

NMDA Newsletter March 2021



Yamaha NMAX 125, the highest registering scooter in February (212 units)

Dear NMDA member,

New PTW sales saw the expected downturn in February, as restrictions continue to affect sales and new rider training remains on hold. Positively, there is not long left before you can welcome customers back into your showrooms and with your NMDA and wider industry's lobbying efforts, rider training is set to start earlier. Please see below for more details about the February registration figures.

NMDA Dealer Attitude Survey

The latest NMDA Dealer Attitude Survey is now live and your input is crucial! Please do take five minutes to complete it as it is our best opportunity to give feedback to manufacturers and your colleagues in the industry. You can fill the survey in online (<http://www.snapsurveys.com/nmda>) or if you prefer, by post.

Guidance & Contact

As your trade body, the NMDA continues to work hard to support you and your businesses. Please do get in touch with us - If you have any legal, employment or questions concerning business advice please contact our helpline on 01788 538303 or email me directly. Our new "Engage" initiative will help you grow your online presence and directly affect your business performance. More information below.

We are your trade body, here to help and advise you on regulatory and operational issues facing your business. If there are issues that we have not covered, or you have concerns about, please do contact us.

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Your Monthly Note from PHILIP YOULES, NMDA Chairman

The sun is out and to hear the bikes going past the end of my lane this weekend you certainly wouldn't think there was a lockdown on. Both of our workshops are busy, and people are beating a path to our door to buy motorcycles, albeit virtually through click and collect. In fact, on Saturday, it felt like we were “closed-open”, if you know what I mean. I think and hope this is going to carry on building until the proposed re-opening on 12 April, at which point I think the floodgates will open. Between now and then, we need to manage our businesses to ensure that we continue to follow current legal guidance and maximise sales opportunities.



Whilst staff return from furlough, we need to be mindful to support them back into our businesses. With so long out of the workplace, we must remember that the furlough scheme was a hastily created system designed to save as many jobs as possible and that our employees’ transition back to work is no fault of their own. We have put the furlough to good use in our industry, especially when you consider that the winter months may have felt traditionally like we were overstaffed. So, furlough has been a godsend. But like all good things, it must come to an end.

Speaking to my trade contacts it would seem that many dealers will be ensuring all staff are back ready for action, well before the reopening date. A move that I think is wise and the correct thing to do. Preparation is everything.

The spring **NMDA Dealer Attitude Survey** is now out. Remember that this is your opportunity to have your voice heard, it takes minutes to complete online and is totally anonymous. It is the most valuable bit of feedback that you can give to manufacturers, they are as keen to see the results as we are to deliver them. Apathy is not an option. Having just read Sir Captain Tom Moore’s autobiography, he certainly wasn't of the opinion of "well, what can I do?". It turned out that this thoroughly nice man was able to be a beacon of hope and light for the nation, with what in essence was a small thing. So please do your best we need your survey filled in either online (<http://www.snapsurveys.com/nmda>) or by post.

The motorcycle industry will undoubtedly come out of the pandemic stronger than ever. There are opportunities for dealers of all sizes to take advantage of the freedom that a motorcycle offers, a freedom that we have all been longing for throughout the pandemic. Take advantage of every Government incentive and use them wisely. But most importantly, get prepared for 2021 as the flood gates open on April 12.

Philip Youles

FEBRUARY PTW SALES FIGURES REFLECT LOCKDOWN FATIGUE WITH 37.7% DECREASE

As anticipated, the Power Two Wheelers (PTWs) market saw a downturn in February as restrictions continued to affect sales and new riders' training remained on hold. MCIA's latest registration figures showed sales of PTWs declined by 37.7% in February YoY, with 2,868 units. Only two segments saw an improvement from last year: 0-50cc (up 15.3%) and electric or ePTWs. February saw two and a half times more sales of ePTWs than the same month last year, jumping from 98 to 245 units (+150%). With Compulsory Basic Training still on hold, these bikes are likely being registered by existing riders as an alternative.

The Sur-Ron Light Bee battery Enduro bike, which managed 30 registrations on its own, shows that there are a number of "new to market" manufacturers who are actively recruiting dealers to retail their latest ePTW products*. In the notable categories: Adventure Sport was down -34%, Naked -52.3%, Enduro -17.3% and motorcycles in general declined -40.9%. Honda held on to the top spot, registering exactly 25% more PTWs than second-placed Yamaha.

