At the same time, heavy-truck registrations decreased in Italy (-6.7%) and Spain (-1.4%).

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

Last month, demand for new trucks was 13.4% lower across the European Union than in September 2018. As was the case for the heavy-duty segment, all major EU markets saw registrations fall in September. Italy (-22.7%), Germany (-12.3%) and the UK (-11.3%) posted double-digit declines.

Over the first nine months of the year, EU truck registrations increased by 5.7%, even though demand was negative in the third quarter. The United Kingdom (+13.6%), Germany (+10.6%) and France (+8.0%) led this growth, while Italy (-6.4%) and Spain (-2.0%) performed worse than the year before.

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

In September 2019, EU registrations of buses and coaches were 6.7% lower than last year. Growth in the key markets was mixed. After a very strong performance in August, Spain saw a double-digit drop (-28.8%) last month. By contrast, French (+11.1%) and Italian (+5.6%) registrations increased in September.

Nine months into 2019, demand for new buses and coaches remained positive (+2.9%). So far this year, growth was largely sustained by Central Europe (+17.1%). Looking at the major Western European markets, France (+2.5%), Spain (+0.7%) and Germany (+0.3%) were the only countries that managed to post modest gains.

Source: ACEA

NFDA BREXIT DEALER TOOLKIT



With the continued uncertainty surrounding Brexit, NFDA has launched a dealer toolkit to support our members. On Wednesday, we held a Brexit Dealer Guidance seminar in Belfast to provide dealers with clarity on key issues that are likely to change after Brexit.

Our Brexit Dealer Toolkit includes:

- **Brexit helpdesk**, please email your Brexit-related questions to brexit@rmif.co.uk
- **Brexit dealer guidance**, NFDA's retained solicitors have prepared guidance documents on specific issues including trade and tariffs, customs and deliveries and finance
- **Brexit online portal**, find guidance and ask your questions at www.nfda-uk.co.uk/brexit

For any Brexit-related queries please email brexit@rmif.co.uk, if you have any other questions, please email nfda@rmif.co.uk or contact your member helpline at 01788 538303.

PSA PRESSES AHEAD WITH LCV ELECTRIFICATION



Electric versions of Groupe PSA's compact electric van range, including the Peugeot Expert, Citroen Dispatch and Vauxhall Vivaro, will be launched from 2020.

The move is part of the group's plans for electrification, which will see its entire range of passenger cars and LCVs electrified by 2025.

The all-electric versions of the brands' compact vans will be assembled at the Hordain plant in northern France and equipped with electric powertrains assembled at the Trémery plant in the country's east.

In Europe, Groupe PSA had a 24.7% share of the LCV market in the first half of 2019. A group statement claims the arrival of the new electrified versions will enable it to grow its share.

Initially the electric versions will offer two levels of travel range: – 124 miles on the WLTP cycle equipped with a 50 kilowatt/hour battery and 186 miles on the WLTP cycle equipped with a 75 kilowatt/hour battery.

Source: SMMT

NEW VW VAN CENTRE OPENS IN LINCOLN



Marshalls Motor Group has opened a new Volkswagen Commercial Vehicles Van Centre in Lincoln.

Creating 11 new jobs, the new centre boasts a large showroom for new and used vans and 25 state-of-the-art servicing bays.

Marshalls Motor Group is a long-term partner of Volkswagen Commercial Vehicles and operates six other van centres across the UK, including nearby sites in Grimsby and Scunthorpe.

James Douglas, Marshalls Motor Group Head of Sales Operations, said, "We're delighted to continue our partnership with Volkswagen Commercial Vehicles with the opening of our Lincoln Van Centre. It allows us to meet customer needs in the area with a new and used showroom alongside a fully-equipped servicing facility."

Director of Volkswagen Commercial Vehicles, Carl zu Dohna, said, "The opening of a new, bespoke Van Centre in Lincoln is great news for our customers, expanding our network and ensuring we provide an outlet for sales and service in this important area of the UK."

Source: SMMT

NFDA CV MEMBER MEETING – WEDNESDAY 4 DECEMBER 2019

The NFDA CV division meets every quarter to update and discuss the future direction of policy, plus review issues affecting truck and van dealers.

The final meeting of this year will be held on Wednesday 4 December at our London office on 201 Great Portland Street and chaired by Brian Currie of Brian Currie-DAF Group in Milton Keynes. The meeting will begin at 10.00 followed by lunch at 1pm.

For more information and or to confirm your attendance, please email susan.munslow@rmif.co.uk.

