



2023 ISSUE 4

IRISH MOTOR MANAGEMENT

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Budget 2024

now is the time to invest

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BUDGET 2024 NOW IS THE TIME TO INVEST



As we go to print, the Government is in the process of finalising Budget 2024, with Minister McGrath unveiling it on Tuesday, October 10. While the cost of living crisis is still with us, many policy discussions will also be framed around Climate Action. It should be highlighted that with the current purchase supports and reduced Benefit in Kind (BIK), we have seen huge momentum behind the Electric Vehicle project, and if we want to see this continue, these supports simply must remain in place for 2024 and beyond.

The EV market has now passed through the early adapters stage where price sensitivity tends not to be a major issue. We are now moving into the early majority stage of the EV transition, at this phase of the cycle potential EV buyers will become more sensitive to the cost of purchasing and running an EV. However, it appears that the Government's commitment to continuation of their support for EVs is waning. Already this year the SEAI Grant was reduced by €1,500, while the threshold for 0% Electric BIK is scheduled for a further reduction in 2024 and the EV VRT relief is due to expire at the end of this year.

Budget 2024 cannot undermine the new car market and should continue to support the transition to zero emissions transport. As part of our Budget lobby, we have called for the current level of EV supports to continue for the next three years, to both maximise the EV stock availability for the Irish Market and support the creation of a vibrant used EV market. In addition, Budget 2024 should not see any VRT or Road Tax changes as this would only further influence the cost of new cars, dampening demand, and reduce consumer confidence. It is also vital that additional funding is made available for Zero Emission Vehicles Ireland (ZEVI) to maintain the current levels of EV supports and to invest in the national charging infrastructure.

Our Industry remains fully committed in helping to achieve the Government's ambitious climate targets. These goals can only be achieved using a joint, coherent approach, with the Government and the Motor Industry working closely together to ensure the right measures are implemented to encourage positive behavioural changes as quickly as possible. Both the industry and consumers need consistency, certainty, and stability.

In addition to Budget 2024, like many other sectors our industry is experiencing challenges in recruitment and retention of employees. Worldskills Ireland running concurrently with Higher Options was held recently in the RDS, Dublin with over 30,000 students in attendance at the two-day event. The aim of the event is to raise the profile and recognition of skills careers and apprenticeships, with students having the opportunity to talk directly to Industry. The industry put its best foot forward showcasing what we have to offer with the creation of a Motor Village (Careers Hall) supported by SIMI, VWGI, KIA, Toyota, Independent Motor Sector, Volvo, Gowan Auto, Scania, and MSL. SIMI was delighted to sponsor the Automotive & Heavy Vehicle Category once more and support the skills competitions within Worldskills Ireland, as this provides the opportunity for our technicians to compete on a world stage and provides an understanding of the motor apprenticeships on offer. This event is

(continued overleaf)



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Publishers: IFP Media Limited Irish Motor Management, Castlecourt, Monkstown Farm, Glenageary, Co Dublin. Tel: +353 1 709 6900 Email: bernard@ifpmedia.com

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(continued from page 3)

part of the ongoing engagement that SIMI is undertaking with schools, Guidance Counsellors and other events like School Summits to bring awareness to apprenticeships and careers within our industry.

We appreciate our members for their support for Worldskills, and for also helping us get the key Budget messages across to their local politicians. As ever, when the Industry works with one voice, we give ourselves the best chance to achieve positive results for our members.

Brian Cooke
Director General,
SIMI

SIMI VTN CONFERENCE/AGM

Please schedule our SIMI VTN Conference/AGM in your diary; it will be held on Monday November 20, 2023, taking place in the Killashee Hotel, Naas, Co. Kildare, with registration open from 9:00am prior to the Conference.

SIMI have invited the RSA to attend our Conference to keep members fully informed on progress and developments to date. It also gives members an opportunity to network with fellow sector members and to meet the RSA team in person.

The formal business of the VTN Annual General Meeting will take place after lunch affording members the opportunity to discuss all future developments within the CVRT system and to formally elect the new Committee to represent the sector within SIMI for the coming year. To book, email Yvonne@simi.ie



FORMER SIMI PRESIDENT SUPPORTS MAKE-A-WISH



What have former SIMI President Antonia Hendron got in common with best-selling author Cathy Kelly, broadcaster Joe Duffy, billionaire John Magnier and Defence Forces Chief of Staff, General Sean Clancy?

The answer is that they are among the 59 people who have donated their time and their talent to provide a story of hope and resilience for a new book, *Stories from the Heart of Ireland*, which will

raise funds for Make-A-Wish Ireland, and help them make dreams come true for young children with life-threatening conditions.

