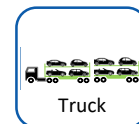
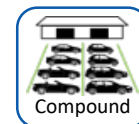
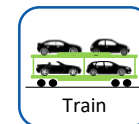
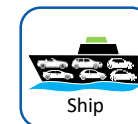




The Association of European Vehicle Logistics

# UK & Ireland

## Ray MacDowall

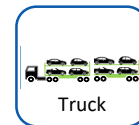
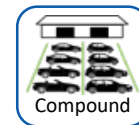
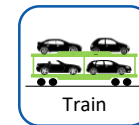
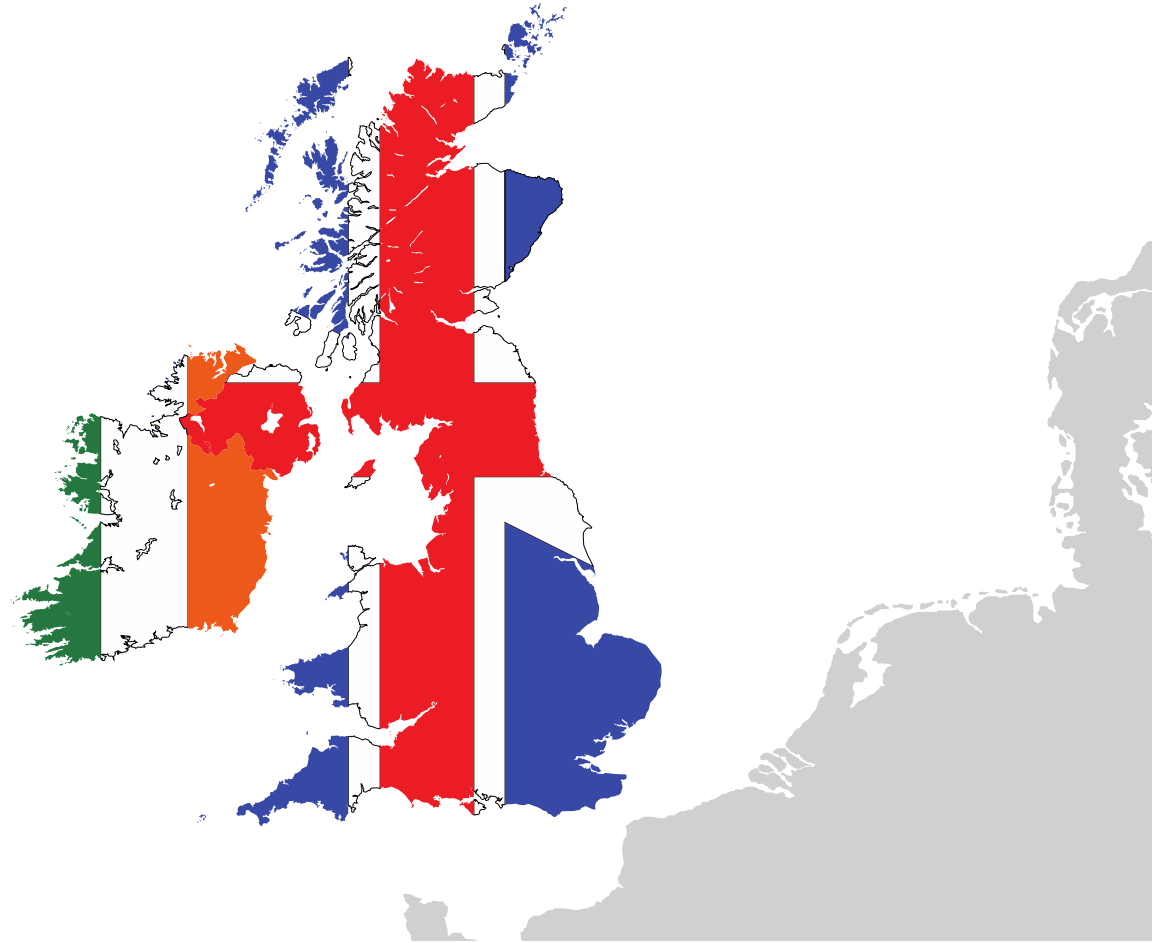


