



*Ford Transit Custom, the best-seller in September*

Dear Colleague,

Sales of light commercial vehicles grew by 26.4% in September following a weak month last year, when the market was affected by emission regulation changes. Most segments showed positive gains with the only exception of LCVs under 2.0 tonnes. Vans weighing between 2.5 and 3.5 tonnes grew by an impressive 40.9%. Going forward, there remains caution as supply issues and uncertainty may present challenges over the coming months.

The Department for Transport (DfT) has published a provisional report on van statistics for this year. The report covers: van ownership and regional variations, van usage and mileage details, loads carried as well as when and where vans travel. We have included some of the key findings and relevant information in this month's newsletter.

As you may have heard, the DfT has launched a 'Heavy Vehicle Testing Review' following the suspension of DVSA testing due to the pandemic. Meetings will take place every two weeks over the next three months, NFDA will be attending along with other relevant associations. Please find an update below.

After an agreement with the SMMT, we are now able to provide a data report on registrations of heavy goods vehicles on a monthly basis. Find more details below and please note, these figures are confidential and should not be shared externally.

*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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## FORMER NFDA CV CHAIRMAN WINS COMMERCIAL MOTOR AWARD

NFDA would like to congratulate former chairman John Biggin on his 'Dealer Principal of the Year' award at the prestigious Commercial Motor Awards 2020. We are all aware of his commitment to the industry as former Chair of the NFDA Commercial Vehicle Executive, highlighting the operational challenges of running a successful truck dealership, along with being the UK's first operational ATF (Authorised Testing Facility).

Over the years, John and his team have built up a solid and successful business and one of the UK's largest Scania dealerships with a strong focus on caring for staff and customers.

All the NFDA team send best wishes for the future.



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## VAN MARKET SEES ENCOURAGING UPLIFT

*Sales of light commercials grew by 26.4% in September: an encouraging uplift. The increase came following a weak month last year, when the market was affected by emission regulations changes.*

A total of 52,096 units were registered in September. Year to date, the market is now down -27.4% from last year with a total of 208,080 vans sold.

Most segments showed positive gains with the only exception of light vans under 2.0 tonnes that declined by -2.5%. These are often used by engineers in the service sector where a number of large fleets could be holding back to evaluate whether consumer confidence holds up in the coming months.

Vans weighing between 2.5 and 3.5 tonnes grew by an impressive 40.9%. These vans represent the backbone of the LCV market with around 60% of all LCV sales and are often used for online deliveries.

Despite being small volume segments, 4x4s and pickups experienced considerable growth, with sales up by 30.7% and 10.9% respectively. The increase in purchases of light commercials for leisure purposes has fuelled sales in these segments as the upswing in double cab pick-ups such as the Ford Ranger shows.

Leisure demand continued to support the light van market and this trend is likely to continue as many retail consumers are considering staycation breaks and are buying both new and used mid-size vans for conversion into camper vans.

In September, Ford dominated the market holding the top three registration positions with the Transit Custom, Big Transit and Ranger Pick-up while Volkswagen was in fourth place with its T6.1 Transporter.

Dealers remain cautious as supply issues and uncertainty may present challenges over the coming months. It is vital that we continue to monitor the performance of the commercial vehicles market as it represents a key barometer of the overall UK economy.

REGISTRATIONS OF VANS plus HCVs 3.5T-6T by MONTH			
	Sep-20	Sep-19	% change
Pickups	8,668	7,814	10.9%
4x4s	213	163	30.7%
Vans <= 2.0t	2,852	2,926	-2.5%
Vans > 2.0 - 2.5t	8,897	7,975	11.6%
Vans > 2.5 - 3.5t	31,466	22,338	40.9%
All Vans to 3.5t	52,096	41,216	26.4%
Rigids > 3.5 - 6.0t	745	1,165	-36.1%

