

NMDA Newsletter February 2021



BMW R 1250 GS Adventure highest registering motorcycle in January

Welcome from Paddy O'Connell

Dear NMDA member,

Following a great year for the PTW industry where, despite all the challenges, dealers were able to adapt and embrace click & collect, January's decline indicates a degree of weariness in the marketplace, but we have highlighted that there are reasons to remain optimistic about 2021. Please see more details below.

The next NMDA member meeting will take place on **25 February 2021**, we will discuss the topics, issues and opportunities of the year ahead and will also be joined by Tony Campbell (MCIA). All members are welcome to attend, your feedback is extremely useful – we look forward to seeing you. Please call Lena on 020 7307 1409 or email lena.patel@rmif.co.uk to confirm your attendance.

Guidance & Contact

NMDA continues to support you and your businesses. Get in touch with us - The more voices we hear, the further we can go to support you. If you have any legal, employment or questions concerning business advice please contact our helpline on 01788 538303 or email me directly.

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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The Year Ahead...

Your Monthly Note from PHILIP YOULES, NMDA Chairman

What a year that was! A good number of us will be glad to see the back of it, but I still fear we are a long way from being back to normal. What is “normal” and what will “normal” be? Well, the high street is not going to get back to its halcyon days. The internet is going to drive more and more people online quicker and faster than ever before.



As I'm getting older it annoys me that people won't often pick up the phone and speak to you. They want to do everything via email or by WhatsApp, Facebook, Instagram etc. Keeping on top of all these other methods of communication is a full-time job in itself, sitting in front of a keyboard without speaking to anyone, just type and type... We all better get used to it though because it's coming faster than you ever thought.

Once furlough ends, the speed of change will be lightening. So, fasten your seat belts fire up your lap-top and bring on 2021. If we carry forward the positives from last year then we are in a very strong position as an industry. Although impossible to predict, we at the NMDA are hoping the market will exceed 110,000 new units this year. With the general public warming to the idea of Power Two Wheel (PTW) commuting, the likelihood that international travel will not be back to normal for quite some time, we could see PTWs as the leisure choice to tour our beautiful Islands. Motorcycling is still definitely “cool” and with a bit more disposable income where spending is inhibited, it will become even more accessible.

Certainly, the used market has all the hallmarks of being buoyant, especially when adding to the fact that our businesses don't rely on a high street presence. In fact, the internet has helped dealers in this respect, as physical becomes less critical. You can be situated on an industrial estate but with the right bike at the right price, properly displayed the internet will find you and marry you up with a

customer. As yet, it's still impossible to repair a PTW over the internet and that is one saviour we've had, allowing us to stay open during the Covid crisis.

We are an industry that supports "urban mobility"...that's commuting to you and me. Our smaller PTWs are ideal for the Key Workers that we have been putting and keeping on two wheels. There is a lot to be positive about and a lot to look forward to. The next twelve months will undoubtedly throw a huge number of challenges at us, but I don't know anyone that in December 2019 had a business plan factoring in the possibility of COVID-19. So, unless most of your revenue was coming from your cafe, I'm predicting a good year.

Brexit is done and no matter which side of the fence you were on, after the vote it had to happen. I thought the deal would have been struck at the brink on 31 December, so was surprised that it actually happened before the deadline. It does seem that our industry will be able to ensure a smooth transition and by the time the season kicks in, I'm not expecting any issues with manufacturers. The big question here is licensing laws. Will we be able to influence the Government to create a more sensible approach in respect of access to motorcycles and scooters.

Well, the NMDA is keeping close to the MotorCycle Industry Association. We have invited Tony Campbell Chief Executive of the MCIA to speak online at our February meeting on 25 February. This should be an informative presentation and I'm looking forward to hearing what the MCIA perspective on this subject is. Not wanting to give too much away but the vibes are good. This meeting is open to any NMDA member to dial onto so please do join. I know Tony is passionate about moving motorcycling forward onto the Government agenda and has done some good work so far with his "The route to tomorrow's journey".

Building on that and projecting the positive sides of motorcycling, is, I believe, the way forward. I certainly know that if I hadn't been able to ride in 2020, it would have definitely affected my mental health. Someone once said to me that motorcycle dealers are either ex-racers or mad. I've never raced... so make your own mind up on that one!

