



Mercedes Sprinter Van – Best-selling van in August with 3,104 registrations

Dear Colleague,

It is extremely positive to see a 41.0% increase in sales of new light vans in August, which marks eight months of consecutive growth in 2019. In what is typically a low volume month for commercial vehicle registrations, a total of 23,120 were put on UK roads in August - the strongest growth since April 2013.

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 11 September 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.

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CONSECUTIVE GROWTH FOR LCV'S IN 2019

It is extremely positive to see a 41.0% increase in sales of new light vans in August, which marks eight months of consecutive growth in 2019.

In what is typically a low volume month for commercial vehicle registrations, a total of 23,120 were put on UK roads in August - the strongest growth since April 2013. Year to date the market is also up 11.3%, as demand for commercials that operate outside of the 'O' licence regime soars and buyers opt for cleaner vehicles.

There was double digit growth within the pickups, small, medium and large van sectors. Sales of 2.0 – 2.5t vans which are often used for online deliveries increased 33.1% compared to the same period as last year. Sales of larger vans in the 2.5 - 3.5t sector which make up the largest light commercial market were up 46.8% on last August - registering 16,173 units in the month.

Mercedes was the market leader in August with their new Sprinter van registering 3,104 units, followed by Ford with their Transit-Custom and large Transit vans. The Volkswagen Transporter was the third best seller in the month.

The light commercial market is performing exceptionally well so far this year with buyers taking advantage of competitive deals on the latest and cleanest CV's.

All sectors are showing encouraging signs of stability, especially considering the challenges being faced by the industry, and dealers are optimistic that the LCV market will continue to thrive in Q4 of 2019.

DAIMLER'S FIRST ALL-ELECTRIC HEAVY TRUCK GOES ON TRIAL IN US



American operators Penske Truck Leasing and NFI Industries have taken delivery of Daimler Truck's first all-electric tractor units.

The Freightliner heavy-duty eCascadia class 8 trucks were delivered as part of Daimler Trucks' expansion of its field tests in North America.

Both companies have already been trialling the medium-duty, fully-electric Freightliner eM2 since the end of 2018.

The eCascadia has a range of up to 250 miles and both it and the eM2 are expected to go on general sale in 2021.

Source: SMMT

LOADING BAY CONFUSION IS COSTING UK VAN DRIVERS



Wrongful fines for parking or stopping in loading bays have cost UK van drivers more than £1.7 million over the past three years, according to new research.

A study conducted on behalf of Volkswagen Commercial Vehicles found councils issued an average of 13,000 such parking fines a year since 2015, with figures rising 10 percent year-on-year.

Meanwhile, nearly a quarter (23 percent) of appeals against wrongful fines were upheld.

According to VW, this shows how the rules around loading bays are increasingly unclear for van drivers.

Legally, the majority of loading bays can be used to collect pre-ordered goods or unload goods that require a vehicle to transport them. If a vehicle is left unattended, it needs to be clear (through the use of hazards for example) that goods are being loaded and unloaded.

Additionally, drivers are not permitted to stop in a loading bay without loading or unloading or to use it to wait for parking. It is also always important to check the time restrictions within each loading bay as these vary from council to council. Loading bays cannot be used for collecting or dropping off passengers.

Sarah Cox, head of marketing at Volkswagen Commercial Vehicles, commented, "As this research reveals, Penalty Charge Notices (PCNs) are costing businesses thousands of pounds a year when, in fact, they can be avoided completely if you understand the rules correctly. Loading bays are an essential part of the red route network as they allow businesses to access central locations to make and receive important deliveries. As the rules change between councils, it is crucial that you check before you park."

Source: SMMT

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
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- 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 11 SEPTEMBER 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 next meeting will be held on Wednesday 11 September 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.