REGISTRATIONS OF VANS plus HCVs 3.5T-6T by YEAR-TO-DATE			
	YTD-20	YTD-19	% change
Pickups	28,895	41,572	-30.5%
4x4s	1,082	1,153	-6.2%
Vans <= 2.0t	12,530	21,421	-41.5%
Vans > 2.0 - 2.5t	34,985	44,255	-20.9%
Vans > 2.5 - 3.5t	130,588	178,215	-26.7%
All Vans to 3.5t	208,080	286,616	-27.4%
Rigids > 3.5 - 6.0t	4,331	5,998	-27.8%

BEST SELLERS LCV <3.5 tonnes			
SEPTEMBER 2020		YEAR-TO-DATE	
①	Ford Transit Custom 8,437	①	Ford Transit Custom 30,392
②	Ford Transit 3,764	②	Mercedes-Benz Sprinter 16,521
③	Ford Ranger 3,744	③	Ford Transit 15,224
④	Volkswagen Transporter 2,937	④	Vauxhall Vivaro 10,746
⑤	Vauxhall Vivaro 2,825	⑤	Volkswagen Transporter 10,612
⑥	Mercedes-Benz Sprinter 2,337	⑥	Ford Ranger 10,175
⑦	Vauxhall Combo 2,180	⑦	Peugeot Partner 9,045
⑧	Citroën Berlingo 2,139	⑧	Citroën Berlingo 8,614
⑨	Ford Transit Connect 1,952	⑨	Ford Transit Connect 8,502
⑩	Peugeot Partner 1,810	⑩	Vauxhall Combo 7,362

Image source: SMMT

## TRUCK REGISTRATION FIGURES - Confidential

After lengthy discussions and a legal agreement with the SMMT, we are now able to bring you Truck registration detail on a monthly basis. It has been made very clear under the competition regulations that this information is purely for the benefit of the NFDA CV membership and is not to be publicised or shared with non-members.

You will notice that the information supplied is always six-week delayed, this is because EU legal representation has insisted that the information is historic so that it does not affect any competition between brands. See the table below.

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	YTD
<b>DAF</b>	1162	717	1321	263	334	648	861	550	0	0	0	0	<b>5856</b>
<b>Dennis</b>	70	72	100	25	36	75	90	69	0	0	0	0	<b>537</b>
<b>FUSO</b>	34	19	66	8	20	30	42	22	0	0	0	0	<b>241</b>
<b>Isuzu</b>	74	81	106	36	32	54	67	91	0	0	0	0	<b>541</b>
<b>IVECO</b>	219	133	331	63	123	107	179	117	0	0	0	0	<b>1272</b>
<b>MAN</b>	215	119	356	87	240	240	290	139	0	0	0	0	<b>1686</b>
<b>Mercedes</b>	190	184	362	105	95	240	253	331	0	0	0	0	<b>1760</b>
<b>Others</b>	0	0	0	0	0	0	1	0	0	0	0	0	<b>1</b>
<b>Renault</b>	116	63	250	91	39	67	98	105	0	0	0	0	<b>829</b>
<b>SCANIA</b>	435	278	715	121	155	268	369	265	0	0	0	0	<b>2606</b>
<b>VOLVO</b>	495	274	635	171	149	229	253	239	0	0	0	0	<b>2445</b>
	<b>3010</b>	<b>1940</b>	<b>4242</b>	<b>970</b>	<b>1223</b>	<b>1958</b>	<b>2503</b>	<b>1928</b>					<b>17774</b>

## ‘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.

The review is held every two weeks to produce a report of recommendations by the end of the year. Review meetings are chaired by the Department for Transport and panel members include representatives of DVSA, NFDA, SMMT, BVRLA, ATFOA, RHA, IRTE, CPT and FTA.

At the most recent meeting, we firstly identified that there is currently no intention to change the testing model in any way from what we have today and consider privatisation of testing. All associations in attendance totally objected to this and the head civil servant chairing the review has been asked to go back to Ministers to re-establish why this cannot be part of the review.

