

NATIONAL MOTORCYCLE DEALERS ASSOCIATION NEWSLETTER
OCTOBER 2020



BMW R1250 GS Adventure was the best seller in September

MOTORCYCLE MARKET

Demand for motorcycles remained strong in September with an uplift in sales of 11.8% to a total of 14,513 units, 1,535 more than the same period last year. Leisure demand and interest in bikes from commuters who usually use public transport continued to support the market. It is positive to see that dealers are coping well with the substantial increase in demand.

CLEAN AIR ZONES

The Government has announced the addition of two new Clean Air Zones (CAZ) in Bath and Birmingham, from 15 March and 1 June 2021, respectively. NMDA supports the introduction of CAZs by local authorities especially considering that the majority of riders will remain exempt from any charges

DEALER ATTITUDE SURVEY

We are pleased to announce that the NMDA Dealer Attitude Survey is now live. Due to COVID-19, the survey is almost entirely online, please respond using the link in the article below. The deadline to send your feedback is Monday 2 November. Your input is vital as it enables us to address the issues affecting the relationship with your manufacturer. Please find more details below.

NMDA is your trade body and 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 on the NMDA helpline 01788 538303.

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NMDA AUTUMN DEALER ATTITUDE SURVEY NOW OPEN

The National Motorcycle Dealers Association (NMDA) is pleased to announce that the Autumn 2020 edition of the Dealer Attitude Survey (DAS) is now live and will run through to Monday 2 November.

The NMDA started the DAS to bring together the views of motorcycle dealers. Being confidential, it lets dealers respond honestly to issues. Findings from previous DAS have enabled the NMDA to strengthen their member dealers' voice around issues with manufacturers and Government Departments.

This edition of the survey is being almost entirely online due to the Covid-19 pandemic. However, if you have any queries or would like to request a physical copy of the survey, please email jordi.skilbeck@rmif.co.uk

Please find the link to the survey below. No log-in credentials are required, simply click on the link and it will take 5 minutes to complete. The survey remains entirely anonymous.

Complete the survey here → <http://www.snapsurveys.com/nmda>

Please ensure the survey is completed by the MD/ Dealer Principal.

FILL IN THE SURVEY - WE NEED YOUR FEEDBACK!

Please take five minutes (and it really does only take five minutes!) to complete the NMDA DAS. I find it interesting how often dealers openly speak out about the apathy within our industry and the lack of will to change the course of events, in particular the dealer/manufacturer relationship. Well, this is your opportunity to affect change.

It's your survey and it's your chance to have a truly anonymous voice. Trust me, manufacturers DO take note of the results. The manufacturers that do well, are often those that take note of the blind spot in their dealer relationships. Often with a little tweak here and a little tweak there, it can make all the difference.



Philip Youles, NMDA
Chairman

The industry still does not have a clear direction on the imposition of euro 5. I feel the ramifications will be pivotal to the success of new sales in 2021. Unfortunately, a lot of this is out of our control but how different brands handle this will determine the success (or not) of their network next year.

At the NMDA we continue to remind the government about the importance of promoting the 'Covid Safe to Ride' message, which certainly seems to be benefitting small bike sales. Let's face it, who would want to use public transport without Covid? So surely, we should make the most of this opportunity as it is in the public's best interest to keep them safe.

Above all, get that survey filled in, keep safe and make the most of the last few months of 2020!

COMMUTERS AND STAYCATIONERS SUPPORT MOTORCYCLE MARKET

September has proven a great month for motorcycle dealers with an overall 11.8% rise in registrations, testament to the operational capabilities of the dealer networks to cope with pent-up demand and respond to the growing consumer interest

Overall motorcycle sales rose by 11.8% in September to 14,513 units, equating to 1,535 more units than September last year, according to the latest MCIA figures. This uplift is partly due to the pent-up demand through the lockdown period, however, year on year change has now been reduced to only -8.3%, showing a strong marketplace.

NMDA's covid-19 "safe to ride" campaign has continued to support consumer demand as more people take to two wheels to avoid public transport and stay mobile. A 43.4% increase in the 0-50cc bracket, coupled with a 20.9% increase in the 51-125cc bracket show strong growth in the Compulsory Basic Training (CBT) friendly market, potentially an indication of new riders or commuters.