Despite the February figures, dealers are still keeping a positive outlook for 2021. With the warmer spring weather approaching, most dealers are looking forward to a robust April when they are finally allowed to reopen and able to welcome back their customers. As we expect all the pent-up demand to be released, attracting different age demographics and new riders will continue to feature strongly in NMDA's activities on your behalf.

***If you are interested in obtaining your Electric Vehicle Approved (EVA) motorcycle dealer accreditation, please email eva@rmif.co.uk**

Month and Year to Date Comparisons for New Registrations by Style

MOPEDS	Feb 2021	Feb 2020	% Change	Feb 2021 YTD	Feb 2020 YTD	% Change
SCOOTER	251	233	7.7%	490	534	-8.2%
OTHER	69	90	-23.3%	181	187	-3.2%
TOTAL MOPEDS	320	323	-0.9%	671	721	-6.9%

MOTORCYCLES	Feb 2021	Feb 2020	% Change	Feb 2021 YTD	Feb 2020 YTD	% Change
ADVENTURE SPORT	413	628	-34.0%	968	1,030	-40.7%
CUSTOM	120	258	-53.5%	307	616	-50.2%
NAKED	633	1,394	-54.6%	1,524	3,193	-52.3%
SCOOTER	822	1,103	-25.5%	1,837	2,429	-24.4%
SPORT/TOUR	35	97	-63.9%	84	185	-54.6%
SUPERSPORT	142	313	-54.6%	315	767	-58.9%
TOURING	38	82	-41.9%	71	164	-56.7%
TRAIL/ENDURO	311	378	-17.3%	833	952	-12.5%
UNSPECIFIED	3	27	-88.9%	16	29	-44.8%
TOTAL MOTORCYCLES	2,515	4,256	-40.9%	5,953	9,965	-40.3%

TRICYCLES	Feb 2021	Feb 2020	% Change	Feb 2021 YTD	Feb 2020 YTD	% Change
SCOOTER	14	18	-22.2%	39	48	-18.8%
OTHER	19	10	90.0%	39	19	105.3%
TOTAL TRICYCLES	33	28	17.9%	78	67	16.4%

SUMMARY	Feb 2021	Feb 2020	% Change	Feb 2021 YTD	Feb 2020 YTD	% Change
Total Mopeds, Motorcycles & Tricycles (excluding Scooters)	1,781	3,263	-45.3%	4,336	7,742	-44.0%
Total Scooters	1,087	1,354	-19.7%	2,366	3,011	-21.4%
TOTAL REGISTRATIONS	2,868	4,607	-37.7%	6,702	10,753	-37.7%

Image source: [MCIA](https://www.mcia.co.uk)

March Bike Insight from Autotrader shows buyers are raring to go...

The March bike insight report from Autotrader highlighted the potential pent-up demand in the Powered Two Wheeler (PTW) marketplace as PTW dealers look forward to a busy and successful year ahead.

Auto Trader are reporting **sales enquiries are up 39%** year on year, possibly due to riders who postponed their purchases due to the restrictions in place.



The report also highlights that **57% of buyers are willing to transact online**, which is welcome news whilst we are still in lockdown. However, this does still leave a large percentage of buyers in the market waiting to buy face to face and we all look forward to these customers making their way back into dealerships soon.

With a lack of supply pushing up prices of most sectors of used PTWs, the retail market has still managed to grow in strength, with **days to sell dropping by 14%**. Headline figures from the Autotrader report (full version attached) indicate that **71% of visitors are looking to buy a bike in the next 3 months**; encouragingly 26% of these will be first time buyers with 7.2 million new bike advert views for the whole of 2020.

Overall, a staggering **increase in new bike enquiries of 224%** against this time last year, alludes to a busy time of trading for dealers, as we move into Q2.

We encourage you to contact us for support and guidance to help grow your business and cope with the changing pressures in PTW retail. Also, if you would like to maximise the potential of your online offering, including your website, social media presence and press releases, please contact me to discuss how 'NFDA Engage' can assist.

[Please download the full Auto Trader's March Bike Insight Report here](#)

MILS Legal: Distance Selling Guide



During the pandemic the motor industry has increasingly sold vehicles online and at a distance. Despite this and the fact that the Regulations have been in place since 2013, there are still a number of members with questions regarding how they work and what they are required to do. With society starting to open up again it is more important than ever that members understand the regulations and how they apply.