Hopefully we will soon be out of this lockdown and be able to meet at industry events. We might even manage a meal and a drink at some point this year, so let's look forward to the year ahead and take every opportunity that we can.

Philip Youles

JANUARY PTW SALES DROP BUT DEALER OUTLOOK FOR 2021 REMAINS POSITIVE

Following a particularly strong year where you demonstrated your ability to adapt and embrace click & collect, January's decline indicates a degree of weariness in the marketplace, but dealers and NMDA remain positive about 2021.

MCIA's latest statistics showed the overall Power-Two-Wheeler (PTW) market was down 36.7% in January, a total of 2,312 fewer units sold compared to the same period last year. With much of the UK plunged into further Covid related restrictions from January, "weariness of the marketplace" may have contributed to the drop in motorcycle and scooter sales, respectively down -43.1% and -22.8%.

Despite the fall in January, Honda remains the major brand seller with 549 units, followed by Lexmoto (310 units) and KTM (288 units). The BMW R 1250 GS Adventure retains the top spot of highest

selling motorcycle (62 Units), showing that riders may continue to consider their leisure use and longer journeys this year, with a number of travel restrictions to remain in place. On a positive note, the sale of electric PTWs increased by 166.7% (180 units), as more products become available*.

There is no doubt that the cessation of Compulsory Basic Training (CBT) has negatively impacted the sales of the smaller CC PTWs, despite the highest registering scooter, the Honda SH 125, managing sales of 159 units. NMDA has repeatedly highlighted the issue to the Government and indicated that there is a large proportion of riders who need to renew training in order to keep in gainful employment and many last-mile delivery services requiring new staff to cope with enhanced demand resulting from the latest lockdown.

Overall, NMDA members have expressed a positive outlook for 2021, with many budgeting for a strong year of sales as riders, both new and old alike, are expected to turn to PTWs for leisure travel and escapism.

These 'new' riders will be critical to success in 2021. Attracting different age demographics to our products has long been a concern and we need to, as an industry, work further together to highlight all the benefits of PTWs.

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

MOPEDS	Jan 2021	Jan 2020	% Change	Jan 2021 YTD	Jan 2020 YTD	% Change
SCOOTER	239	301	-20.6%	239	301	-20.6%
OTHER	112	97	15.5%	112	97	15.5%
TOTAL MOPEDS	351	398	-11.8%	351	398	-11.8%

MOTORCYCLES	Jan 2021	Jan 2020	% Change	Jan 2021 YTD	Jan 2020 YTD	% Change
ADVENTURE SPORT	553	1,004	-44.9%	553	1,004	-44.9%
CUSTOM	187	358	-47.8%	187	358	-47.8%
NAKED	891	1,799	-50.5%	891	1,799	-50.5%
SCOOTER	1,015	1,326	-23.5%	1,015	1,326	-23.5%
SPORT/TOUR	49	88	-44.3%	49	88	-44.3%
SUPERSPORT	173	454	-61.9%	173	454	-61.9%
TOURING	35	102	-65.7%	35	102	-65.7%
TRAIL/ENDURO	522	576	-9.4%	522	576	-9.4%
UNSPECIFIED	13	2	550.0%	13	2	550.0%
TOTAL MOTORCYCLES	3,438	5,709	-39.8%	3,438	5,709	-39.8%

TRICYCLES	Jan 2021	Jan 2020	% Change	Jan 2021 YTD	Jan 2020 YTD	% Change
SCOOTER	25	30	-16.7%	25	30	-16.7%
OTHER	20	9	122.2%	20	9	122.2%
TOTAL TRICYCLES	45	39	15.4%	45	39	15.4%

SUMMARY	Jan 2021	Jan 2020	% Change	Jan 2021 YTD	Jan 2020 YTD	% Change
Total Mopeds, Motorcycles & Tricycles (excluding Scooters)	2,555	4,489	-43.1%	2,555	4,489	-43.1%
Total Scooters	1,279	1,657	-22.8%	1,279	1,657	-22.8%
TOTAL REGISTRATIONS	3,834	6,146	-37.6%	3,834	6,146	-37.6%

Image source: [MCIA](#)