We were asked for suggestions to improve the current failing structure of the DVSA testing model and the main feedback from associations was that we have an ‘unworkable’ model with no flexibility. We highlighted that the key reason why there is a shortage of testing resources is simply because the system operates within a clash of cultures, i.e.: ‘private sector ATFs vs a state monopoly run DVSA’.

We will continue to keep you updated.

## DEPARTMENT FOR TRANSPORT PROVISIONAL VAN STATISTICS 2019-2020

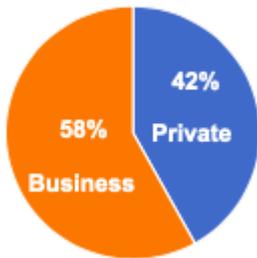
### Key findings

- Provisional findings for Great Britain’s van owners in 2019-20 indicate that the primary usage of licensed vans was for ‘carrying equipment, tools and materials’ (41%), followed by ‘delivery/ collection of goods’ (16%).
- Over half (55%) of business owned vans were new; 34% owned outright and 21% owned via a hire purchase agreement. Most privately-owned vans were second-hand (81%).
- Over two thirds of vans (67%) travelled on local or rural roads regularly (4 or more days per week), with other main or ‘A’ roads also used regularly by 61% of vans. Fewer vans used dual carriageways and motorways regularly, with only 40% and 22% of vehicles using these roads 4 or more days per week, respectively.
- Half of all vans (50%) in Great Britain stayed local, within 15 miles of their base, on a typical day.

- The most common primary usage of ultra-low emission vans was ‘carrying equipment, tools, materials’ (50%) followed by ‘delivery/ collection of goods to other businesses/individuals’ (26%).
- The Department for Transport’s (DfT) road traffic estimates indicate that van travel has grown substantially over the last 25 years, increasing 106% to 55.5 billion vehicle miles in 2019. Van travel as a proportion of all motor vehicle miles has increased from 10% to 16% over the same period.
- Vehicle stock statistics produced by DfT indicate that the number of vans in Great Britain has also increased substantially over the last 25 years (increasing 93% to 4.1 million licensed vans in 2019).

## Van Ownership

Van Ownership

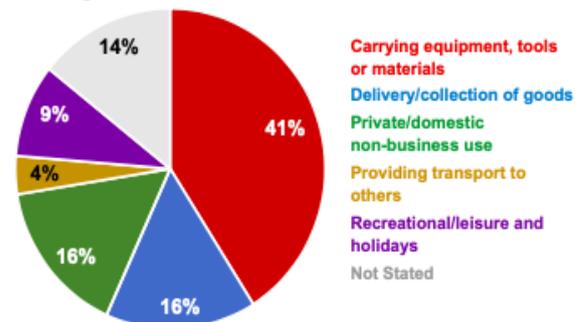


Provisional statistics on van ownership indicate that in 2019-20 there were slightly more business owned vans (58%) than those owned privately (42%). Business vans are those kept by a sole trader, partnership, or company.

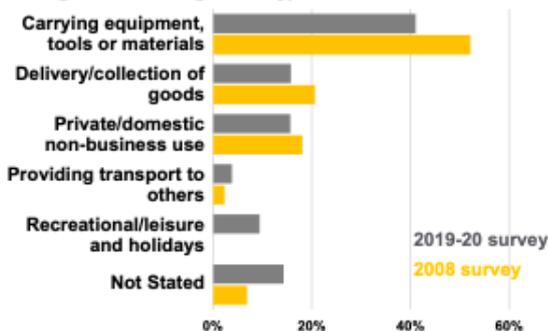
## Van Usage

Vans are used for a range of activities. Provisional findings for Great Britain’s van owners in 2019-20 indicate that the primary usage of licensed vans was for ‘carrying equipment, tools and materials’ (41%), followed by ‘delivery/collection of goods’ (16%).

