



NATIONAL ASSOCIATION
OF MOTOR AUCTIONS

NAMA NEWS JUNE 2021

Dear Colleague,

This month's NAMA survey showed there is a growing confidence that 1st time conversion rates and values of petrol and diesel vehicles will increase as the UK comes out of its final stages of lockdown. The results follow a similar trend to last month's findings, with 1st time conversion rates continuing to perform well, with 55.56 % of respondents favouring rates to increase over the next month and 44.44% expecting rates to remain the same.

This month's newsletter also features **COVID-19 guidance for Automotive Auctions** and a legal update from MILS about '**Employee Holiday Entitlement**'.

NAMA will now be producing a weekly 'News Digest' to be released every Friday. The purpose of this digest is to provide you with information to key news and events that relate to the automotive sector.

By now you should have received your invite to this year's AGM meeting and dinner. We will be holding a one-day event on Saturday 18 September at The Oakley Court Hotel near Windsor. Due to current circumstances, places will be limited, so please send in your booking forms as soon as possible to avoid disappointment.

Keeping in Contact

NAMA is here to support your business during the COVID-19 crisis and beyond. If you need support or advice, please do not hesitate to contact us. If you are interested in any issues raised in the newsletter and would like more information please let us know on 01788 538304 or email louise.wallis@rmif.co.uk.

Louise Wallis

NAMA

Web: nama-uk.com

Twitter: [@NAMA Auctions](https://twitter.com/NAMA_Auctions)

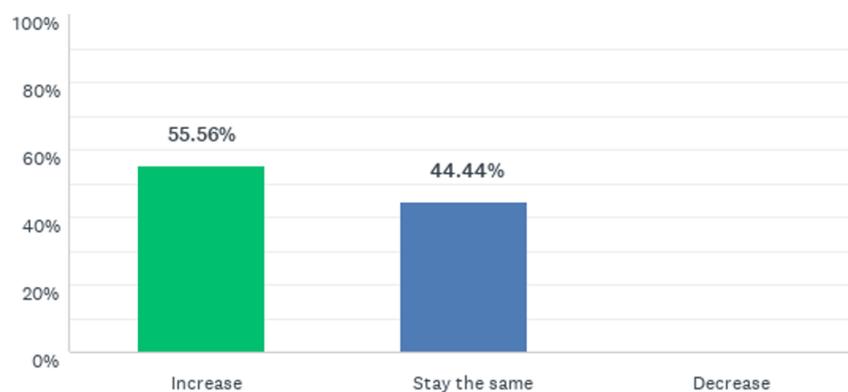
LinkedIn: [National Association of Motor Auctions \(NAMA\)](https://www.linkedin.com/company/nama)

FIRST TIME CONVERSION RATES LIKELY TO INCREASE AS CONFIDENCE GROWS IN AUCTION SECTOR

A recent survey carried out by the National Association of Motor Auctions (NAMA) revealed that there is growing confidence that 1st time conversion rates and values of petrol and diesel vehicles will increase as the UK comes out of its final stages of lockdown.

The NAMA survey results follow a similar trend to last month's findings, with 1st time conversion rates continuing to perform well, with 55.56 % of respondents favouring rates to increase over the next month and 44.44% expecting rates to remain the same.

Q12: Will the average 1st time conversion rate for cars change over the next month?



Furthermore, 66.67% of respondents are expecting an increase in both petrol and diesel values over the next month. It is also interesting to see that the majority of respondents are expecting auction volumes to remain stable with 44.44% predicting them to stay the same and a further 33.33 expecting to see a decrease.

The latest NAMA survey shows auctioneers are reporting that strengthening conversion rates and a positive impact on vehicle values is having a strong effect in the market.

Auctions are benefiting from retailers buying vehicles to stock their forecourts to meet strong consumer demand for used cars following the easing of lockdown restrictions. The auction market is expected to remain strong over the next few months.”