Speaking about her involvement with the book, Antonia said, "I'm honoured to be able to support Make-A-Wish; you never think it will happen to you, but what could be more important than making a kid's dream come true. My family and friends made all my dreams come true before my bone marrow transplant, they even had a friends Christmas dinner for me in October, so dreams really can come true – with a little help".

From household names to housewives, the endearing, and sometimes heart-wrenching, stories published in this beautiful book are from the very hearts of our people, and whether funny or sad, small precious moments or big celebrations, they all have one thing in common – they offer hope.

Out now, the book contains 61 inspirational stories from people all over the country and has been compiled by former broadcaster and journalist Brendan Power in memory of his granddaughter, Niamh, who was a beneficiary of Make-A-Wish when, before her untimely passing in 2012, aged only nine, they made her dream come true by taking her to Lapland to meet Father Christmas – 'the real one', as she later told everybody.

"Every year this wonderful charity – which relies entirely on donations – makes wishes come true for dozens of children with life threatening illnesses, but they can't do it without our help", said Brendan, "and this book is one way of helping, as the money raised from sales will go directly to Make-A-Wish". Book will be available from makeawish.ie and book stores.



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HGVs NOW HAVE MORE CARBON NEUTRAL FUEL OPTIONS

Businesses across Ireland who use heavy good vehicles can, for the first time, purchase carbon neutral fuel called 'BioCNG' at select Circle K fuel stations nationwide for their CNG fleet.

It comes after Flogas Enterprise signed a contract with Circle K to supply biomethane which can be compressed into BioCNG at its fuelling stations across Ireland. BioCNG is currently available in Ballysimon Road, Limerick, Tipperary, and Clonsaugh and Dublin Port.

The move is another step forward in reducing emissions from Ireland's transport industry. "Ireland's commercial transport fleet makes up just 3% of vehicles on the road nationwide yet is responsible for approximately a fifth of transport's carbon emissions. Heavy Goods Vehicles or HGVs operating on 100% BioCNG can achieve significantly less carbon emissions," said Barry Murphy, Commercial Director of Flogas Enterprise.

"At Flogas Enterprise, we are fully committed to supporting large enterprises, on their journey to sustainability. Our contract with Circle K comes at a time where we are observing an ever-increasing number of commercial fleets converting to CNG and BioCNG on a global scale. While electricity is a proven alternate fuel for cars, electric solutions are currently not a viable option in heavy goods vehicles, however CNG and BioCNG are, and are now being used by businesses throughout Europe. We are excited to work with Circle K to support the decarbonisation of the transport network in Ireland, by offering this carbon neutral fuel to fleet operators in Ireland."

He continued: "Working with Flogas Enterprise, we began making a low carbon fuel alternative for commercial vehicles available with the introduction of compressed natural gas (CNG) in 2022. While CNG can reduce a HGV's emissions by up to 22%, BioCNG can reduce a HGV's emissions by almost 100%."

Circle K is the first public company to offer biomethane/BioCNG to the public at their stations. The biomethane is sourced at Green Gas Generation's Anaerobic Digestion plant in Nurney, County Kildare.

Flogas Enterprise (part of DCC plc) was the first supplier in



Ireland to supply biomethane through the gas network to companies like Tesco and Diageo and is now bringing this renewable biomethane (BioCNG) to the transport sector in Ireland.

Structurally identical to natural gas, biomethane is a carbon neutral renewable gas that can be made from farm and food waste through a process known as anaerobic digestion. An anaerobic digestion machine converts agricultural waste into energy, helping reduce carbon emissions from agricultural waste. Farmers, for example, take manure from the farm, and put it into the machine's tank; micro-organisms digest it and produce biogas which is used to generate electricity and heat. The resulting purified methane is then compressed and used as a transportation fuel. This is known as BioCNG.

BioCNG is almost a 100% clean fuel made from waste and is, therefore, a sustainable alternative for fossil natural gas. CNG stands for Compressed Natural Gas, it is a natural gas compressed down to less than 1% of its volume.

Ireland's 2022 Climate Action Plan has a target of 5.7TWh/yr of biomethane on the national gas network by 2030 which equates to approximately 10% of demand.

MERCEDES-BENZ COMMERCIALS EXPANDS SALES TEAM

Naas Road-based Mercedes-Benz commercial vehicle dealer, MUTECH has increased the strength of its sales team with the appointment of Carlow man Niall Roberts.