[Please download here the Guide on Distance Selling prepared by MILS](#)

Restarting driving lessons and tests in England



Following the publication of the roadmap out of national lockdown on 22 February, DVSA has been working with Government and stakeholders to agree the indicative restart dates of all rider and vocational testing services.

Restarting driving lessons and tests

The proposed date to restart driving lessons and training is Monday 12 April 2021.

DVSA said: “We know many of you want the opportunity to carry out lessons and training before we restart driving tests and we agree with this.

“Therefore, tests are due to restart 10 days later on Wednesday 22 April, if government guidance allows”.

DVSA added: “Depending on the outcome of the Government review of roadmap measures on 5 April, we will write again shortly afterwards to confirm if lessons and tests can restart on these dates”.

DVSA stressed they “aren’t able to confirm dates until after the review on 5 April”, but they want to share these proposals now to help businesses plan for reopening and to start teaching again.

Theory tests

Currently the intention is for theory tests to restart in England on 12 April 2021.

Scotland and Wales

DVSA is working with Scottish Government and Welsh Government, who are setting out their own plans and timetables to reduce restrictions.

Check GOV.UK for the latest about:

- [theory tests](#)
- [driving tests](#)
- [instructor guidance](#)

“ENGAGE” is available to NMDA members: free website report & social media support available

Given the increasing importance for businesses to have a strong digital strategy in place, mostly due to the forced closure of physical premises, NMDA’s sister association, NFDA, has recently launched “Engage”, a new programme aimed at supporting members’ marketing and communication activities. Engage can be of particular benefit to those who may not have their own communications team.



You can benefit from FREE services as part of your NMDA membership:

- **Website:** Engage has partnered with digital agency *Blue Mantis* who, on request, can produce for NMDA members a FOC tailored performance report of your website. It gives an overall

score to the website with further details for five sections: website speed, links, technical aspects, content and Google My Business.

- **Social media:** if you do not have a social media presence or would like to improve your current activity, please contact nfdaengage@rmif.co.uk and our team will assist.
- **Press releases:** we help you writing and sending press releases to local news outlets.

To learn more about Engage and request your free website report or any other support, please email nfdaengage@rmif.co.uk

POLICY UPDATE:

Chancellor sets out economic recovery plan in Budget statement

Earlier this month (03.03.2021) Chancellor of the Exchequer Rishi Sunak set out a range of new measures to support the UK's economy during the pandemic, as well as supporting an economic recovery as lockdown restrictions are gradually lifted.



Please see below for an overview of announcements most relevant to PTW dealers:

Covid-19 financial support for businesses

Business Rates Relief extended

The current, 100% business rates holiday will continue until 30 June 2021. This will be followed by 66% business rates relief for the period from 1 July 2021 to 31 March 2022, capped at £2 million per business for properties that were required to be closed on 5 January 2021, or £105,000 per business for other eligible properties

'Restart grant'

For non-essential retailers in England, businesses can claim up to £6,000 per premises. For hospitality, this rises to up to £18,000 per premises.

'Recovery loan scheme'

From 6 April 2021 the Recovery Loan Scheme will provide lenders with a guarantee of 80% on eligible loans between £25,000 and £10 million finance to UK businesses. The scheme will be open to all businesses, including those who have already received support under the existing COVID-19 guaranteed loan schemes.

Further information and eligibility: <https://www.gov.uk/guidance/recovery-loan-scheme>

Employment and training

Furlough scheme extended until September

The Coronavirus Job Retention Scheme will run until the end of September, with furloughed employees continuing to receive 80% of salary for hours not worked. There will be no employer contributions beyond National Insurance contributions (NICs) and pensions required in April, May and June.

From July, the government will introduce an employer contribution towards the cost of unworked hours of 10% in July, 20% in August and 20% in September, as the economy reopens.

Payments for hiring apprentices

Employers who hire a new apprentice between 1 April 2021 and 30 September 2021 will receive £3,000 per new hire, compared with £1,500 per new apprentice hire (or £2,000 for those aged 24 and under) under the previous scheme.