A 15.4% increase in the adventure sport category, including the highest selling of all models (BMW R1250 GS Adventure – 277 units), indicates a great faith from riders in this sector of the market.

Lexmoto made significant gains with the Echo Plus and Aspire 50, only overshadowed by the stalwart Honda PCX125 as the highest selling scooter in September, helping Honda to remain as the top brand and Lexmoto to achieve the fourth spot. BMW and Yamaha were in second and third position respectively.

Although small numbers, Electric Powered bikes showed a 90.3% increase across all power bands, as more EV options from a number of manufacturers are making their way into the showrooms. The over 50% growth in the over 35KW bracket could indicate that a proportion of current riders are confident enough to move away from traditionally powered bikes.

Patrick O'Connell continued, "The motorcycle market continues to benefit from commuters switching to bikes as an alternative to public transport as well as those avoiding travel abroad and looking at other ways to spend money on leisure and 'touring staycations' within the UK".

"Q4 will be an interesting time for dealers as the lack of supply for some new models and the run-out of Euro 4 powered bikes by 2021 dominates dealers' mindsets. With some manufacturers not even having Euro 5 models in production yet, NMDA continues to monitor and offer support to members".

CATEGORY	HIGHEST SELLING NEW REGISTRATIONS	Sep 2020
SCOOTER (MOPED)	Lexmoto ECHO PLUS 50 LJ 50 QT-6L	121
OTHER (MOPED)	Lexmoto ASPIRE 50 TD 50 Q-2	49
SCOOTER	Honda PCX 125	237
SCOOTER TRIKE	Yamaha Tricity 300	33
ADVENTURE SPORT	BMW R 1250 GS ADVENTURE	85
CUSTOM	Honda CMX 500 Rebel	75
NAKED	Honda CB 125F	168
SPORT/TOUR	Kawasaki Ninja 1000 SX	71
SUPERSPORT	Lexmoto LXR 125 SY 125-10	105
TOURING	BMW R 1250 RT	28
TRAIL/ENDURO	HONDA CRF 250 LA	30

CATEGORY	HIGHEST SELLING NEW REGISTRATIONS	Sep 2020
0-50cc	Lexmoto ECHO PLUS 50 LJ 50 QT-6L	121
51-125cc	Honda CB 125 F	272
126-650cc	Royal Enfield Interceptor INT 650	195
651-1000cc	Yamaha Tenere 700	183
1000cc +	BMW R 1250 GS Adventure	277

Source: Visor Down

NEW CLEAN AIR ZONES STILL MOSTLY BIKE FRIENDLY

The Department for Environment, Food and Rural Affairs (DEFRA) has announced the addition of two new Clean Air Zones (CAZ) in Bath and Birmingham.

Bath

Bath's CAZ will come into effect from **15 March 2021**, private cars and motorcycles will be exempt, and other vehicles will only be charged if they exceed Bath's new emission standards.

Bath's CAZ will follow the guidelines for a Class C Standard. This ensures that bikers with Euro 3 or newer emissions will still be exempt.

More information about the Bath's CAZ can be viewed [here](#)

Birmingham

Birmingham will follow with their own, slightly stricter, Class D CAZ coming into effect from **1 June 2021**.

Additional information including exemptions and financial support can be found [here](#)

The NMDA supports the introduction of CAZs by local authorities.

It is encouraging that the vast majority of riders will remain exempt from any charges, confirming the environmentally sound proposition of powered two wheelers in urban areas.

CAZ Class	Bus	HGV	Van	Minibus	Taxis and PHVs	Cars	Motorcycles (optional)
Class A	✗	✓	✓	✓	✗	✓	✓
Class B	✗	✗	✓	✓	✗	✓	✓
Class C	✗	✗	✗	✗	✗	✓	✓
Class D	✗	✗	✗	✗	✗	✗	✗

✓ = permitted to enter
✗ = non-compliant vehicles charged

Heavy Vehicles	Light Vehicles	Motorcycles
Euro IV	Euro 6 (diesel) Euro 4 (petrol)	Euro 3

DVSA COVID-19: UPDATE

The Government has introduced new measures on 24 September to limit the spread of coronavirus.

What this means for MOT garages

Currently, the new restrictions do not affect MOT garages. MOT testing which has carried on throughout the pandemic, should continue.

