

NATIONAL MOTORCYCLE DEALERS ASSOCIATION NEWSLETTER SEPTEMBER 2019



Honda, leading manufacturer in August

MOTORCYCLE MARKET

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NMDA MEMBER MEETING – THURSDAY 26 SEPTEMBER 2019

The NMDA meets every quarter to update and discuss the future direction of policy, plus review issues affecting dealers. To attend the next meeting, please email susan.munslow@rmif.co.uk.

NMDA DEALER ATTITUDE SURVEY

The NMDA Dealer Attitude Survey questionnaire will be sent to all dealers later this month. This is your chance to pass comment on the industry and current issues that affects you. All entries are handled confidentially to ensure the sentiment is averaged across the country to get a balanced picture of what really is affecting your business.

A 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.

ECONOMIC AND POLITICAL UNCERTAINTY DRIVES MOTORCYCLE SALES INTO REVERSE

Motorcycle registrations declined -7.4% in August as both economic and political uncertainty continues to affect demand for bikes.

August is typically a low volume month due to customers opting to wait until September to obtain the latest registration plate on their new machine. However, last month the decline was unusually low with around a -7% decline in registrations compared to the same period last year.

Most power sectors saw sales decline, with the only exceptions in the 50cc moped market which continued its upward trend for 2019 with sales up 5.1% in August with 532 bikes registered. This was positive news for budget brand Lexmoto as it led to them moving up to third place with 574 low powered machines sold.

Once again Honda was the leading seller in the month registering 1,356 bikes, followed by Yamaha in second position with 722 registrations and Triumph in fourth place with 436 motorcycle sales.

With this current decline in the monthly position, the year to date has fallen from +3.1% in July, down to +2.1% in August. With this huge dip in demand for August it will be interesting to see if the market recovers in September with the new registration plate.

Although motorcycle dealers are still getting plenty of footfall in their showrooms, there is still hesitance from customers who are putting off larger purchases until uncertainty around Brexit and other political concerns have been clarified.

Although August was a small volume month in relative terms, dealers are feeling optimistic about September. Going forward, the market is expected to remain steady throughout the remainder of 2019.

A NOTE FROM OUR CHAIRMAN PAUL BARKSHIRE

We are facing some of the most challenging and uncertain times in our industry, and it is imperative now more than ever that we must unite and tackle these challenges head on. Do nothing and there is a danger that we will become dinosaurs in the brave new world, and our industry does not deserve to go this way.

We potentially have an exciting future ahead, but whatever your views about the government or your manufacturers we must stand together. The NMDA is your industry voice and we take your views seriously. Being a member of our trade association opens the door to at many great benefits and a more collective voice for our industry that allows us to have a stronger credibility.

Together we could play a vital role in the transportation solution for the UK.

Remember as Bob Dylan once sang..."the times they are a changing". So with a united voice my friends it could be for the better!

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All entries are handled confidentially to ensure the sentiment is averaged across the country to get a balanced picture of what really is affecting your business.

Deadline to submit completed surveys will be the 30 September. For more information please contact susan.munslow@rmif.co.uk.

NMDA MEMBER BENEFITS

As part of your NMDA membership, we offer a range of comprehensive benefits and services designed to help you and your business succeed.

NMDA Legal Services & HR Support

Our legal service is provided by Motor Industry Legal Services (MILS) who have extensive experience within the sector. The legal package covers free advice and guidance on areas including: General Data Protection Regulation (GDPR), HR and employment law, health and safety and consumer credit.

NMDA Compliance

The Finance and Insurance compliance landscape for motorcycle dealers is constantly evolving. This means that dealers need to be up to date with the FCA requirements and ensure their dealerships are fully aware and compliant with the rules. Dealers need to regularly review their sales processes, documentation and training.

Conciliation and Arbitration

Left unresolved, disputes can have far reaching consequences that can often be time consuming and costly. The National Conciliation Service (NCS) is an Alternative Dispute Resolution (ADR) provider that is available to help you. The NCS is a fully accredited body by the Chartered Trading Standard Institute (CTSI) under the Consumer Dispute (Competent Authorities and Information) Regulations 2015. The arbitration service has the benefit of being more cost effective and less time consuming than a legal route through the courts. Arbitration therefore results in a quicker decision that benefits both parties.

NMDA Commercial Services

In addition to our lobbying and support services, the NMDA offers members a number of commercial opportunities which can save members money.

NMDA Communications and additional support services

The NMDA works closely with Government on issues affecting the industry and is in regular communication with members outlining current and future work and projects. This includes our monthly newsletter, working closely with the DVSA and DVLA assisting on projects, communications in conjunction with the MCIA on issues which affect the motorcycle supply and distribution industry and quarterly meetings for members which provide guidance, updates, information and networking opportunities.

MOT ANNUAL TRAINING WORKBOOK FOR CLASS 1 & 2



All MOT testers must complete at least three hours of MOT training and pass an assessment between 1 April and 31 March each year to keep their tester status.

The RMI offers 2 annual training packages for class 1 & 2 testers to help them complete their training.

Annual training workbooks are a popular, cost-effective option as they allow you to train in your own time. There is a form to sign within the book to record your training and keep on file. RMI annual training workbooks can be posted out to testers to complete at their own pace. Books contain all the information needed to undertake the required training, a logbook and declaration form to document work completed, and login details to access the online assessment. The workbook contains clearly labelled diagrams and images to help support the theory, as well as a checklist to help track the candidate's progress.

The training dates are as follows:

- Runcorn – 23 September
- Southam – 11 September and 9 October

The courses are held over three days and include the practical assessment.

To find out more or to book a package please call 0845 305 4230.

NMDA MEMBER MEETING – THURSDAY 26 SEPTEMBER 2019

The NMDA meets every quarter to update and discuss the future direction of policy, plus review issues affecting dealers.

The next meeting will be held on Thursday 26 September at our London office on 201 Great Portland Street. The meeting will begin at 10.30 followed by lunch at 1pm.

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