'Help to grow' – Management and Digital

The Government will open a UK-wide programme, to launch in Autumn, aimed at SMEs. The programme will provide subsidised MBA-style training as well as digital skills courses.

Tax and investment

Corporation tax rate to reach 25%

The rate of corporation tax will increase from April 2023 to 25% on profits over £250,000. The rate for small profits under £50,000 will remain at 19% and there will be relief for businesses with profits under £250,000 so that they pay less than the main rate. In line with the increase in the main rate, the Diverted Profits Tax rate will rise to 31% from April 2023.

Super-deduction

From 1 April 2021 until 31 March 2023, companies investing in qualifying new plant and machinery assets will benefit from a 130% first-year capital allowance. Investing companies will also benefit from a 50% first-year allowance for qualifying special rate (including long life) assets.

Fuel Duty frozen

The rate of fuel duty will be frozen for 2021-22, the eleventh consecutive freeze.

VED and levy rates for HGVs

The Government will uprate VED rates for cars, vans and motorcycles in line with RPI from 1 April 2021.

Business Rates Repayments

The Government will legislate to ensure that the business rates relief repayments that have been made by certain businesses are deductible for corporation tax and income tax purposes.

Extended loss carry-back

For UK businesses that have been pushed into a loss-making position, the trading loss carry-back rule will be temporarily extended from one year to three years.

UK Infrastructure Bank

A new UK Infrastructure Bank to provide financing support to private sector and local authority infrastructure projects across the UK, to help meet government objectives on climate change and regional economic growth. The institution will begin operating in an interim form later in spring 2021.

See also: [HM Treasury: Budget 2021 sets path for recovery](#)

For further details and guidance, please contact us.

COVID-19 VAT Deferral



New VAT Payment Scheme Details announced

If your business took advantage of the opportunity to defer VAT payments for the period from 20 March to 30 June 2020, the deadline of 31 March 2021 for making repayment is fast approaching. However, taxpayers will have the option to pay back their VAT over an 11-month period if they meet certain criteria.

HMRC has announced further details about the on-line service for opting into the new payment, opting into the scheme will be possible until 21 June 2021 (further guidance can be found on the [Government website](#)).

MHA has highlighted that “The VAT registered business that has deferred its VAT payment must opt in – an agent cannot do this on its client’s behalf. Businesses will therefore need a Government Gateway account to be able to opt in.

“A condition to being able to opt in is that all VAT returns must be up to date. If any returns are late or have otherwise not been submitted, the business will not be able to opt in to paying by instalments. Existing time to pay arrangements can continue to run alongside the VAT payment scheme”.

VAT Instalment options

Businesses can decide to join between 23 February and 21 June 2021. When a business opts in will determine the number of instalment payments that will need to be made:

Opt in by	Instalment payments
19 March 2021	11
21 April 2021	10
19 May 2021	9
21 June 2021	8

For further details and guidance, please visit:

<https://www.macintyreHUDSON.co.uk/publications/article/covid-19-vat-deferral>

MILS UPDATE



Covid-19: Can employees be required by their employer to get a vaccination?

With no firm end in sight to the coronavirus pandemic, it continues to significantly impact employers and the workforce. Although the vaccine is not yet available to be purchased privately, employers may want employees to take the vaccine as soon as they become eligible, under the voluntary NHS programme. A high vaccination rate would minimise the number of employees having to self-isolate and minimise the risk of employees becoming infected by workplace transmission.

Can I require a vaccination?

Under the Health and Safety at Work Act 1974, employers have a duty to ensure the health and safety of their employees so far as is reasonably practicable. To this end, requiring employees to be vaccinated against the coronavirus may seem like a reasonable request, particularly if it is difficult to employ other safety measures such as social distancing. However, the government has not made the vaccination compulsory, and there are a number of reasons why an employee may refuse a vaccine, whether, for example, due to medical or religious reasons. This may put the employer in a difficult position, both legally and in terms of employee relations.

What if an employee refuses?

An employee's refusal to comply with a reasonable management instruction *may* be grounds for disciplinary action including dismissal. An employer will have to carefully consider the individual circumstances of the employee and whether the refusal is justified. The nature of the workplace will also have to be appropriately risk-assessed and considered by the employer: it may not be reasonable to require an office worker to be vaccinated should remote working be possible; however, it may be reasonable to require vaccination of a healthcare worker, whose patients are particularly vulnerable.