Government asks for opinions on access to A2 licenses

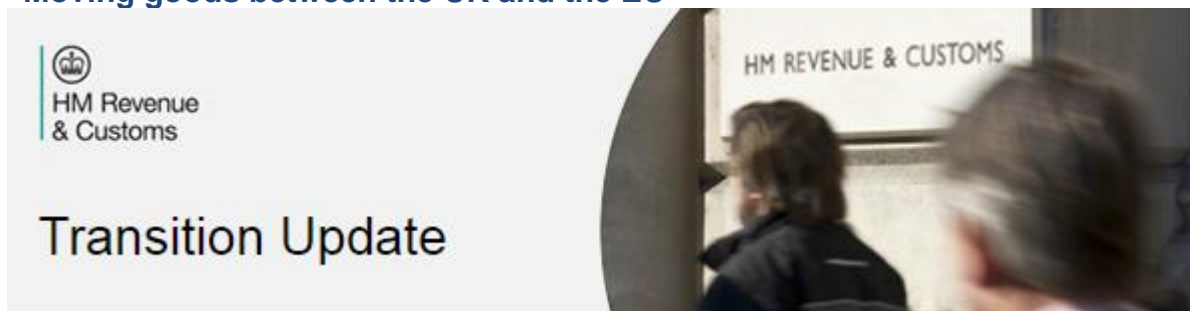
Current regulations say a motorcycle used for the A2 test must be at least 395cc. Many candidates take their motorcycle test on a motorcycle supplied by their trainer. However, in order to comply with

the MTV requirement, some motorcycle trainers choose to use a 600cc machine, but restrict its power output to bring it into the A2 category. This allows them to remove the restriction and use the same motorcycle for A category tests, saving the need for another motorcycle. However, these larger capacity restricted motorcycles may not be suitable for all candidates as they may be heavier or larger.

The Government is asking for opinions to reduce the engine capacity for A2 licensing to 245cc, in response to changes in trends towards motorcycle use. This is an extremely positive move for the industry as the Government looks to make the test more accessible. There are obvious road safety benefit in riders training and then gaining a full A2 motorcycle licence. Looking ahead, could this be a way to promote the use of A2 motorcycles to the wider public? We know all of the benefits, but it is encouraging to see that the message may be getting through to Government. the consultation asks for your views so please follow the link and have your voice heard:

<https://www.gov.uk/government/consultations/simplifying-driving-licence-upgrade-and-motorcycle-test-rules/simplifying-driving-licence-upgrade-and-motorcycle-test-rules#executive-summary>

Moving goods between the UK and the EU



If you move goods such as PTW parts and accessories between the UK and countries in the EU, you need to follow new customs and tax rules.

Your business will be affected by the new rules if you:

- buy goods from an EU seller and bring them into the UK
- send goods you have sold to a buyer in an EU country
- have not exchanged money but need to move equipment that you use for your business, between the UK and the EU.

HMRC has a number of resources to support businesses:

- [HMRC's YouTube channel](#) with videos to familiarise yourself with the new customs processes and what you need to do before you trade goods with the EU
- attend HMRC's webinars to help adjust to the new rules and keep your business moving
- use the [trader checklist](#) to make sure you are familiar with the new rules that affect you
- use HMRC's [updated guides](#) to understand the new customs and VAT requirements when moving goods between the UK and EU countries
- sign-up to the Trader Support Service if moving goods between GB and Northern Ireland and use their suite of educational products – including online training modules and webinars for support with the Northern Ireland Protocol
- watch [webinars and videos from other Government departments](#) to support you

- you can also sign up to HMRC's weekly email updates on '[News and information about importing and exporting with the EU](#)', providing hints and tips for businesses

HMRC guidance and examples of phishing emails, suspicious phone calls and texts

HMRC have published guidance and examples of scams designed to trick individuals and businesses regarding claims of additional grants, tax rebates and more.

To help their investigations, HMRC encourages to report all HMRC related phishing emails, suspicious phone calls and text messages.

[Report suspicious phone calls, emails or texts to HMRC here.](#)

- Even if you get the same or similar scam contacts often, report them.
- Do not open attachments or click any links in an email or text message, as they may contain malicious software or direct you to a misleading website.
- Delete any emails or texts once you have reported them.