A certified Transport Manager from Myshall, Niall is no stranger to the world of commercial vehicles thanks to his family-owned, and operated, bus firm, 'Roberts Coaches'. In addition, his Motor Industry sales experience includes periods working with Toyota in Canada and Lexus in Dublin. Niall's appointment is seen by Mercedes as one which will strengthen the sales force at MUTECH in what is proving to be another successful year for Mercedes-Benz Commercial Vehicles in Ireland.



FLEET AND MOTOR TRADER VEHICLE DETAILS MUST BE ADDED TO NATIONAL FLEET DATABASE BY NOVEMBER 30TH – MIBI

Fleet owners and motor traders must upload their vehicle details to the National Fleet Database (NFD) by the November 30, 2023, under newly enacted legislation, according to the Motor Insurers' Bureau of Ireland (MIBI).

This legal responsibility was set out in the recently enacted Road Traffic and Roads Act (2023) and the deadline was confirmed by the Department of Transport.

Private vehicles with dedicated insurance policies make up the vast majority of vehicles on Irish roads (approximately 92%) and they will be unaffected by this requirement.

However, an estimated 8% of the total road vehicle population use flexible, fleet-style insurance policies which can be transferred within a specific fleet from one vehicle to another. These are the vehicles whose registration numbers must be uploaded to the NFD. Often these flexible, motor insurance policies are used by garages and motor traders who sell vehicles, as well as fleets of trucks, buses, coaches, taxis, construction vehicles, hire cars, delivery vans, utility vehicles, transport and logistic providers, service vehicles as well as the vehicles operated by

retailers, service providers, semi state operations and more.

Adding the vehicle registration details to the National Fleet Database is a simple and straightforward process. Once motor traders or the fleet owners are registered then all they have to do is download a spreadsheet template from the database to their computers. Most fleet owners or motor traders would already have their vehicle registration details to hand. So, they can simply copy and paste them into the spreadsheet and then upload the completed version to the National Fleet Database. A dedicated online database, the National Fleet Database (NFD) was launched last year to enable the collection of this information. Currently details for over 62,000 fleet vehicles have been uploaded to the NFD – in the region of 25% of the estimated 250,000 vehicles covered by fleet and motor trade insurance policies operating in Ireland.

Fleet managers, motor traders or others who use fleet style flexible insurance policies should upload their details to the NFD on <https://nfd.mtpl.ie>.

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WINDSOR EXTENDS SPONSORSHIP WITH LEINSTER

Windsor has announced that it is extending its sponsorship as the Official Vehicle Supplier to Leinster Rugby until the end of the 2025/26 season.

Windsor has been involved with the team for the past eight years and is established as one of Leinster Rugby's biggest supporters with the partnership underpinning the team's operations and logistics. The new three-year agreement is valued at €1.8 million and will see Windsor supply over 30 electrified cars from the award-winning Nissan range to Leinster Rugby's players and coaching staff, as well as supporting the operations team with three new equipment and kit vans.

The partnership will support Windsor's growth strategy and 'Motor Mall' concept, which brings multiple car brands together under one roof. The wide range of car brands that it now offers includes Nissan, Renault, Dacia, Opel, Peugeot, Mazda, Citroën and Suzuki.

"Our partnership with Leinster Rugby has been a key element of our growth and expansion strategy over the past eight years. We are delighted to maintain this partnership as we continue to grow our market share and to extend the range of cars that we sell and service," said Andrew O'Toole, Head of Nissan Sales at Windsor.

"Today's customers are seeking a choice of brands, value and expertise under one roof. This is what sets



Windsor apart. We have a winning partnership with Leinster Rugby, a proud history of achievement and a shared ambition to always be on the top of our game in everything that we do," he added.

Eamon de Búrca, Commercial and Partnerships Manager of Leinster Rugby said: "Windsor are a long-established and valued partner of Leinster Rugby. They have provided us with fantastic support since 2015 and we are delighted to have the backing of such a superb commercial partner for another three years.

"The fleet of Nissan electrified vehicles that Windsor supplies to Leinster Rugby keep our players, coaches and kit men on the road. Windsor makes it easy for us to manage the operations and logistics of the team and they have played a pivotal role in the success that we have achieved," he said.

41.8 MILLION TONNES OF GOODS TRANSPORTED BY ROAD IN Q1 2023

The Central Statistics Office (CSO) has published results from the Road Freight Transport Survey for Quarter 1 (Q1) 2023.

Commenting on the quarterly figures, Dr. Nele van der Wielen, Statistician in the Transport Division, said: "The figures for Q1 2023 show a slight increase in the tonnes of goods transported by road. In January, February, and March (Q1) 2023, a total of 41.8 million tonnes of goods were transported by road, compared with 40.8 million carried in Q1 2022. This was an increase of 14% when compared with Q1 2019 (pre-COVID-19) with 36.6 million tonnes.