DVSA is continuing to manage testing demand using exemptions to help ensure MOT tests can be conducted safely. Riders are encouraged to only book their motorcycle in for the test when the MOT is due.

Helping you to manage demand

DVSA is aware dealers have to cope with extra demand for MOTs this autumn, because of the 6-month MOT exemption which was introduced to help prevent the spread of coronavirus.

To help you manage demand, they have created a toolkit of materials for you to send to your customers. You can [download the toolkit here](#).

What happens next

DVSA will keep the situation under review and let you know if anything changes.

The latest government guidance to stop the spread of coronavirus is available on [GOV.UK](#).

NMDA ENCOURAGES DEALERS TO USE QUICK AND EASY DVLA ONLINE SERVICES

The National Motorcycle Dealers Association (NMDA) welcomes the DVLA's new online services.

Online services are the quickest, easiest and often cheapest way to deal with Driver and Vehicle Licensing Agency (DVLA).

Paddy O'Connell, Head of NMDA, commented "We encourage motorcycle dealers to use DVLA's new and updated online services. Further embracing the online options, dealers will benefit from a quicker, slicker and even more enjoyable handover process for their riders. The time saved on admin will also help our members to reduce costs and the time it takes to get used bikes to market".

Additionally, Swansea is currently subject to local lockdown measures. DVLA staff have been working in the office throughout the entire pandemic and continue to do so, but due to social distancing requirements, they must have fewer staff than usual on site at any one time. This means if you post applications to them, which must be processed securely on site by a member of staff, they will take longer than if you apply online.

Embracing the online services will reduce costs, save time and simplify dealers' interactions with riders, increasing customer satisfaction.

In particular, dealers can use online services to:

- [Tell DVLA you've sold a vehicle](#)
- [Apply for a duplicate V5C log book](#)

For more information about DVLA's online services including the full list of services available, visit <https://www.gov.uk/guidance/dvla-coronavirus-covid-19-update>

'IT'S COVID SAFE TO RIDE'



← Use the strapline in your email footer and customer communications

NMDA continues to promote the **'IT'S COVID SAFE TO RIDE'** campaign to promote scooters and motorcycles as a safe way to avoid public transport, with advantages over walking, cycling or driving.

Speed – typical 125cc motorbikes can reach up to 60mph, which is ideal for longer commutes on A-roads, and much faster than a push-bike.

Economic to run – the fuel economy of a motorbike can reach around 90mpg.

Only 1 day of training needed – to ride a scooter or motorbike solo on the road, only one day of training is needed once you have a provisional licence. The compulsory basic training (CBT) course, once taken, allows anyone over the age of 17 to ride a motorbike up to 125cc with L plates on the road.

Ease of parking – many car parks will have dedicated free motorbike parking spaces, which will usually be quieter than the car spaces.

Environmentally friendly – as they have smaller engines and complete the journey time faster, motorbikes emit far less CO2 than cars.

Freedom – motorbikes have you as close to nature as a push-bike does, and access to all the same areas as cars, but with all the advantages above.

LEGAL UPDATE: FACE COVERINGS - Questions and Answers

Following Government policy, from 24 September 2020 it became a legal requirement in England for staff as well as members of the public to wear face coverings in shops. The information in this note is based on information released by the Government as at 24 September 2020.



England

What is the requirement at law?

"No person may, without reasonable excuse, enter or remain within a relevant place without wearing a face covering" (s3(1) The Health Protection (Coronavirus, Wearing of Face Coverings in a Relevant Place) (England)

Regulations 2020)

What is a reasonable excuse?

A person has a reasonable excuse if

- they cannot put on, wear or remove a face covering—
 - because of any physical or mental illness or impairment, or disability (within the meaning of section 6 of the Equality Act 2010(6)), or
 - without severe distress;
- they are accompanying, or providing assistance to, another person who relies on lip reading to communicate;
- they remove their face covering to avoid harm or injury, or the risk of harm or injury, to themselves or others;
- they are entering or within a relevant place to avoid injury, or to escape a risk of harm, and do not have a face covering with them;
- it is reasonably necessary for them to eat or drink, and they remove their face covering to eat or drink;
- they have to remove their face covering to take medication;
- they are required by a person responsible for a relevant place or their employee acting in the course of their employment, to remove their face covering in order to verify their identity;
- they are asked within a pharmacy to remove their face covering in order to assist in the provision of healthcare or healthcare advice;
- they are asked by a relevant person to remove their face covering.