# New Car Sales 2016



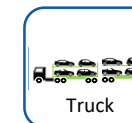
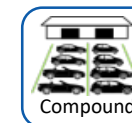
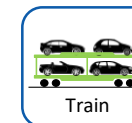
United Kingdom 2.54m

Eire 131,356



# Markets & Trends

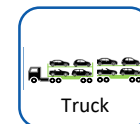
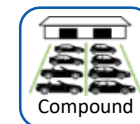
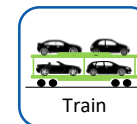
- UK remains second largest market in Europe
- Political and economic uncertainty over Brexit is affecting the market
- Sales fell 5.6% and 7.5% respectively in the UK and Eire in 2017.
- Jan – April 2018 sales declined by 8.8% in UK and 4.75% in Eire with diesel worst affected
- 2018 production forecast is -10%



# Group trends



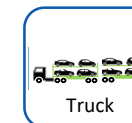
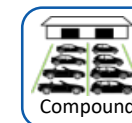
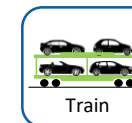
- Group comprises 13 member companies representing c. 80% of an estimated total market of 5m new car & LCV movements
- Meetings 3 or 4 times yearly
- Developed relationships with SMMT, RHA and DFT





# Group objectives

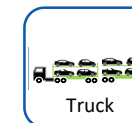
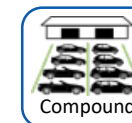
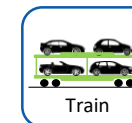
- Promote the interests of UK and Ireland members to industry stakeholders and policy makers.
- Ensure the interests of members are represented at national Government and EU level on all key issues affecting our industry.
- Foster relations with other specialist groups and associations to help support common objectives.





# Main Agenda

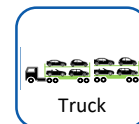
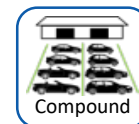
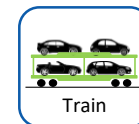
- Regulations, interpretation and application by authorities
- Introduction of new regulations and taxes
- Driver shortage and training
- End of month peaks
- March and September sales peaks
- Capacity shortfall
- Health and Safety



# BRITAIN EXIT



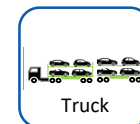
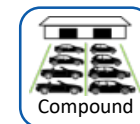
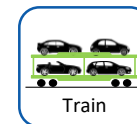
- What are the consequences for the automotive sector and its LSPs
- Will the UK be successful in negotiating a FTA with the EU
- WTO tariffs are 10% on vehicles and 4.5% on components
- Could there be a special FTA for the automotive industry
- Will the UK remain part of the Customs Union



# BRITAIN EXIT



- Will it be the end of border free transport with the reintroduction of customs checks and delays
- What are the implications for the transport of motor vehicles and components between the UK and EU
- How might JIT component deliveries be affected by the introduction of customs procedures at borders

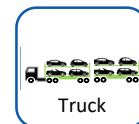
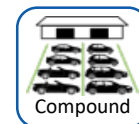
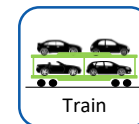
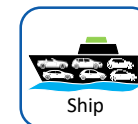




# BREXIT



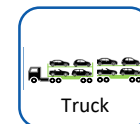
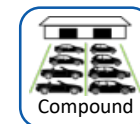
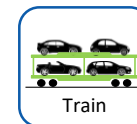
- How will the traffic of vehicles and components be managed between Northern Ireland and the Republic of Ireland
- How will BREXIT affect the recruitment of drivers from the EU, will this exacerbate the driver shortage problem in the UK
- What will be the long-term impact of adverse exchange rates on operating costs



# BREXIT Group actions



- Identify the potential problems for LSPs of operating outside of a FTA and the political, operational and financial implications.
- Engage with other stakeholder groups, e.g. SMMT BREXIT Task Force, to form a consolidated approach to Government listing our concerns and needs





The Association of European Vehicle Logistics

**Thank you for your attention!**

**Questions?**