Coronavirus (COVID-19) scams

Email scams

HMRC is aware of a phishing campaign telling customers they can claim 'for the third grant' as support during the coronavirus (COVID-19) pandemic. Do not reply to the email and do not open any links in the message.

The email has been issued in various formats. This is an example of the scam:

From: "G.O.V.U.K." <no-replays@elecarn.cm>
Date: 16 January 2021 at 13:32:12 GMT
To: [xxxxxx](#)

Subject: Your new grant is on the way: 34911909

The scheme has been extended.

The online service to claim the third grant is open.
You must make your claim for the third grant on or before 29 January 2021.

The third grant will cover a three-month period and will be capped at £7,500 in total.

The scheme for government grant has been approved for **XXXX**
The money are set to land in your bank accounts within six working days of making the claim.

[Claim now >](#)

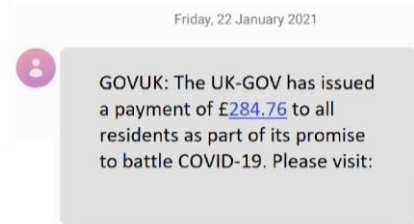
Text scams

'Due to the new lockdown support plan' SMS

HMRC is aware of coronavirus (COVID-19) text scams telling customers they are entitled to funding due to the new lockdown support plan. Do not reply to the text and do not open any links in the message.

'COVID-19 refund' SMS

HMRC is aware of various text scams offering a refund in connection with the COVID-19 pandemic. Do not reply to the text and do not open any links in the message. Example:



Tax refund and rebate scams

Email addresses

HMRC will never send notifications by email about tax rebates or refunds.

Do not:

- visit the website
- open any attachments
- disclose any personal or payment information

Fraudsters may spoof a genuine email address or change the 'display name' to make it appear genuine. If you are unsure, forward it to us and then delete it.

Example of a phishing email and misleading website:

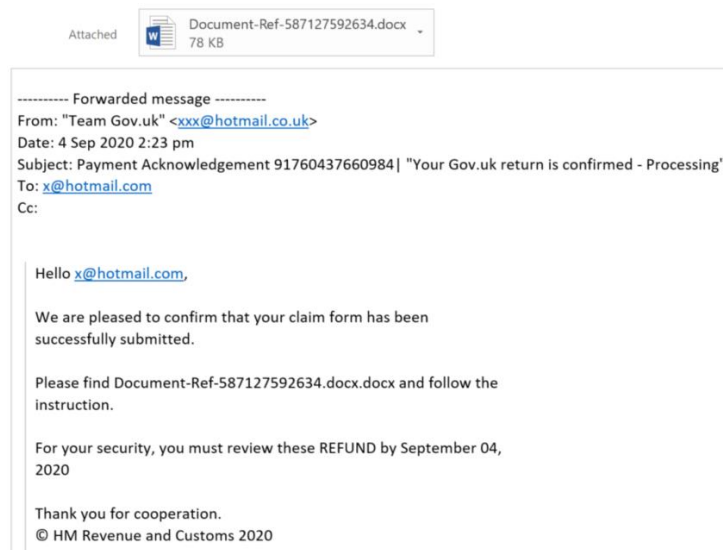


Image showing an example of a scam email with a document attachment confirming a claim form has been submitted.

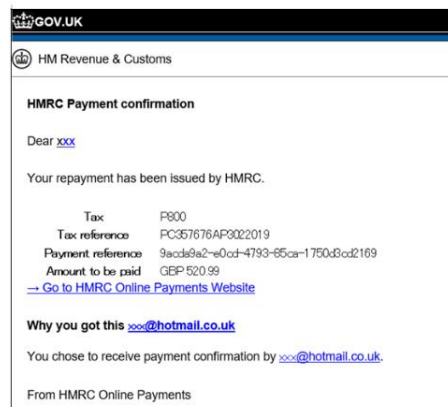


Image showing an example of a scam email with a hyperlink which directs you to a phishing website.