COVID-19 GUIDANCE FOR AUTOMOTIVE AUCTIONS

The National Association of Motor Auctions has developed this guidance and best practice to be used by automotive auctions for use during the COVID-19 outbreak. The guidance should be used alongside a full risk assessment of each business site. The risk assessment would normally be required to be carried out in cooperation with staff or workforce representatives ahead of (re) starting operations. This guidance reflects government guidance as at 29 March 2021.

This guidance is not final and will evolve as improvement and issues come to light and will reflect feedback from staff and customer.

The guidance is intended to compliment official guidance being issued by Government on a workplace specific basis.

[COVID-19 GUIDANCE DOCUMENT](#)

IPPR REPORT - ALL ABOARD - A PLAN FOR FAIRLY DECARBONISING HOW PEOPLE TRAVEL

Key points

- Policymakers' current preferred strategy for decarbonising transport places an overwhelming focus on the shift to electric vehicles. While superficially attractive because of its offer of continuity, such an approach will not deliver the improvements in quality of life of an alternative strategy which prioritises the needs and wellbeing of all people.
- Creating more liveable streets and neighbourhoods, alongside the shift to electric vehicles, is essential to realising the economic, environmental and social benefits of a transformed transport system. These benefits include reclaiming space for nature, improved health through improvements in air quality, and the economic benefits of lower congestion.
- IPPR analysis of the sixth carbon budget shows that the Climate Change Committee's preferred approach to decarbonisation could lead to:
 - an 11 per cent rise in traffic between 2021 and 2050
 - a 28 per cent increase in car ownership, rising from 34 million cars owned today to 43.6 million in 2050.
- This approach to decarbonisation will not deliver a fairer transport system or achieve significant wellbeing benefits for the public and there are questions over the resources required for the forecast 43.6 million cars in the UK by 2050.
- The wealthiest in society are far more likely to own cars with more than 90 per cent of the highest income households owning at least one car (and over 20 per cent owning at least three) with less than 35 per cent of households in the bottom 10 per cent by income owning a car.
- Citizens' juries carried out on behalf of the Environmental Justice Commission by IPPR demonstrate the public demand for an alternative vision for transport decarbonisation and the principles that should underpin changes to the transport system.

Recommendations

- Transport decarbonisation plans must focus on providing everyone with the opportunity and the resources to make good transport choices – access to an electric car if and when you need it, public transport that is affordable and comprehensive, and walking and cycling routes that are safe and attractive, particularly for children on the school run.

- There should be a focus on making it possible for people to access what they need locally – with services which communities have a stake in, provided across reimagined high streets and town centres. The needs of people and nature must be prioritised over cars – changing the emphasis of investment and creating welcoming, green spaces for people and wildlife.
- The government should make four overarching commitments:
 1. Committing to provide a transport system that leaves no one behind, responds to the climate crisis and helps nature to thrive.
 - A new definition of ‘socially necessary’ connectivity that sets a national guarantee for levels of transport and digital accessibility with the stated aim of making it possible to live a good life, wherever you live, without needing to own a car.
 - Local authority planners should be given the power and backing of national governments to refuse planning applications that generate extra traffic and do not contribute to reducing car dependence.
 2. Invest in a fair plan to deliver a clean, fair and healthy transport system that is embraced by the public.
 - There should be significantly higher investment in providing good transport options that deliver good alternatives to private car ownership, including:
 - walking and cycling investment by the UK government needs to reach at least £6 billion over the term of this parliament, £4 billion more than is currently committed
 - the UK government should announce a ‘help to move’ incentive scheme to provide grants and loans to support people to buy cycles, electric scooters or ebikes and support a move away from owning a private car
 - the governments across the UK should guarantee seven days a week public transport connectivity for all rural areas
 - the governments of the UK should commit to a national road user charging scheme to replace fuel duty designed through meaningful deliberation with the public.
 3. Ensure a fair transition to electric vehicles for those who need them.
 - Governments, at all levels, should develop strategic plans for the provision of charging points alongside the aim to increase walking, cycling and the use of public transport.
 - The UK should announce that public funds will no longer be used to purchase carbon emitting cars from 2022. This should be matched by faster action from businesses to decarbonise their fleets and the ban on the purchase of combustion-engine vehicles for large commercial fleets should be brought forward to 2025.
 4. Create places fit for future generations and for nature
 - All UK cities and towns should set targets to reallocate road space to cycling, walking and green space every year.