Activity measured as weight by distance, or tonne-kilometres (tkm), was 3,082 million tkm in Q1 2023, an increase of 1% compared with Q1 2022 at 3,048 million tkm. The total distance covered by road freight transport in Q1 2023 was 441 million kilometres, down 6% compared with Q1 2022. The commodity groups that were contributing most to vehicle kilometres were Foodstuffs, and the miscellaneous category Other Goods.

The largest amount of work undertaken by goods vehicles in Q1 2023 was the Delivery of Goods to Road Works or Building Sites at 15,495 thousand tonnes, followed by the category Delivery of Materials & Fuels to Factories at 5,457 thousand tonnes.



The commodity group Quarry Products, Metal Ores & Peat represented a quarter (25%) of all tonnes carried. This was the largest share among the categories of commodity groups in the survey, followed by Other Non-Metallic Mineral Products at 6,645 thousand tonnes."

GOWAN AUTO OPENS NEW €30M DISTRIBUTION CENTRE

Gowan Auto, a subsidiary of Gowan Group, has opened its new Distribution Centre at Citywest. The new Distribution Centre encompasses a new warehouse, office space, training academy and marketing showroom. 130 people are employed by Gowan Auto at the Citywest site.

Gowan Auto is the exclusive importer and distributor of Alfa Romeo, Citroën, DS Automobiles, Fiat, Fiat Professional, Honda, Jeep, Opel and Peugeot in the Republic of Ireland. Gowan Auto operates with 150 dealerships nationwide.

The increased capacity of Gowan Auto's new warehouse allows for expanded stock holding levels, which will result in enhanced delivery times for customers.

The facility also has 26 EV (electric vehicle) charging bays, the most in any one location in Ireland, according to Gowan Auto. Gowan Auto is currently on track to meet 2030 emissions targets with all its brands intending to be fully electrified in that timeframe.

Michael Dwan, CEO of Gowan Group, commented at the opening: "We are pleased to officially open the new Gowan Auto Distribution Centre, including flagship showroom, training academy and warehouse. It is a really positive step in our story and will importantly result in increased efficiencies and accessibility for our dealer network. This investment will play an important role in our growth over the coming years as we target considerable expansion in key areas. One such area where we see a significant opportunity is electric



Pictured at the opening of the new distribution centre were: Philippe Narbeburu, Stellantis N.V.; Linda Jackson, Peugeot CEO; Michael Maughan, former Chairman of Gowan Group; Gemma Maughan, Gowan Group Shareholder; Minister Paschal Donohoe TD; Maria Smith Bourke, Gowan Group Shareholder; Alba Smith, Gowan Group Director/Shareholder; Cristiana Hurley, Gowan Group Shareholder; Fiona Thomas, Gowan Group Director/Shareholder.

vehicles. This is a major focus for us and our partners as we aim to fully support the government's ambitious climate action targets, as each of our brands fully embraces a move to pure electric, zero local-emissions mobility."



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MOTOR INDUSTRY SUPPORTS APPRENTICESHIPS AT WORLDSKILLS 2023



Jamie Whelan, Worldskills Examiner, Automotive Technology Winner & SIMI Apprentice Winner, Jamie Connick of J A Boland and Sons Wexford, SIMI President Paddy Magee.

More than 28,000 students descended upon RDS Simmonscourt in Ballsbridge for Worldskills Ireland 2023 in September.

The three-day event let school leavers experience first-hand the wealth of career options available, from car technicians and apprentice engineers to chefs and stonemasons. Visitors were inspired at the Heroes stage, got hands on at the Try-a-skill zone and took the first step to landing the job of their dreams at the Careers zone.

More than 160 finalists competed across 30 live National finals to be in with a shout of representing Ireland in the Worldskills Internationals, in Lyon, France next year.

The Motor Industry is at the cutting edge of technology as we transition towards an electric zero-emission car fleet. Technologies are changing at an exciting pace in modern motor vehicles, it is an ideal time for apprentices to learn these emerging technologies.

As the main Automobile Technology Competition sponsor, Volkswagen Group Ireland lent its weight to the event. Head of Group Technical Service at Volkswagen Group Ireland, Vicky Halton, says

Worldskills is key to recruiting the next generation of talent needed to power the switch to electric power.

SIMI was delighted to sponsor the Automotive & Heavy Vehicle Category once more and support the skills competitions within Worldskills Ireland, as this provides the



Jamie Whelan, Worldskills Examiner, Automotive Technology Winner & SIMI Apprentice of the Year Jamie Connick of J A Boland and Sons Wexford, SIMI President Paddy Magee.

opportunity for our technicians to compete on a world stage. The event showcased apprentices and what the Industry has to offer for the next generation of apprentices.