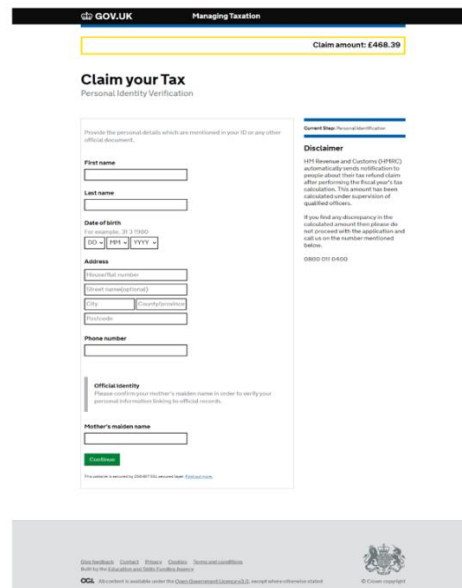


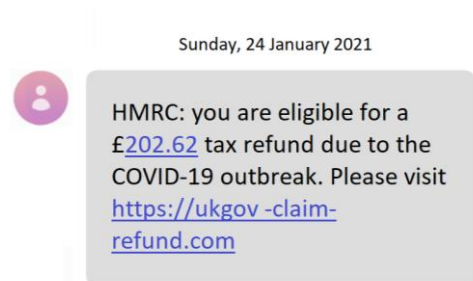
Image showing an example of a phishing website designed to trick you into disclosing personal information.

Text messages

HMRC will never ask for personal or financial information when we send text messages.

Do not reply if you get a text message claiming to be from HMRC offering you a tax refund in exchange for personal or financial details. Do not open any links in the message.

Send any phishing text messages to 60599 (network charges apply) or email phishing@hmrc.gov.uk then delete it. Example:



Suspicious phone calls

HMRC is aware of an automated phone call scam which will tell you HMRC is filing a lawsuit against you, and to press 1 to speak to a caseworker to make a payment. We can confirm this is a scam and you should end the call immediately. This scam has been widely reported and often targets elderly and vulnerable people.

Other scam calls may refer to National Insurance number fraud or offer a tax refund and request you to provide your bank or credit card information. If you cannot verify the identity of the caller, we recommend that you do not speak to them.

If you've been a victim of the scam and suffered financial loss, report it to [Action Fraud](#).

The calls use a variety of phone numbers. To help us investigate, share call details on our [suspicious phone call reporting form](#). Include the:

- date of the call
- phone number used
- content of the call

WhatsApp messages

HMRC will never use 'WhatsApp' to contact customers about a tax refund. If you receive any communication through 'WhatsApp' saying it's from HMRC, it is a scam. Email details of the message to phishing@hmrc.gov.uk then delete it.

Social media scams

HMRC is aware of direct messages sent to customers through social media. A recent scam was identified on Twitter offering a tax refund. These messages are not from genuine HMRC social media accounts and are a scam. We never use social media to:

- offer a tax rebate
- request personal or financial information

If you cannot verify the identify of the social media account, send the details by email to: phishing@hmrc.gov.uk and ignore it.

Refund companies

HMRC is aware of companies that send emails or texts advertising their services. They offer to apply to HMRC for a tax rebate on your behalf, usually for a fee. These companies are not connected with HMRC in any way. You should read the 'small print' and disclaimers before using their services.

For further details, please visit the [Government website](#)

MHA Publishes Year-End Tax Planning Guide



MHA has published its "Year-End Tax Planning Guide" which summarises some key tax and financial planning tips businesses should consider prior to the end of the tax year. The guide covers the following topics:

- Post-Brexit Planning
- Income Tax
- Capital Gains Tax
- Tax Favoured Investments
- Property Investment Business
- Making Tax Digital for VAT
- Pensions
- Corporation Tax
- Capital Allowances
- Enhanced Tax Reliefs
- Inheritance Tax
- Scottish Taxes
- Welsh Taxes
- Northern Irish Taxes
- Republic of Ireland Taxes

The guide is available online [here](#)

MILS UPDATE



Case Study: Return from Furlough

"I have had some staff on Furlough for some time. I would like to start bringing some of my staff back from furlough but one or two of them are objecting. What can I do?"

The concept of Furlough is not one that existed in the UK prior to the Prime ministers announcement 20 March 2020. As such there is very little case law or experience to draw on when dealing with staff, particularly those who object. Your options will depend on what you are asking your staff to do and why they are objecting.

