



## NATIONAL MOTORCYCLE DEALERS ASSOCIATION NEWSLETTER OCTOBER 2019



*Honda, leading manufacturer in September*

### **MOTORCYCLE MARKET**

Motorcycle registrations stabilised with a 3.9% sales increase in September following last month's decline, as both economic and political uncertainty affected 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](mailto:susan.munslow@rmif.co.uk).

### **NMDA DEALER ATTITUDE SURVEY**

The NMDA Dealer Attitude Survey questionnaire has now been sent to all dealers. 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. If you have not received a survey questionnaire, please email [susan.munslow@rmif.co.uk](mailto:susan.munslow@rmif.co.uk) to have a copy emailed or sent out to you by post. The deadline to submit your completed NMDA Dealer Attitude Survey questionnaire is Thursday 31 October 2019.

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.

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## **MOTORCYCLE REGISTRATIONS STABILISE IN SEPTEMBER AMID ECONOMIC AND POLITICAL UNCERTAINTY**

Motorcycle registrations stabilised with a 3.9% sales increase in September following last month's decline, as both economic and political uncertainty affected demand for bikes.

September is usually a high-volume month as customers have opted to wait to obtain the latest registration plate on their new machine. Year-to-date sales are holding steady with 89,283 bikes registered, with a modest growth of 2.3% compared to 2018.

Most power ranges saw signs of improvement, with the exception of the performance bikes in the 'sport-tour' and 'supersport' sectors, where sales declined by -6.6% and -12.8% respectfully.

Once again Honda was the leading seller in the month registering 2,601 bikes, followed by BMW in second position with 1,490 registrations, and Yamaha in third place with 1,347 motorcycle sales. It is positive to see that Royal Enfield has now established itself in the top-10 manufacturers list, with 352 retro style bikes going on the road in September. Budget-brand Lexmoto also performed well in the month with 779 bikes sold. Both these recent entrants to the top-10 have surpassed Italian brands Piaggio and Ducati who no longer rate in the top-10 listing.

Motorcycle dealers are optimistic that the market going forward will remain steady throughout the final quarter of 2019.

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## **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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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.

You can submit your completed survey online or post. For more information please contact Rupal Rawal – [rupal.rawal@rmif.co.uk](mailto:rupal.rawal@rmif.co.uk).

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## **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 MCI 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!

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## **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.

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## **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.**

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#### **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](mailto:susan.munslow@rmif.co.uk).

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