Is a garage a 'retail' business/do my staff need to wear a face covering?

Whilst government guidance makes reference to 'retail' businesses, the legislation refers to a 'relevant place'. Whilst there are a few specific places (i.e. post offices, theatres, etc, etc...) the legislation includes 'a shop'. Whilst this is not a very precise definition, if your premises are open to the public for the sale of goods or provision of services, then our advice is that you are a shop for the purposes of the legislation and your staff are required to wear a face covering.

Do my staff have to wear face coverings if they work behind a screen?

The Regulations state that;

"No person may, without reasonable excuse, enter or remain within a relevant place without wearing a face covering."

Whilst there is the argument that a screen would create a separate 'relevant place' and therefore if not open to the public the Regulations would not apply, it will depend on how substantial any screen is. If it is truly floor to ceiling and fully enclosed, this is possible. However, it is our opinion that this argument is unlikely to be successful at this time and we would continue to advise the use of face coverings.

Do my staff have to wear face coverings if there are no customers?

The Regulations make reference to '*enter(ing) or remain(ing) within a relevant place*'. There is no reference to the number of people within a relevant place. As such, where staff remain within a shop whether there are other people present or not, face coverings are required.

What is a face covering?

The Regulation define a face covering as, '*any type which covers a person's nose and mouth*'. Any face covering **MUST** cover a persons mouth and nose. If a face covering is worn incorrectly over the mouth only (of on the chin as has been seen) then this will not comply with the regulations and the wearer may be subject to a fixed penalty notice.

It should also be noted that anything that covers the nose and mouth would suffice. Whilst a mask is strongly advised, where staff have difficulty with wearing masks then a face shield *may* suffice if worn correctly.

What if my staff refuse?

Whether staff are legally required to wear face coverings or not, provided there are no medical reasons against wearing a face covering, or reasonable excuses as per the legislation, it is likely that requiring staff to wear a face covering will be a reasonable request and in line with health and safety legislation. As such, any refusal to wear a face covering will be a disciplinary matter.

We would advise that Members first deal with any incidents on an informal basis. It will first be necessary to ascertain the reasons why a face covering is not being worn. If there are no medical reasons against wearing a face covering, or reasonable excuses as per the legislation, then verbal warnings should be considered. These can then be escalated as appropriate through the usual disciplinary process.

Scotland

What is the requirement at law?

“(1) Except to the extent that a defence would be available under regulation 8(4), no person may enter or remain within a place mentioned in paragraph (2) without a face covering.” (s6B)

(1) The Health Protection (Coronavirus) (Restrictions) (Scotland) Regulations 2020

What is a Defence under regulation 8(4) ?

It is a defence to show that the person, in the circumstances, had a reasonable excuse.

A reasonable excuse includes:

- to seek medical assistance;
- to provide care or assistance to a vulnerable person, including to provide emergency assistance;
- to avoid injury, illness or to escape a risk of harm;
- where the person cannot put on, wear or remove a face covering—
 - because of any physical or mental illness or impairment or disability (within the meaning of section 6 of the Equality Act 2010);
 - without severe distress;
 - to communicate with a person who has difficulties communicating (in relation to speech, language or otherwise);
 - to eat or drink;
 - to exercise;
 - to take medication;
 - to remove a face covering temporarily to comply with a request by a relevant person or another person acting in the course of their duties;
 - where the person is undertaking food handling tasks, to avoid risk to the hygiene or safety of food.

Is a garage a ‘retail’ business/do my staff need to wear a face covering?

The Scottish Regulations require face coverings to be worn in ‘*any building, room or other premises used for the retail sale or hire of goods or services*’. This definition is much more specific than that in either England or Wales and is self-explanatory.

Do my staff have to wear face coverings if they work behind a screen?

Again, Scottish businesses benefit from a more specific definition. Unless the screen is sufficient to be deemed another room entirely, then your staff will have to wear face coverings.

Do my staff have to wear face coverings if there are no customers?

The Regulations make reference to 'enter(ing) or remain(ing) within a place mentioned in paragraph (2)'. There is no reference to the number of people within a relevant place. As such, where staff remain within a shop whether there are other people present or not, face coverings are required.