The presence of the impressive Motor village supported by SIMI, VWGI, KIA, Toyota, Independent Motor Sector, Volvo, Gowan Auto, Scania, MSL, in the careers Hall providing students, parents and career guidance teachers an opportunity to speak directly with Industry to obtain information on how to become an apprentice, and the career paths that can follow. The Hero's Stage offered an engaging Industry panel discussion on Careers and Apprenticeship, with the Motor Industry represented by Colin Walsh of SIMI. Congratulations to the Automotive Technology Winner: Jamie Connick, Constructions Plant Fitting Winner: Kevin McHugh, and Heavy Vehicles Maintenance Winner: Martin Doherty.



Aisling Bilbow - ESB Network, David Brady - Saint-Gobain, Paul Brown - SISK, Colin Walsh- SIMI, Liam Ryan - Bus Eireann.



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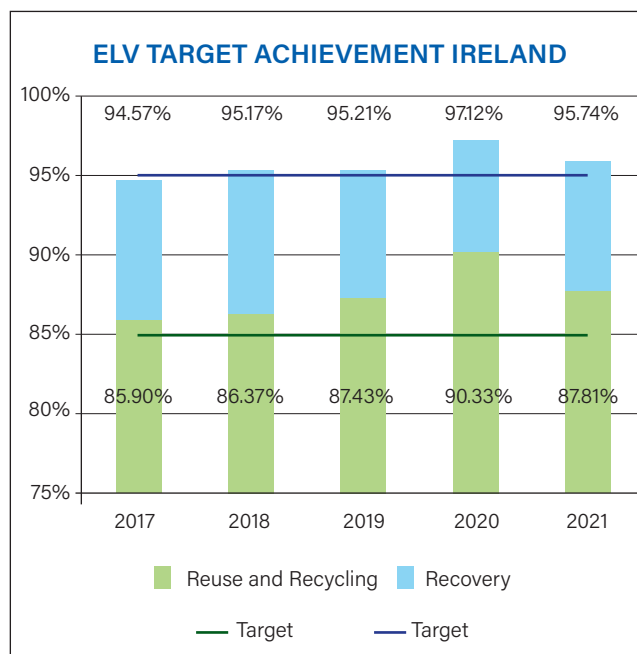
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ELVES MEETS IRELAND'S REUSE, RECYCLING AND RECOVERY TARGETS FOR FOURTH YEAR IN A ROW

The EPA has released the latest national End-of-Life Vehicle (ELV) figures that show Ireland has yet again met the targets for ELV recycling.

ELVES, the producer compliance scheme for ELVs works to ensure the challenging ELV targets of 85% and 95% are met by its network and the country as a whole and has been doing so successfully since it received approval as the compliance scheme for the sector in 2017. It does this by funding additional recycling of ELV material that would not normally occur. In 2021, Ireland, supported by ELVES, achieved a reuse and recycling rate of 87.8% and an overall combined reuse and recovery rate of 95.7%. The ELVES Authorised Treatment Facility (ATF) network has met both targets since 2017, while meeting the national targets from 2018 onwards. 2021 was a challenging year for target achievement, with a high volume of ELVs arising. There were 154,365 tonnes of ELV waste, which was an increase of over 18% on 2020. ELVES also achieved this despite the fact that 1 in 3 cars imported into Ireland in 2021 did not financially contribute to their end-of-life management.

In addition to target success, ELVES works to improve the reprocessing of ELVs, by raising awareness about the correct way to scrap a vehicle, promoting its Network of ATFs so the public know where they can take their vehicle for recycling, and highlighting the importance of getting a Certificate of Destruction. ELVES also works on targeted interventions to aid ATFs including the provision



of Autogas decommissioning equipment and Air Conditioning gas (F-Gas) removal guidance and training.

To help prepare for the future, ELVES established its Electric ELVES programme to support all ATFs in the management of electric and hybrid vehicle when they reach end-of-life. The programme provides free collection and recycling of electric vehicle batteries, training for dismantlers, and information provision to all ATFs in Ireland.

To read more about ELVES activities visit www.elves.ie.

MEPS WANT STRICTER LIMITS TO ACHIEVE ZERO POLLUTION BY 2050

Parliament adopted its position on a revised law to improve air quality in the EU in order to achieve a clean and healthy environment for European citizens.