Van Usage in Great Britain, 2019-20



Primary Usage, 2008 and 2019-20  
(2008 figures cover England only)



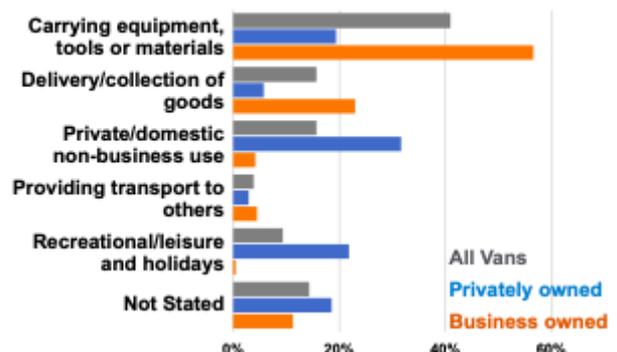
These usages have been compared to a similar England study in 2008. When comparing as a share of all usages, ‘carrying equipment, tools and materials’ (41%) in 2019-20 was slightly lower than the 2008 figures for England (52%). This was similar for ‘delivery or collection of goods’ (16% in 2019-20 and 21% in 2008). As there has been an increase in van stock, in volume terms all usages have increased since the 2008 study.

The 2019-20 study included ‘Recreation/leisure and holidays’ as a new primary usage category. As illustrated in the chart on the right, this is driven by privately owned vans.

Privately owned vans primary usages were ‘private/domestic non-business’ use (32%), followed by ‘recreational/leisure/holiday’ use (22%).

Business vans top primary usages were ‘carrying equipment, tools and materials to enable service

Primary Usage by Van Ownership  
(proportion of vans)

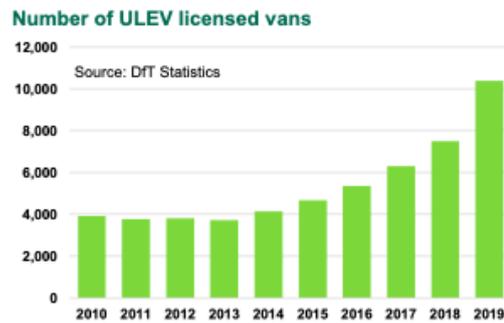


provision' (57%), followed by 'delivery or collection of goods to other businesses or individuals' (23%).

## ULEVs and Environmental Considerations

Road transport in Great Britain is a contributor to carbon dioxide and nitrogen oxide emissions. This section discusses the small proportion of vans that are ultra-low emission vehicles (ULEVs).

Nearly all vans are powered by diesel (96%). This means that the proportion of the country's van stock that is ultra-low carbon emitting is small (0.3%). However, the number of licensed ULEV vans is increasing. At the end of 2019 there were 10,400 ULEV vans, compared to 4,200 in 2008.



The most common primary usage of ULEV vans is 'carrying equipment, tools, materials' (50%) followed by 'delivery/ collection of goods to other businesses/ individuals' (26%) and then 'private/ domestic' use (11%).

### ULEV vans by Primary Usage



## LONDON MAYOR LAUNCHES HEAVY VEHICLE SCRAPPAGE SCHEME

*The London Mayor has launched a heavy vehicle scheme designed to tackle pollution of the atmosphere and presents good news if you run a truck dealership in or around London.*

- The scheme gives small business with heavy vehicles £15,000 to replace or retrofit their vehicle
- Businesses must operate in London or prove that the current vehicle regularly pays to enter the LEZ
- It will help hard pressed businesses that comply with the Low Emission Zone (LEZ)

A new scrappage scheme targeting some of the most polluting vehicles has been launched in advance of the tighter Low Emission Zone (LEZ) standards, which will come into force on 1 March 2021.

Heavy vehicles play an important role in the city but they also disproportionately impact London's air quality and are responsible for a significant proportion of road-based emissions. The Mayor's scrappage scheme will help remove barriers to small businesses and charities playing their part in cleaning up London's air, which is even more crucial to protecting public health given the impacts of the coronavirus pandemic.

