



NATIONAL MOTORCYCLE DEALERS ASSOCIATION NEWSLETTER AUGUST 2019



Honda, leading manufacturer in July

MOTORCYCLE MARKET

Motorcycle registrations rose by 4.3% in July following the double-digit decline of -11% in June. A total of 9,916 machines were put on UK roads last month. Year to date, 69,381 motorcycles have been sold.

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 on Monday 2 September. 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.

GROWTH IN MOTORCYCLE SALES PROVIDES DEALERS' RELIEF

It is encouraging to see motorcycle registrations bounce back with a 4.3% growth in July following June's decline.

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Positively, the sub-50cc moped market grew by 29.6% in July with 617 units, compared with only 476 a year ago in the same month. Demand in this segment of the market increased by 19.4% this year, potentially indicating that younger riders are entering the world of motorcycling.

The majority of motorcycle types saw an increase in registrations in July with the usual exceptions of the sport/tour derivatives that declined by -33%, this sector is now down by -23.6% year to date.

Demand for mid-weight machines 126-650cc improved significantly by 25.5% in the month and 14.3% year to date. This increase seems to indicate that more riders are considering acquiring power two wheelers for commuting purposes.

In July, Honda continued to outperform all other brands with 1,903 machines registered. Yamaha was second with 906 sales, followed by Kawasaki in third place with 759 motorcycles. Lexmoto in sixth position and Royal Enfield in ninth were the two new names in the top ten brands. These two brands' increase in registrations pushed Piaggio and Ducati away from their usual positions.

With the disruption of Brexit and the rise in prices caused by Sterling devaluation, dealers remain uncertain about the motorcycle market. However, sales are up 3.1% from last year and dealers are hopeful that the positive trend will continue.

A NOTE FROM OUR CHAIRMAN PAUL BARKSHIRE

At our last NMDA meeting Tony Campbell, CEO of the MCI A was invited along to present to our team. Tony outlined some of the plans and visions the MCI A have in ensuring we have a sustainable motorcycle industry for the future, the message was stark and quite frankly a wakeup call for our industry, which could according to Tony mean our industry could be legislated against so much, that it is possible that we in the UK would not have a viable industry as we know it in 10 years' time!

However, all is not lost. We must face up to the many issues facing our industry. Tony explained the reason for changing the reference of motorcycles in favour of PTW's, a simple play on a words exercise ensuring navigating the corridors of government are made easier and endorsing the eco credentials and lower carbon footprint motorcycles already generate versus cars.

The vital potential role PTW's could have if all our manufacturers start taking hybrid and electric alternatives seriously, as a vital additional option for our industry which according to Tony would help open the licensing categories making getting on two wheels more seamless and appealing to customers.

And this my fellow industry colleagues is where you come in. The message is simple. Urge every manufacturer you do business with into explaining what their plans (if any) are, and if they have to offer alternatives of electric-hybrid PTW's for our industry. If we do nothing and continue with some of the apathy I have heard without sounding alarm bells, we will be guilty of contributing to our own downfall.

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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 – 19 August and 23 September
- Southam – 12 August, 11 September and 9 October

The course 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.
