



Ford Transit Custom - Best-selling van in September with 5,653 registrations

Dear Colleague,

Registrations of light commercial vehicles up to 3.5 tonnes fell by -23.5% in September, as a result of the Worldwide Harmonised Light Vehicle Test Procedure (WLTP) for vans and continued economic uncertainty. Positively, the market is still up 4.5% 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 dissipates.

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

WLTP AND ECONOMIC UNCERTAINTY DEPRESS LCV MARKET IN SEPTEMBER

Registrations of light commercial vehicles up to 3.5 tonnes fell by -23.5% in September, as a result of the Worldwide Harmonised Light Vehicle Test Procedure (WLTP) for vans and continued economic uncertainty.

Following 8 consecutive months of growth, 41,216 LCV's were put on UK roads in September, compared with 53,848 vehicles in the same period last year.

September saw the introduction of WLTP engine emissions regulations applied to vans and light trucks so 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 now these vehicles are entering the market as delivery mileage used vans.

Sales of small and medium sized vans improved by 12.3% and 16.8% respectfully, however these sectors tend to have low volumes compared with the maximum size light commercials 2.5 – 3.5t that represent over 60% of the whole CV market. This sector of commercials was down -35.2% compared to the previous September.

We are expecting the market to rebalance in the final quarter of 2019 as the WLTP changes work through the system.

Positively, the market is still up 4.5% 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 dissipates.

HOW TO REPORT UNSAFE LORRY, BUS OR COACH DRIVERS TO DVSA



The DVSA has published new guidance on GOV.UK to help people [report lorry, bus or coach drivers and companies to DVSA](#) if they think they are breaking safety rules.

The DVSA wants to use this intelligence and evidence to take strong action against law breakers who are a danger to other road users.

This new guidance will make it easier for people to report quality information to us about things such as:

- breaking drivers' hours rules
- overloading vehicles

- using vehicles that are not safe to drive (unroadworthy)
- using emission cheat devices
- carrying dangerous or hazardous goods without permission

Source: DVSA

ANNUAL TEST 'TAKES DANGEROUS VEHICLES' OFF THE ROAD



New data from the Driver and Vehicle Standards Agency (DVSA) shows how the annual test is keeping dangerous vehicles off UK roads.

More than 23,000 potentially dangerous lorries, trailers and public service vehicles (PSVs) were taken off the road or repaired between April and June 2019, the new DVSA data reveals. This represents 11.8% of the tests taken.

The data shows that there was a total of 198,381 annual tests for these types of vehicle, including (failure rate):

- 111,911 HGVs (13.3%)
- 19,374 PSVs (11.8%)
- 67,096 trailers (9.4%)

Hugh Rimmer, DVSA's vehicle testing task force lead, said: "DVSA's priority is helping everyone keep their vehicle safe to drive. This data shows the huge contribution that the annual test makes to keeping Britain's roads amongst the safest in the world.

"Although the failure rate of 11.8% is far lower than that of cars, 32.5% of which failed their MOT in the same period, it is still too high.

"Heavy vehicles are subject to a strict maintenance regime and should also be subject to a daily walk around test. Operators should ensure that their vehicles remain safe to drive the whole year round and that they're properly prepared for the annual test."

As well as identifying and removing potentially dangerous vehicles from UK roads, the annual test has also made a significant contribution to air quality. More than 1,000 (1,007, 0.9% of vehicles tested) failed their test on emissions and were not allowed back on the road until the problem was resolved.

In the same period, DVSA allocated 152,000 testing hours to Authorised Testing Facilities (ATFs). They used 140,500 hours of this, representing an average utilisation rate of 93.58%.

Each year, around one million annual tests are carried out in Great Britain. The data in this release covers the period April – June 2019.

Top reasons for HGV motor vehicle fails

Testable Item	2019/20 Q1
Lamps	3.2%
Headlamp Aim	3.0%
Brake System Components	2.4%
Service Brake Performance	1.7%
Steering Mechanism	1.5%
Exhaust Emissions	0.9%
Tyre condition	0.8%
Hazard Warning	0.6%

Top ten reasons for HGV trailer fails

Testable Item	2019/20 Q1
Service Brake Performance	3.7%
Parking Brake Performance	2.3%
Lamps	1.6%
Brake System Components	1.5%
Suspension	1.1%
Reflectors & Rear Markings	0.6%
Spray suppression, wings / wheel arches	0.5%

Tyres (Condition)	0.5%
Bumpers/Sguards	0.2%
Service Brake Operation	0.2%

Top ten reasons for PSV fails

Testable Item	2019/20 Q1
Headlamp Aim	2.2%
Lamps	2.3%
Brake System Components	1.9%
Doors and Emergency Exits	1.7%
Body (Interior)	1.5%
Seat Belts	1.1%
Suspension	1.2%
Parking Brake	0.9%
Service Brake Performance	1.0%
Steering Mechanism	1.0%

ELECTRIC VEHICLE APPROVED (EVA) SCHEME



Earlier this year, the NFDA introduced the EVA programme aimed primarily at franchised car dealerships. However, with the introduction of more electric LCV's entering the market, we are keen to advise our commercial vehicle division members of this new programme.

What is EVA?

- Electric Vehicle Approved (EVA) is an accreditation for electric vehicle retailers
- EVA is a set of standards developed by the NFDA and its members for electric vehicle retailers with competent aftersales facilities
- EVA is endorsed by the Government and the Energy Saving Trust
- Dealers are independently audited by the Energy Saving Trust to be part of EVA on a site by site basis
- The EVA logo gives customers confidence in the sales and aftersales care they will receive at dealerships
EVA accredited dealers can display the EVA logo to show to their customers that they are experts in EV retail
- The EVA logo gives customers confidence in the sales and aftersales care they will receive at dealerships
- There is a £100 + VAT application fee per site

A site needs to meet these requirements to pass the EVA audit:

- Publicly accessible chargepoints on site
- Senior manager on site appointed “EV Ambassador” responsible for delivering excellence in EV customer experience for sales and aftersales
- All staff (reception to senior management) trained in EV basics
- Always a specialist EV sales staff member available
- EV demonstrator model is available
- Sufficient specialist EV trained technicians employed (sufficient to cover for holiday and illness)
- Specialist EV maintenance & repair tools & equipment
- Chargepoint(s) installed in workshop
- Member of trade association offering ADR

If you would like more information, contact eva@rmif.co.uk
www.evaproved.co.uk
 @EVApproved

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.