[Please click here for the full report](#)

BIRMINGHAM'S CLEAN AIR ZONE CHARGING BEGINS



Charges have now come into force for drivers entering Birmingham's Clean Air Zone (CAZ).

The zone was officially launched on 1 June, but there was a two-week grace period before charges applied to give motorists "time to adjust".

No charges or fines have been imposed for the first fortnight after the original launch date of 1 June, the Birmingham Mail reports.

From 00:00 BST on Monday 14 June, cars, taxis and vans that do not meet Clean Air Zone emission standards will be charged £8 a day, and non-compliant coaches, buses and lorries will be charged £50 per day.

In charging terms, a day is classified as any midnight to midnight period, not 24 hours from when you enter the zone. During that timeframe, you can enter and leave the zone as many times as you like and only pay once.

The zone is enforced using Automatic Number Plate Recognition (ANPR).

Payments can be paid online using the Government's payment system at: <https://multiple-vehiclecheck-pay.drive-clean-air-zone.service.gov.uk> or over the phone by calling 0300 029 8888 (Monday to Friday, 8am to 4.30pm).

You can also use the online Government's vehicle checker to see if you will need to pay a charge for a vehicle: https://vehiclecheck.drive-clean-air-zone.service.gov.uk/vehicle_checkers/enter_details

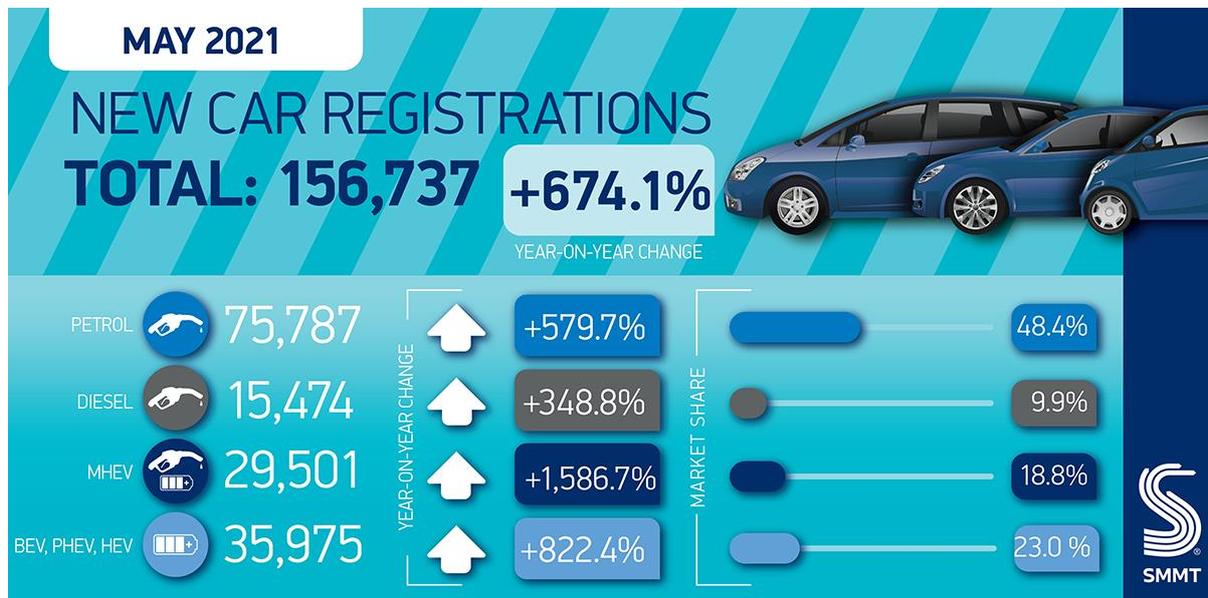
For more information about Clean Air Zones, visit: <https://www.gov.uk/guidance/driving-in-a-clean-air-zone>