At the present time it would seem likely that disciplinary action would be a risky option for the employer, but the risk will depend on the facts of the case and the disciplinary action taken.

One particular aspect is the Equality Act 2010. Employees should not receive any less favourable treatment, or be put to a detriment arising from not being vaccinated due to protected characteristics such as age, religion, philosophical belief (e.g. so-called 'antivaxers' could seek to argue that an objection to vaccination could be considered a 'philosophical belief'), pregnancy etc... If, for example, a person had a medical condition that could affect their decision to take the vaccine, any less favourable treatment towards them could result in claims of discrimination on the grounds of disability. This, of course, is only one particular example, and there are other areas of vulnerability for the employer. It is therefore important that you take advice before proceeding.

Conclusions

For now, employers should act cautiously in the mandating of a Covid-19 vaccination for the workforce. In the majority of cases, they may have to make the best of regular testing (not without its own difficulties), protective measures such as screening and sanitising stations, temperature checks and effective compliance with face coverings and social distancing rules.

This advice is general in nature and will need to be tailored to any one particular situation. Should you find yourself in the situation above, contact us at any stage for advice and assistance as appropriate.

Motor Industry Legal Services Limited

Motor Industry Legal Services Limited provides fully comprehensive legal advice and representation to UK motor retailers for one annual fee. It is the only law firm in the UK which specialises in motor law and motor trade law. MILS currently advises over 1,000 individual businesses within the sector as well as the Retail Motor Industry Federation (RMI) and its members.

IT'S COVID SAFE TO RIDE



We continue to support dealers with the 'Safe to Ride' campaign promoting the use of motorcycles as an ideal alternative to public transport. Powered Two Wheelers (PTWs) are not only a great way to keep 'COVID safe', they offer the public much more:

- **Safe to ride:** social distancing and 'face coverings' are always required
- **Affordable ownership with very low running costs**
- **Quicker journey times:** avoid traffic jams (in some cities and towns PTWs are permitted to use bus lanes. Riders should check with their local authority).
- **Parking made easy and often free**
- **Low emissions combined with incredible fuel economy**
- **Freedom and fun**

Motorcycles represent the best option for those who want to avoid public transport and with just a single day of Compulsory Basic Training needed, the transition to Power Two Wheelers is very easy. With just a single day of CBT Training, anyone from the age of 16 (with at least a provisional license) can be out and riding at least a 50cc/4kw moped.

Unfortunately, due to the current restrictions, at the moment CBT is suspended. NMDA continues to liaise with the relevant Government departments to ensure training can resume as soon as possible.

Click [NMDA Safe to Ride images.zip](#) for further graphics which you can use to support the campaign

WHAT YOU GET FOR YOUR MEMBERSHIP FEE

- **Legal services** – Free legal advice from in-house lawyers
- **HR & Employment advice** – Resources for providing HR documentation
- **Trading Standards** – Guidance advice handling legislation
- **MOT Training** – Training centres to update and instruct MOT testers
- **Conciliation & Arbitration** – Resolving trade and consumer disputes
- **Government Lobbying** – Ensuring we are in consultation over law changes
- **FCA Advice** – Keeping up to date with F&I knowledge
- **DVLA Partner** – Working with DVLA to assist future projects
- **DVSA Advisor** – Advising on MOT test requirements
- **Utility packages** – Reviewing potential on saving energy costs
- **Banking & Credit Cards** – Possible savings on banking charges
- **Business advice** – On call to assist dealers with day-to-day issues
- **BDN EXPO Trade Show** – Attend the annual motorcycle trade show
- **Monthly Sales Report** – Review of monthly motorcycle registrations
- **Monthly Newsletter** – Updating on issues, trends & results affecting your business
- **Quarterly member meeting** – Reviewing issues affecting the industry
- **Biannual Attitude Survey** – Monitoring dealer/manufacturer relationship



- **NMDA Website** – Easy way to check on updates

For more information, please contact Ed Buckley (Membership Manager) on 07919576306 mobile or email ed.buckley@rmif.co.uk.

NMDA MEMBER MEETING

The next NMDA member meeting will take place on **23 June 2021**, further details will follow but pencil a trip to our London offices in your diary! All members are welcome to attend. Please call Lena on 07341 396125 or email lena.patel@rmif.co.uk to confirm your attendance.