363 MEPs voted in favour, 226 against and 46 abstained on the vote which sets a stricter 2035 limit and target values for several pollutants including particulate matter (PM2.5, PM10), NO2 (nitrogen dioxide), SO2 (sulphur dioxide) and O3 (ozone). The new rules would ensure air quality in the EU is not harmful to human health, natural ecosystems and biodiversity and would align EU rules with the most recent World Health Organization (WHO) Air Quality Guidelines. MEPs also stress that the air quality standards proposed by the Commission should be an intermediate objective to be reached as soon as possible, and by 2030 at the latest. Parliament is now ready to start negotiations with Council on the final shape of the law.



JAGUAR LAND ROVER ANNOUNCE FIVE-YEAR WARRANTY ACROSS ALL NEW RANGE ROVER, DEFENDER AND DISCOVERY MODELS



A five-year manufacturer warranty on all new Range Rover, Defender and Discovery models is in effect since September 1, 2023. The initiative promises clients added assurance and peace of mind when with choosing a vehicle from one of JLR's luxury brands.

The new warranty promise applies to all models throughout Europe and extends the existing three-year warranty to

provide protection for up to five years or 150,000 kilometres – whichever comes first.

In addition, Range Rover, Defender and Discovery clients will also enjoy InControl Remote connectivity for five years or 150,000 kilometres, which provides added convenience and organises assistance in the event of an emergency – in keeping with the modern luxury brand experiences that JLR aims to provide.

The new five-year warranty will improve the ownership experience and promises to have a positive impact on the residual values of the Range Rover, Defender and Discovery models. This will, in turn, provide benefits when marketing pre-owned examples. In the longer term, higher residual values bring down the cost of ownership by driving more competitive leasing and finance terms.

Eddie Kavanagh, JLR Ireland Managing Director, said: "With the introduction of a new five-year warranty for JLR across Europe, we further demonstrate our commitment to the quality and reliability of our products and our focus on customer service excellence. Our future vision of modern luxury is entirely customer centric, and this should mean added peace of mind for anyone considering a Range Rover, Defender or Discovery."

JLR's new five-year warranty will apply in all European markets.

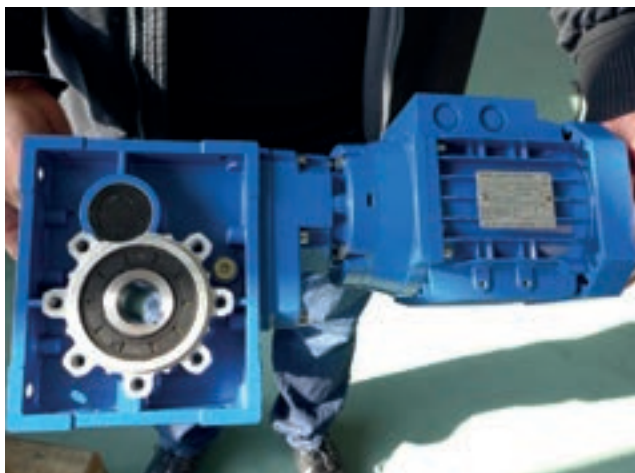
APEX DYNAMICS EXPAND RANGE TO INCLUDE HYPOID GEARBOXES

Apex Dynamics UK has recently expanded its range to include hypoid gearboxes. The company's new BKM Series of hypoid gearboxes promises high torque, superior accuracy, excellent radial load capacity and low backlash, in a compact design that is fully compatible with any motor.

Hypoid gearboxes are a type of spiral bevel gearbox. In contrast to traditional bevel gearboxes, they have non-intersecting axes, meaning they are not parallel, but rather are offset from one another. This provides them with hyperbolic rather than conical geometry. Due to the tooth design, there is a greater contact area, and the manufacturer claims this means higher torques and gear ratios are possible, delivering greater precision. Hypoid gearboxes tend to be used where speeds exceed 1,000 rpm, or for lower speed applications that demand extreme smoothness or quietness.

Demand for Hypoid Gearboxes

Although hypoid gearboxes are currently a relatively small segment of the overall precision gear market, some say their market share is likely to grow, as



a range of industries use the technology. This includes high-growth sectors such as robotics and automation. Recent research by industrial automation market specialist Interact Analysis forecasts the precision gear products market will expand by a compound annual growth rate of 7.7% between 2022 and 2027, climbing from \$3.6 billion to \$5.2 billion.