BUSINESS CONFIDENCE DRIVES CAUTIOUS RECOVERY IN NEW CAR REGISTRATIONS

With the year's first full month of showroom openings, new car registrations in May reached 156,737 units.

The total represents an almost eightfold increase on the same month last year, but is down -14.7% on pre-pandemic May 2019, and -13.2% on the 10-year May average.

Uptake was in line with the most recent industry outlook, published in April, which sees the sector anticipating around 1.86 million registrations by the end of the year – with 723,845 achieved so far.



Source: SMMT

SHOCKING RESULTS FROM STUDY REVEAL THAT FOUR MILLION DRIVERS HAVE FALLEN ASLEEP BEHIND THE WHEEL

Four million drivers have momentarily fallen asleep behind the wheel, reveals shocking new research by IAM RoadSmart, the UK’s largest independent road safety charity.

The newly published results will set alarm bells ringing amongst road safety experts as even the briefest lapse in concentration when driving can have devastating consequences. At 70mph a car travels over 100 feet every second!

Indeed, the study* paints a worrying picture of fatigue among motorists as 1-in-10 surveyed admitted to momentarily closing their eyes because they were so tired.

Furthermore, more than half of drivers also said they were very concerned about fatigue when driving long distances. With more than 40 million licence holders registered, this equates to over 20 million motorists.

Neil Greig, IAM RoadSmart Director of Policy & Research, said: “Fatigue behind the wheel is a very serious problem, perhaps more concerning than previously thought of.

“It is shocking to think a potential four million drivers have closed their eyes behind the wheel because they were so tired, even if it was just for a short time. The potential carnage that could result from even one accident doesn’t bear thinking about.”

Other results from the research also highlighted that millions of drivers have succumbed to tiredness when driving, with 1-in-10 admitting they had hit the rumble strip, while 4-in-10 had turned down the heating or rolled down the windows in order to stop them from being tired.

On a slightly more positive note, around a quarter of drivers had pulled over for a rest and/or a coffee.

Neil added: “Driving a long distance needs pre-planning to ensure there are plenty of available rest places and to make sure there’s enough time to complete the journey if delays are encountered. Never drive for longer than two hours without a break and take particular care if driving when you would normally be asleep. This is even more important as the country reopens after the pandemic and not all facilities may be available yet.

“Drivers can then concentrate on staying alert behind the wheel rather than staving off tiredness by trying to reach their end destination without adequate rest breaks.”

For more information about IAM RoadSmart, which helps to improve driving and riding skills through courses and coaching, visit www.iamroadsmart.com.

MILS LEGAL UPDATE



Can I limit employees' holidays?

It will be difficult for the company to allow employees to take all of their holiday entitlement this year as we are so busy following lockdown. What are my options for managing holiday?

In relation to contractual holiday entitlement, holiday should be taken at a time ultimately determined by the employer, as the employee is obliged to obey reasonable and lawful

orders from their employer. However, the employer will also be subject to an implied term not to act in a manner which is calculated to destroy or seriously damage the relationship of trust and confidence between employer and employee.

This may mean e.g. that the employer must not unreasonably refuse an employee's request to take holiday, or unreasonably direct an employee to take holiday when they do not want to do so. An employer should also bear in mind it's legal duties in relation to the health, safety and welfare at work of their employees. The right to take time off from work for holidays benefits both employers and workers by allowing workers a period of relaxation and recuperation. This may be an important consideration for employers seeking to direct an employee to take their accrued holiday entitlement.