Can I call my staff back in?

Provided you are complying with social distancing requirements and are one of the essential businesses allowed to trade the short answer is yes. Once agreed between an employer and their employees Furlough should be seen as a form of lay-off. Employees can therefore be required to return to work at the employers discretion provided reasonable notice is given.

Can my employees refuse to return to work?

Not all employees can be required to return to work. Indeed there are a number of valid reasons that may result in an inability to return e.g. an employee may have childcare difficulties if their school remains closed.

Furthermore, as an employer you have a duty under the Health & Safety at Work Act to protect the health, safety and welfare of your employees and other people who might be affected by your business. As such an employee may, in extreme circumstances, refuse to attend work where it is unsafe for them to do so e.g. if you have failed to put any or any reasonable social distancing measures in place.

What should I do, and is there a process I should follow?

There is currently no fixed or process that must be followed.

1. Where possible keep in touch with your employees regularly during furlough in order to maintain contact and to gauge their position This should provide some informal insight into staff attitudes.
2. Where you wish to recall employees, discuss this with them and notify them in writing. Provide as much as possible and at least 24 hours' notice. To assist members we have produced a template letter that can be used and this is available on request.
3. Where employees are reluctant to return then inform employees that they should make any request to remain on furlough in writing. Indicate that they clearly explain the reason they wish to remain on furlough and including any evidence and confirm that this will be taken into consideration.
4. There is no requirement under the current furlough scheme to bring all employees back at the same time. Where the employee is raising a valid concern confirm in writing that they can remain on furlough
5. Where there is no valid concern, confirm the outcome of the application to remain on furlough. Consider whether you can offer flexible working on a temporary basis to deal with any issues such as childcare etc....
6. Where an employee remains reluctant to return consider whether the employee could be allowed to nominate any period as holiday or whether to offer unpaid leave.
7. Where an employee continues to refuse the reasonable request to return to work you remain able to discipline the employee concerned. Given the current situation we would advise that an employee is only disciplined as a last resort and only after a full disciplinary process.

We would advise that you take advice before progressing any disciplinary process, not least because with certain categories of employees such as the extremely vulnerable (who should not be returning at present), those with disabilities, or pregnant women, there are additional legal risks to consider and the potential for automatically unfair dismissal and discrimination claims in the Employment Tribunal.

Conclusion

How employers should proceed remains uncertain. As an employer we continue to advise flexibility in how staff are managed. That said, providing you comply with the agreements between you and your employees, it is your decision how and when to re-open. Remember, this is general information only any legal advice must be tailored to your particular circumstances. As an NMDA member you have access to the Legal advice line, as well as a number of industry experts for your assistance. 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.

DVLA DIGITAL SERVICES

Please find below the up-to-date list of digital services offered by the DVLA. We encourage our members to use these digital resources as they have not been impacted by the pandemic and are running as normal. DVLA's online services are the quickest, easiest and often cheapest way to deal with them. You can also download the list with the relevant links [here](#).