What is a face covering?

The Regulations in Scotland define a face covering as, 'a covering of any type (other than a face shield) which covers a person's nose and mouth'

Any face covering MUST cover a person's mouth and nose. If a face covering is worn incorrectly over the mouth only (of on the chin as has been seen) then this will not comply with the regulations and the wearer may be subject to a fixed penalty notice.

A face shield will not be sufficient in Scotland.

What if my staff refuse?

Whether staff are legally required to wear face coverings or not, provided there are no medical reasons against wearing a face covering or reasonable excuses as per the legislation, it is likely that requiring staff to wear a face covering will be a reasonable request and in line with health and safety legislation. As such, any refusal to wear a face covering will be a disciplinary matter.

We would advise that Members first deal with any incidents on an informal basis. It will first be necessary to ascertain the reasons why a face covering is not being worn. If there are no medical reasons against wearing a face covering, or reasonable excuses as per the legislation, then verbal warnings should be considered. These can then be escalated as appropriate through the usual disciplinary process.

Wales

What is the requirement at law?

"A person ("P") must wear a face covering in relevant indoor premises."

(s12B (1) The Health Protection (Coronavirus Restrictions) (No. 2) (Wales) Regulations 2020)

What is a reasonable excuse?

A person has a reasonable excuse if:

- they are unable to put on, wear or remove a face covering because of a physical or mental illness or impairment, or a disability (within the meaning of section 6 of the Equality Act 2010);
- they are undertaking an activity and wearing a face covering during that activity may reasonably be considered to be a risk to their health;
- they have to remove the face covering to communicate with another person who has difficulty communicating (in relation to speech, language or otherwise);
- they have to remove the face covering in order to avoid harm or injury, or the risk of harm or injury, to themselves or others;
- they are at the premises to avoid injury, or to escape a risk of harm, and do not have a face covering;
- they have to remove the face covering to—
 - take medication;
 - eat or drink, where reasonably necessary;
- they are asked to remove the face covering by an enforcement officer.

Is a garage a 'retail' business/do my staff need to wear a face covering?

The Welsh Regulations make reference to 'relevant indoor premises'. There are a few steps you have to go through within the Welsh Regulations these are defined as 'Any business selling goods

or services for sale or hire in a shop. As such, the position in Wales is the same as in England above: If your premises are open to the public for the sale of goods or provision of services, then our advice is that you are a shop for the purposes of the legislation and your staff are required to wear a face covering.

Do my staff have to wear face coverings if they work behind a screen?

As with England and Scotland, the requirement is to wear a face covering whilst '*in relevant indoor premises*'. Whilst there is the argument that a screen would create a separate indoor premises, the Welsh regulations refer to 'a business' and so this argument is less likely to succeed. We would continue to advise the use of face coverings.

Do my staff have to wear face coverings if there are no customers?

The Regulations make reference to being '*in*' relevant indoor premises. Again, and like both England and Scotland, there is no reference to the number of people within a relevant place. As such, where staff remain within a shop whether there are other people present or not, face coverings are required.

What is a face covering?

The Regulation define a face covering as, '*any type which covers a person's nose and mouth*'. Any face covering MUST cover a persons mouth and nose. If a face covering is worn incorrectly over the mouth only (of on the chin as has been seen) then this will not comply with the regulations and the wearer may be subject to a fixed penalty notice.

It should also be noted that anything that covers the nose and mouth would suffice. Whilst a mask is strongly advised, where staff have difficulty with wearing masks then a face shield *may* suffice if worn correctly.

What if my staff refuse?

Whether staff are legally required to wear face coverings or not, provided there are no medical reasons against wearing a face covering or reasonable excuses as per the legislation, it is likely that requiring staff to wear a face covering will be a reasonable request and in line with health and safety legislation. As such, any refusal to wear a face covering will be a disciplinary matter.

We would advise that Members first deal with any incidents on an informal basis. It will first be necessary to ascertain the reasons why a face covering is not being worn. If there are no medical reasons against wearing a face covering, or reasonable excuses as per the legislation, then verbal warnings should be considered. These can then be escalated as appropriate through the usual disciplinary process.