SIMI Skillnet 2023 TRAINING COURSES



Details of SIMI Skillnet subsidised courses and other SIMI training courses planned for autumn and winter are listed below. Further information on all courses is available on www.simi.ie

Making a Marketing/Sales Video for your Business – SIMI Members only

Monday, November 13; Thursday, November 16; and Wednesday, November 22

The programme is for business owners, sales/marketing managers and their staff who want to produce affordable, professional looking videos for their businesses on their phone or laptop with ease. The Profitable Videos Framework will give participants the confidence and the know-how to produce professional-looking videos that will increase their sales. The aim of the programme is to demonstrate to participants that the process of making a promotional video for their business is not too technical or too complicated.

TRAINER: Keith Healy, Video Production Coach of CB Media

LOCATION: Online

DAY SCHEDULE: 10am – 1pm each day

DURATION: Three half-days

COST: Free, SIMI Members only



Key Updates in Consumer Law & GDPR Refresher Training

Tuesday, November 14



The objective of this seminar is to provide a clear understanding of the key aspects of consumer legislation that apply when dealing with retail customers in the Irish Motor Industry, whether it's buying or selling new or used vehicles or carrying out servicing and repairs. It will also serve as a fantastic refresher to recap your current understanding of data protection/GDPR in order to continue your compliance with these regulations.

The course is essential for business owners, general managers, sales and aftersales managers, and sales and service staff, customer service staff, who wish to gain a valuable insight into the potential legal pitfalls from the Retail Motor Industry perspective.

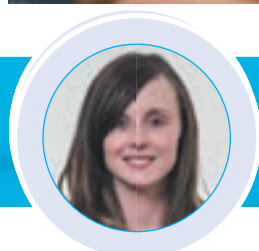
TRAINER: Matthew Austin, Hayes Solicitors

LOCATION: Killashee Hotel, Naas, Co. Kildare

DAY SCHEDULE: 10am – 1pm

DURATION: Three hours

COST: €49.20 incl. VAT, SIMI Members only



FOR MORE INFORMATION:

Contact Teresa O'Neill, Network Manager on email: toneill@simi.ie or call + 353 1 6761690

Navigating the New Employment Law Landscape

Tuesday, November 21



This informative webinar is aimed at SIMI employers only and will cover the latest developments and regulations surrounding recent employment law changes and how it impacts on the effective and efficient operation and management of a Motor Industry business. It will provide practical guidance on how to navigate your obligations as an employer.

TRAINER: Niamh Cassidy, Hayes Solicitors & Colin Walsh, SIMI

LOCATION: Online

DAY SCHEDULE: 10am – 12pm

DURATION: Two hours

COST: Free, SIMI Members only

Estimating Systems Online Certification (Audatex)

Thursday November 30 or Thursday, December 7

Audatex training team have developed an online version of the Audatex certification course, to allow users to continue their required training in an online format. There are minimum requirements that the delegates are required to meet, in order to attend an online course, such as having Zoom video-conferencing installed. Full list of requirements and specifications can be found on Audatex website. As this online certification course is subsidised by Skillnet Ireland, all trainees must complete a trainee profile sheet in advance of training and a Reaction to Learning form on completion of training. These forms will be issued by SIMI Skillnet upon registration and completion of the course.

TRAINER: Audatex

LOCATION: Online

DAY SCHEDULE: 8.45am – 1pm

DURATION: 4 hours, 15 minutes

COST: €246 incl. VAT for SIMI Members; €270.60 incl. VAT for non-Members



FOR MORE INFORMATION:

Contact Teresa O'Neill, Network Manager on email: toneill@simi.ie
or call + 353 1 6761690

TOP 10 SELLING CARS 2023

Hyundai Tucson **5,141** 4.6%Kia Sportage **3,371** 3.0%Toyota Corolla **2,973** 2.6%Toyota Yaris Cross **2,946** 2.6%Volkswagen ID.4 **2,756** 2.5%Toyota Yaris **2,630** 2.3%Nissan Qashqai **2,529** 2.2%Toyota C-HR **2,483** 2.2%Škoda Octavia **2,374** 2.1%Hyundai Kona **2,071** 1.8%

