



NATIONAL MOTORCYCLE DEALERS ASSOCIATION NEWSLETTER NOVEMBER 2019



Yamaha NMAX 125, best-selling machine in October registering 247 units

MOTORCYCLE MARKET

Motorcycle registrations remained stable with just a small -1.8% sales decrease in October, as both economic and political uncertainty continued to affect demand for bikes.

NMDA MEMBER MEETING – WEDNESDAY 18 DECEMBER 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.

BREXIT DEALER TOOLKIT

With the uncertainty surrounding the UK political environment, we have launched a Brexit Toolkit to assist our members. It includes guidance on areas that may change after Brexit such as trade and tariffs, customs and finance. A reminder – our Brexit helpdesk is there to support you, please email brexit@rmif.co.uk if you have any Brexit related question.

A reminder that the NMDA 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 NMDA helpline 01788 538303.

Stephen Latham
Head of NMDA

MOTORCYCLE REGISTRATIONS REMAIN STABLE IN OCTOBER

Motorcycle registrations remained stable with just a small -1.8% sales decrease in October, as both economic and political uncertainty continued to affect demand for bikes.

A total of 7,126 bikes were registered in October, which is typically a low volume month as the winter months close in. On average throughout 2019 so far, 9,640 bikes a month have been sold, thus demonstrating the low sales volumes this month.

Scooter sales were up 7.5% in month, whilst in comparison, sales of pure motorcycles declined -4%, indicating the slowing of the leisure market and an increased demand for commuter bikes.

Once again Honda was the leading seller in the month registering 1,224 bikes, followed by Yamaha in second position with 820 registrations, and budget brand Lexmoto in third place with 668 motorcycle sales, demonstrating the demand for entry level commuter transport. The best-selling machine in October was the Yamaha NMAX 125, registering 247 units.

Compared to the car market which has been affected by the new emissions regulations, it is important to note that the motorcycle market is still healthy and buoyant and up 2% year-to-date on the same period last year.

We look forward to seeing what the final few months of 2019 have to bring for the market.

A NOTE FROM OUR CHAIRMAN PAUL BARKSHIRE

Recent discussions with dealers have been focused on how we can entice new riders into the motorcycle industry.

I have already suggested forming closer links with your motorcycle training providers, and for those lucky enough to have your own training schools, ensure you review them regularly to guarantee you are happy you are offering the very best standard you can to these vital customers.

With the ever changing UK motorcycle show, is it time we looked outside the box? I know a number of dealers are attending county shows, shopping centres and various alternative nonspecific motorcycle shows which I have always applauded.

I dared to even suggest the unthinkable and suggested maybe we should join forces with the car industry and create a new type of show which encompasses every mode of two and four wheeled fun, leisure, commuter, touring, competition bikes and much more. This would allow us to open up to a whole new additional crowd and provide the opportunity to engage with a younger future audience.

We all agree we are selling to a customer base which is growing smaller year by year. With the continued challenges our industry is facing, the ideas need to be explored further and it is essential we entice some new fresh young faces onto the motorcycle scene.

Your thoughts are as always welcome.

BREXIT DEALER TOOLKIT



With the continued uncertainty surrounding Brexit, NFDA has launched a dealer toolkit to support our members. On Wednesday, we held a Brexit Dealer Guidance seminar in Belfast to provide dealers with clarity on key issues that are likely to change after Brexit.

Our Brexit Dealer Toolkit includes:

- **Brexit helpdesk**, please email your Brexit-related questions to brexit@rmif.co.uk
- **Brexit dealer guidance**, NFDA's retained solicitors have prepared guidance documents on specific issues including trade and tariffs, customs and deliveries and finance
- **Brexit online portal**, find guidance and ask your questions at www.nfda-uk.co.uk/brexit

For any Brexit-related queries please email brexit@rmif.co.uk, if you have any other questions, please email nfda@rmif.co.uk or contact your member helpline at 01788 538303.

MOTORCYCLE MOT HORROR STORIES

Just when we think MOT testers out there have seen it all, something else comes into their garages to make them gasp.

Time to get your scare on with this latest collection of ghastly tales!

Frankenstein bolts



Cliff, from a test centre in Salisbury, sent this astonishing picture of really long bolts sticking out of the front brake of a Suzuki motorbike. Even Frankenstein would be proud of these!

The customer said, "the bolts fell out and it was all I could find to fit".

Which obviously doesn't make it ok... He added that the customer actually rode the bike to the test centre!

If the bolts had fallen out, the brake caliper could have become detached from the bike and leaving it without a working front brake.

MOTORCYCLE LIVE 2019

Motorcycle Live 2019 take place between 16-24 November at The NEC, Birmingham.

If you've never been to this record-breaking, engine-revving, leather-loving event then make sure you make 2019 the year to break your duck. And if you're a regular, you won't need any convincing about the merits of getting your tickets for this year's event.

It is, quite simply, a motorcycling mega show. And we wouldn't miss it for the world!

Head down to the NEC in Birmingham this November and join tens of thousands of other bike enthusiasts over eight glorious days. You won't regret it!

Non-stop action at Motorcycle Live 2019

As ever, there's a packed schedule of features, zones and events across all eight days of Motorcycle Live 2019.

From the gleaming bikes on display from some of the world's leading manufacturers, through to a success of different attractions in each of the different halls, you certainly won't be short of things to see or do.

In Hall 2 alone, for example, you can take your pick from at least six different planned attractions. The Classic Motorcycle feature will bring together an incredible collection of bikes under the title 'Weird and Wonderful'. You could try out your skills on a trial bike with free 15-minute sessions from Auto Cycle Union (ACU). Anyone aged 14 or over can get a 20-minute free motorcycle lesson with MCIA Try Ride. And all of that before you've even looked at the Isle of Man TT feature, the Experience Adventure supported by Honda, Triumph and Yamaha, and the Harley-Davidson jumpstart. Wow! However long you've got, you're going to need longer!

In Hall 3 there's the Custom Heroes feature and Dunlop's Stronger for Longer competition. How strong are your arms?

Outside there's the Test Ride Zone. And back in Hall 4, the Youth AX experience and the Moto-Cirque performance

Don't miss out!

MORE RIGOROUS APPLICATION OF RULES FOR MOTORCYCLE MOT STANDARDS

DVSA is now applying the rules for incorrect test standards for motorcycles more rigorously.

This is because motorcycles have fewer parts and missed defects on a motorcycle may have a greater impact on road safety than a similar item on a car or van.

For every failure item a tester misses when carrying out a test, 20 disciplinary points are given. 50 points or more in a single case can lead to short term cessation. This is shown in Appendix 8.6 of the MOT testing guide.

DVSA randomly check both car and motorcycle MOTs to make sure tests are being carried out correctly and following appropriate procedure. This includes mystery shopper tests with defects.

DVSA is not changing the current rules, just the way we apply them. Cases will still be reviewed on their own merits and sanctions to testers and authorised examiners will be applied as we deem necessary.

Source: DVSA

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 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 – WEDNESDAY 18 DECEMBER 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 Wednesday 18 December at our London office on 201 Great Portland Street. The meeting will begin at 10.30.

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