DVLA Digital Services			
Vehicle Services		Drivers Services – Ordinary Driving Licences only	
Vehicle Enquiry Service (VES) Provides vehicle details including tax status	https://vehicleenquiry.service.gov.uk/	Driver Licensing Replace a lost, stolen, destroyed Driving Licence	https://www.gov.uk/apply-online-to-replace-a-driving-licence
Vehicle Management (VM) Sold your vehicle to the motor trade	https://www.gov.uk/sold-bought-vehicle/y/no/sold-it/sold-it-to-a-motor-trader	Driver Licensing Exchange your paper licence for a photocard	https://www.gov.uk/exchange-paper-driving-licence
Vehicle Management (VM) Bought a vehicle in to the motor trade	https://www.gov.uk/sold-boughtvehicle/y/yes/bought-a-vehicle-into-the-trade	Driver Licensing Change Address on your Driving Licence	https://www.gov.uk/tell-dvla-changed-address
Vehicle Management (VM) Sold your vehicle to a private individual or business	https://www.gov.uk/sold-bought-vehicle/y/no/sold-it/sold-it-privately-to-a-person-or-business	View Driver Licence (VDL) View driving licence and generate a share code	https://www.gov.uk/view-driving-licence
Vehicle Management (VM) Scrapped your vehicle or its been written off	https://www.gov.uk/sold-bought-vehicle/y/no/scrapped-it-or-it-s-been-written-off	Check Driver Licence (CDL) Check someone's licence information	https://www.gov.uk/check-driving-information
Vehicle Management (VM) Register a trailer	https://www.gov.uk/register-trailer-to-take-abroad	Online Enforcement Penalty (OEP) Pay a DVLA fine online	https://www.gov.uk/pay-dvla-fine
Vehicle Management (VM) Company Tachograph Transactions	https://www.gov.uk/apply-company-tachograph-card	Driver Licensing Renew Driving Licence	https://www.gov.uk/renew-driving-licence
Electronic Vehicle Licensing (EVL) Tax a vehicle	https://www.gov.uk/vehicle-tax	Driver Licensing Renew Driving Licence at 70	https://www.gov.uk/renew-driving-licence-at-70
Electronic Vehicle Licensing (EVL) SORN a Vehicle	https://www.gov.uk/make-a-sorn	Fitness to Drive Services Tell DVLA about a medical condition	https://www.gov.uk/report-driving-medical-condition
Electronic Vehicle Licensing (EVL) Check if a vehicle is taxed	https://www.gov.uk/check-vehicle-tax	Driver Licensing 10 year renewal of photo card	https://www.gov.uk/renew-driving-licence
Personalised Registration (PR) Retain a personalised registration number	https://www.gov.uk/personalised-vehicle-registration-numbers/take-private-number-off		
Personalised Registration (PR) Assign a personal registration number to a new vehicle online	https://www.gov.uk/personalised-vehicle-registration-numbers/keep-or-assign		
Change of address (V5C) Change your address on your log book online	https://www.gov.uk/change-address-v5c		
Get a vehicle log book (V5C) Get a replacement log book	https://www.gov.uk/vehicle-log-book		

FREE access via BEN to mental health & wellbeing platform SilverCloud



SilverCloud is free for anyone who works, or has worked, in the automotive industry. There are lots of programmes available, including support with anxiety, depression, stress, money worries, sleep and lots more. Each programme has a range of interactive tools such as videos, activities, quizzes, audio guides - helping you and your employees to develop coping strategies and get you back on track.

It is simple to use and you can work through the programmes at your own pace on your computer, tablet or phone, any time of the day or night.

[Sign up here through Ben's website by answering a couple of simple questions](#)

As mental health continues to represent one of the main challenges facing during these difficult times, we are working with Ben to provide you with practical tips to support your employees. More details will follow shortly.

Remember, if you or one of your employees would like to talk to someone you can always chat with Ben **online** or call their helpline on **08081 311 333** (Mon-Fri 8am-8pm).

Recently, automotive charity, Ben, has also announced the launch of its new active virtual challenge for the whole industry, called *Breakout for Ben - road to £1 million*.

This new challenge follows on from Ben's rallying cry last year asking industry leaders for urgent support, following a 50% increase in service demand against a £1m income shortfall. who needs support.



This year, Breakout for Ben will run from 5th - 14th February with socially-distanced teams of up to 10 covering 1,722 miles by exercising in their own way to fundraise for Ben. There is still time to participate, to find out more and sign up, visit: [**http://ben.org.uk/BreakoutForBen**](http://ben.org.uk/BreakoutForBen)

All funds raised through Breakout for Ben will support automotive industry people to look after their mental health, physical health and wellbeing.

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**

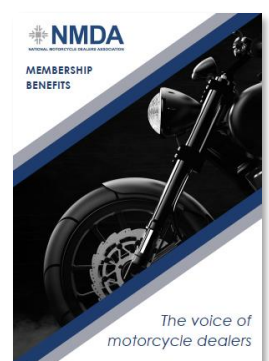
Motorcycles represent the best option for those who want to avoid public transport and with just a single day of Compulsory Basic Training needed, the transition to Power Two Wheelers is very easy. With just a single day of CBT Training, anyone from the age of 16 (with at least a provisional license) 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 **25 February 2021**, further details will follow. All members are welcome to attend. Please call Lena on 020 7307 1409 or email lena.patel@rmif.co.uk to confirm your attendance.