The notice requirements for taking holiday are as follows: -

- An employee may elect to take holiday, by giving at least twice as many days' notice in advance of the intended holiday period as the length of the intended holiday, e.g. an employee
- who wishes to take one week's holiday must give at least two weeks' notice of their intention to take that holiday.
- Similarly, an employer may require the employee to take holiday on particular days, again by giving at least twice as many days' notice in advance of the intended holiday period as the length of the intended holiday.
- An employer may require the employee not to take holiday on particular days by giving at least as many days' notice in advance of the intended holiday period as the length of the intended holiday.

The government and ACAS have set out guidance for taking holiday during Covid-19. Please see the links below: -

<https://www.gov.uk/guidance/holiday-entitlement-and-pay-during-coronavirus-covid-19#taking-holiday>

<https://www.acas.org.uk/coronavirus/using-holiday>

Employees can book and take holiday during furlough although an employer is required to top up furlough pay to 100% during any period taken as holiday.

Changes to the rules governing the carrying forward, or carrying over, of holiday entitlement have been introduced to give employers more flexibility to manage statutory holiday obligations and staffing requirements during the coronavirus pandemic and allow employees to carry forward up to four weeks' basic holiday entitlement (excluding the 1.6 weeks additional holiday entitlement) into the next two leave years if they have been prevented from taking their holiday because of coronavirus.

Reasons for a worker not taking holiday because of coronavirus might include:

- where the worker is self-isolating or too sick to take holiday before the end of their leave year, or
- where the worker has had to continue working and could not take paid holiday

Don't forget, this advice is general in nature and will need to be tailored to any one particular situation. As an RMI member you have access to the RMI 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

Motor Industry Legal Services (MILS Solicitors) 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.

NEWS FROM NAMA MEMBERS

BCA drives innovation through use of Robotic Process Automation

21 June 2021

Source: BCA



BCA is harnessing the power of robotic process automation (RPA) to streamline back office activity, drive quality and improve customer service.

BCA sells over one million vehicles annually to professional automotive buyers in the UK by digital auction, e-auction and fixed price platforms, requiring process handling at a huge scale. There are two customers for every transaction – the vendor and the buyer – and a raft of supporting automotive services including vehicle inspection, refurbishment, preparation, collection, document management and delivery.

Over the past two years, BCA has introduced over 30 Group-wide process automations, which have delivered a staggering 126,000 hours of time back to BCA's people to focus on customers.

[View the full article here](#)

Auctions booming like never before thanks to return of physical sales

11 June 2021

Source: Car Dealer Magazine



Car auctions are experiencing record levels of demand after being boosted by the return of physical sales, experts have told Car Dealer.

Firms have finally been allowed to let punters through the door again in recent times as lockdown measures continue to be eased.

Their return has brought huge spikes in sales across the board, much to the delight of bosses.

G3 Vehicle Auctions says that physical sales are now outperforming online for the first time since the pandemic hit.

In the last three weeks of May, the group sold on average 64 per cent of its vehicles in the hall – comfortably beating the 34 per cent seen online.

[View the full article here](#)

NEWS FROM THE US



GM, Ford outdo each other with electric vehicle investments

16 June 2021

Source: AP News

General Motors will raise spending on electric and autonomous vehicles and add two U.S. battery factories as it gambles that consumers will eagerly switch from gasoline to the new technology.

The announcements Wednesday came as crosstown rival Ford said its entire Lincoln luxury brand line-up would be electric or gas-electric hybrid by 2030, including four fully electric vehicles.

For months, the automakers have been one-upping each other with electric vehicle announcements, which have fuelled stock price increases for both companies.

[View the full article here](#)

Auto Sales Recovery Is For-Real, Record Sales Expected Third Month In A Row

11 June 2021

Source: Forbes.com

There's no need for an asterisk on the current boom in U.S. auto sales — it's the real deal. Experts said auto sales are up in absolute terms, and not just a trick of statistics, relative to poor sales a year ago due to COVID-19.