In Conclusion

This advice has tried to compare and contrast the differing approaches in England, Scotland and Wales. It is general in nature and it will need to be tailored to any one particular situation. Furthermore, it is important to note that the situation is very fluid and Government guidance is changing daily. We are keeping our ears close to the ground for RMI members who are all, understandably, desperate for more certainty. Should you find yourself in the situation above, contact us at any stage for advice and assistance as appropriate.

Motor Industry Legal Services

Motor Industry Legal Services 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.

POLICY UPDATE

Chancellor Reveals 'Winter Economy Plan'

The Chancellor has announced steps to support the UK economy through the winter, following the end of the furlough scheme at the end of October:

Job Support Scheme ([See factsheet](#))

The scheme is “designed to protect viable jobs in businesses who are facing lower demand over the winter months due to Covid-19.”

The company will continue to pay its employee for time worked, but the burden of hours not worked will be split between the employer and the Government (through wage support) and the employee (through a wage reduction), and the employee will keep their job.

To be eligible to claim grants through the scheme, employees must:

- be working at least 33% of their usual hours.
- must be paid their normal contracted wage for the time worked.
- for time not worked, the employee will be paid up to two-thirds of their usual wage.
- Employees cannot be made redundant or put on notice of redundancy during the period within which their employer is claiming the grant for that employee.

How it works

- For every hour not worked by the employee, both the Government and employer will pay a third each of the usual hourly wage¹ for that employee. The Government contribution will be capped at £697.92 a month
- Grant payments will be made in arrears, reimbursing the employer for the Government's contribution. The grant will not cover Class 1 employer NICs or pension contributions, although these contributions will remain payable by the employer.

Eligibility

All employers with a UK bank account and UK PAYE schemes can claim the grant. Neither the employer nor the employee needs to have previously used the Coronavirus Job Retention Scheme.

Large businesses will have to meet a financial assessment test, so the scheme is only available to those whose turnover is lower now than before experiencing difficulties from Covid-19. There will be no financial assessment test for small and medium enterprises (SMEs).

Bounce Back Loans – 'Pay as you Grow'

- 'Bounce Back Loans' can now be extended from six to ten years
- Businesses who are struggling can now choose to make interest only payments and can apply to suspend payments altogether for up to six months.

Extension to Government Backed Loans

- Given Coronavirus Business Interruption Loan (CBILS) lenders the ability to extend the length of loans from a maximum of six years to ten years
- Application deadline for all CBILS schemes extended until the end of November 2020

¹ “Usual wages” calculations will follow a similar methodology as for the Coronavirus Job Retention Scheme. Full details will be set out in guidance shortly

Changes to VAT Deferral Repayments

- Businesses who deferred their VAT will no longer have to pay a lump sum at the end of March 2021.
- Repayments can now be split it into smaller interest free payments over the course of 11 months.

Job Support Scheme expanded to firms required to close due to COVID Restrictions

The government's Job Support Scheme (JSS) will be expanded to support businesses required to close their doors as a result of coronavirus restrictions, the Chancellor announced on 9 October.

The scheme will cover businesses that, as a result of restrictions set by one or more of the four governments in the UK, are legally required to close their premises. This includes businesses that are required to provide only delivery and collection services from their premises, or food and drink outdoors from their premises.

The government will support eligible businesses by paying two thirds of each employees' salary (or 67%), up to a maximum of £2,100 a month. Employers will not be required to contribute towards wages and only asked to cover NICS and pension contributions.

Under the scheme, employees will need to be furloughed for a minimum of seven consecutive days at any given time and the payments to employers will be made monthly in arrears. To be eligible employees must be employed and an RTI submission notifying payment in respect of that employee to HMRC must have been made on or before 23 September.

The scheme will begin on 1 November and will be available for six months, with a review point in January.

See further details [here](#)

Increases to Cash Grants (England)

In addition to expansion of the JSS, the government is increasing the cash grants to businesses in England shut in local lockdowns to support with fixed costs.

Small businesses with a rateable value of or below £15,000 can now claim £1,300 per month; medium sized businesses with a rateable value between £15,000 and £51,000 can claim £2,000 per month; and larger businesses can claim £3,000.

Full announcement [here](#)

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 likely be virtual and take place on 24 November 2020. All members are welcome to attend. Please call Lena on 020 7307 1409 or email lena.patel@rmif.co.uk to confirm your attendance.