The scheme offers grants of £15,000 to scrap a heavy vehicle and replace it with a compliant vehicle, or to retrofit diesel vehicles up to the cleanest Euro VI standards. More than 100 organisations have already pre-registered interest in the scheme, which will operate on a first-come, first-served basis. Other businesses or charities are encouraged to apply early for a greater chance to benefit from the grants as funding is limited.

**DVSA update: VEHICLES AND TRAILERS WITH MOTs UP TO MARCH 2021 ARE GETTING EXEMPTIONS**



**Have I got an exemption?**

Eligible vehicles and trailers with November and December 2020 test dates (except first test vehicles) have now been given 3 or 12-month exemptions. DVSA expects to have all the remaining exemptions added to vehicles and trailers by early November 2020. First test vehicle and trailer exemptions can only be completed the month before they are due.

Exemption status	Eligibility
12-month exemption	Either: <ul style="list-style-type: none"> <li>• Earned Recognition operator (whole fleet)</li> <li>• Operator in green OCRS roadworthiness band with 50 or more roadworthiness events and a calculated roadworthiness base score of 1.3 or lower on 27 July 2020</li> <li>• Vehicle or trailer up to 2 years old</li> </ul>
3-month exemption	<ul style="list-style-type: none"> <li>• Not previously had an exemption and not eligible for a 12-month exemption (see above)</li> </ul>

You can use [MOT test history](#) to find out the new test expiry date.

You can also download a spreadsheet of all vehicles and trailers that have had exemptions applied to their original October, November and December 2020 test dates

at: <http://assets.dft.gov.uk/dvsa/datasets/heavy-vehicle-mot-expiry-dates.csv>

The spreadsheet does not contain vehicles and trailers due their first test. You will need to check the MOT history to see if your MOT exemption has been applied.

### **Which vehicles/trailers need a test in November 2020?**

Mandatory tests will be required for vehicles and trailers which do not qualify for a longer exemption. These are vehicles that were given a 3-month exemption in August 2020

You can use [MOT test history](#) to check your vehicle and trailer test expiry dates.

### **What advice has been given to ATFs?**

DVSA continues to remind ATFs about the vehicle/trailer tests they should prioritise. The highest priority are those which legally need a test.

1. Vehicles/trailers legally due a test within a month
2. Vehicles/trailers going on international journeys
3. Dangerous goods vehicles
4. Specialist vehicle types (e.g. refuse vehicles, gritters)
5. Prohibition clearances

### **What if I am unable to get a test booking?**

DVSA is making more testing staff available to ATFs at short notice. So, it is worth checking availability several times a range of ATFs.

To find ATFs within an area, visit [Book a lorry, bus or trailer annual test](#) page.

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## **DVLA LAUNCHES QUICK AND EASY ONLINE SERVICE TO GET A DUPLICATE LOG BOOK (V5C)**

*You can now get a duplicate log book (V5C) online. Using the new online service is much quicker and easier than sending a paper application.*

The new online service launched by DVLA can slash the time it takes to receive a duplicate log book (V5C) from 6 weeks to just 5 days.

The 'Get a vehicle log book (V5C)' service is the latest DVLA online service, and has been designed for motorists who have lost or damaged their log book. Every year, DVLA issues around 500,000 duplicate log books where motorists have either lost or damaged their document.

Julie Lennard, DVLA Chief Executive, said: "DVLA's new online service to apply for a duplicate log book is quick and easy to use and means customers who have unfortunately either lost or damaged theirs will receive their new document within a matter of days".

Dealers who need to apply for a duplicate (V5C) log book should go online to <https://www.gov.uk/vehicle-log-book>. It costs £25 for a duplicate log book whether you go online or apply by post.

The new online service adds to existing services on GOV.UK including: [tell us you've sold a vehicle](#); [apply for](#), [renew](#) or [replace](#) a driving licence; [change the address on your driving licence](#).