Retail U.S. auto sales in May, not counting bulk sales to rental, government and commercial fleets, are expected to be the highest ever for the month of May and the third month in a row of record retail sales, according to a joint forecast from J.D. Power and LMC Automotive.

The forecast calls for May retail sales of about 1.4 million. That would be the highest May retail sales in 10 years, the forecasting and consulting firms said. Total sales, including fleet sales, are expected to be about 1.6 million.

[View the full article here](#)

Ford teases an electric Maverick could be on the way

11 June 2021

Source: Toms Guide

Ford has already promised that it's going to be producing multiple electric trucks, and it seems that one of them is going to be based on the Ford Maverick.

This hint comes from Mike Levine, Ford's North American product communications director, following the launch of the company's all-new plug less Maverick hybrid. No specs were teased, but the next Maverick-style Ford looks to be all-electric.

[View the full article here](#)

GENERAL AUCTION NEWS

Princess Diana's 1981 Ford Escort to be auctioned

A car given to Diana, Princess of Wales as an engagement present is to be auctioned after the current owner kept its origins a secret for 20 years.

The Prince of Wales gifted her the 1981 Ford Escort Ghia in May 1981.



The car is estimated to fetch between £30,000 and £40,000 when it is listed at Reeman Dansie's Royalty, Antiques and Fine Art Sale in Essex on 29 June.

It has its original registration, 83,000 miles on the clock and retains its original paintwork and upholstery.

[View the full article here](#)

Buyers turn to auctions to beat stamp duty deadline



Ahead of the stamp duty holiday deadline of 30 June, there has been a sharp rise in the number of buyers acquiring properties under the hammer in recent weeks, according to iamsold.

The company reports that 4,957 bids were placed last month, with buyer's keen to benefit from the Modern Method of Auction's (MMoA) fixed timescale.

Around 22,000 bids were placed though iamsold between January and the end of May, which is up by 205% compared with the same period last year and 146% up on the corresponding period in 2019.

[View the full article here](#)

Paul Walker's car from 'Fast and Furious' franchise sells at auction for \$550k



Paul Walker's car from the original Fast and the Furious movies has sold at auction for almost £400k.

The iconic orange Toyota Supra was driven by the movie star — who tragically died in 2013 aged 40 in a car crash - in the 2001 hit film and its sequel 2 Fast 2 Furious.

The car was sold at auction in Las Vegas over the weekend, with the winning bid of \$550k (£396k) placed anonymously by phone.

The 1994 vintage sports car was built by Eddie Paul at his Shark Shop in El Segundo, California and comes with the stock 2JZ-GTE engine.

Dubbed 'The 10 second car' it was mostly used for stunts in the Fast and the Furious films but appeared on screen driven by Walker in the scene his character Brian O'Connor destroys a Ferrari in a street-light race down the Pacific Coast Highway in Malibu.

[View the full article here](#)

YOUR NAMA MEMBERSHIP BENEFITS

- NAMA Grading Scheme
- NAMA Vehicle Appraiser Training scheme
- Lobbying and engagement with Government
- Legal services
- HR and employment advice
- COVID-19 Guidance
- Health and Safety advice
- Dedicated helpline and online member area
- Discounted rates for commercial services
- Alternative Dispute Resolution (ADR)
- Finance and Insurance advice

- Monthly newsletter
- Regular member meetings

NAMA ON SOCIAL MEDIA



Follow your trade association on social media to receive all the latest updates from us.

- [LinkedIn - National Association of Motor Auctions \(NAMA\)](#)
- [Twitter - @NAMA Auctions](#)

2021 DATES FOR YOUR DIARY

NAMA AGM – Saturday 18 September 2021

**The Oakley Court Hotel
Windsor Road
Water Oakley
Windsor, Berkshire
SL4 5UR**