NEW PASSENGER CAR REGISTRATIONS

Marque	01/08/23 - 31/08/23	01/01/23- 31/08/23	Market share 2023 %
Alfa Romeo	3	53	0.05%
Audi	421	4867	4.32%
BMW	435	4214	3.74%
BYD	77	394	0.35%
Citroën	79	1148	1.02%
Cupra	102	1474	1.31%
Dacia	163	4531	4.02%
Ds	7	205	0.18%
Fiat	21	507	0.45%
Ford	279	5491	4.87%
Honda	22	215	0.19%
Hyundai	875	11426	10.14%
Ineos	4	4	0.00%
Jaguar	8	75	0.07%
Jeep	10	70	0.06%
Kia	822	8260	7.33%
Land Rover	68	633	0.56%
Lexus	61	560	0.50%
Mazda	109	1214	1.08%
Mercedes-Benz	172	2664	2.36%
MG	247	1485	1.32%
Mini	35	593	0.53%
Mitsubishi	0	0	0.00%
Nissan	297	4368	3.87%
Opel	101	2636	2.34%
Ora	0	30	0.03%
Peugeot	215	4166	3.70%
Polestar	23	259	0.23%
Porsche	20	418	0.37%
Private Import	12	63	0.06%
Renault	231	3935	3.49%
Seat	163	2592	2.30%
Skoda	1029	9559	8.48%
Ssangyong	3	59	0.05%
Subaru	5	39	0.03%
Suzuki	172	1819	1.61%
Tesla	352	2562	2.27%
Toyota	612	15609	13.85%
Volkswagen	787	12521	11.11%
Volvo	89	2004	1.78%
Daf	0	7	0.01%
Total August 2023	8131	112729	
Total August 2022	8154	95269	
Change 2023 - 2022	-23%	17460	
% Change 2023 - 2022	-0.28%	18.33%	

TOP SELLING CARS AUGUST 2023

Position	Model	Units sold	Market share %
1	Hyundai Tucson	329	4.1
2	Škoda Octavia	294	3.6
3	Hyundai Kona	286	3.5
4	Kia Sportage	264	3.3
5	Kia Sorento	234	2.9

Position	Model	Units sold	Market share %
6	Škoda Kodiaq	202	2.5
7	Tesla Model 3	188	2.3
8	MG4	176	2.2
9	Volkswagen ID.4	172	2.1
10	Tesla Model Y	160	2.0



NEW LIGHT COMMERCIAL REGISTRATIONS

Marque	01/08- 31/08	01/01 - 31/08	% Share
Alfa Romeo	55	232	0.92%
Audi	1	3	0.01%
Citroën	179	1696	6.73%
Dacia	10	109	0.43%
Fiat	71	1159	4.60%
Ford	492	5724	22.71%
Fuso	13	114	0.45%
Hyundai	7	57	0.23%
Isuzu	12	122	0.48%
Iveco	15	195	0.77%
Kia	20	36	0.14%
Land Rover	15	328	1.30%
MAN	19	104	0.41%
Maxus	26	163	0.65%
Mercedes-Benz	93	1011	4.01%
Mitsubishi	0	0	0.00%
Nissan	27	454	1.80%
Opel	174	1952	7.74%
Peugeot	280	1802	7.15%
Renault	217	3731	14.80%
Ssangyong	6	100	0.40%
Subaru	0	0	0.00%
Toyota	101	2851	11.31%
Volkswagen	378	3217	12.76%
Private Import	6	47	0.19%
Total August 2023	2217	25207	
Total August 2022	2097	19096	
Change 2023 - 2022	120	6111	
% Change 2023 - 2022	5.72%	32.00%	

Current stats available at time of print.
The latest statistics are available online at:
<https://stats.beepbeep.ie>

BUSES/COACHES REGISTRATIONS

Marque	01/08- 31/08	01/01 - 31/08	% Share
DAF	4	28	10.00%
Higer	2	15	5.36%
Isuzu	0	6	2.14%
Iveco	0	17	6.07%
MAN	0	0	0.00%
Mercedes-Benz	0	1	0.36%
Scania	0	6	2.14%
Sunsundegui	0	1	0.36%
Tekaydinlar	1	6	2.14%
VDL DAF	0	37	13.21%
Volvo	2	62	22.14%
Wrightbus	0	7	2.50%
Yutong	0	5	1.79%
Private Import	4	89	31.79%
Total August 2023	13	280	
Total August 2022	11	235	
Change 2023 - 2022	2	45	
% Change 2023 - 2022	18.18%	19.15%	

NEW HEAVY COMMERCIAL REGISTRATIONS

Marque	01/08- 31/08	01/01 - 31/08	% Share
DAF	35	330	14.85%
Dennis Eagle	4	15	0.68%
Fuso	2	20	0.90%
Isuzu	7	71	3.20%
Iveco	13	63	2.84%
MAN	16	126	5.67%
Mercedes-Benz	33	213	9.59%
Renault	37	292	13.14%
Scania	95	623	28.04%
Volvo	54	443	19.94%
Private Import	0	26	1.17%
Total August 2023	296	2222	
Total August 2022	238	1683	
Change 2023 - 2022	58	539	
% Change 2023 - 2022	24.37%	32.03%	

Leading the way for over 30 years



James Foy, of James Foy Auto Service, talks long hours, an eventful year, and what a SIMI Vehicle Recovery Operator of the Year award means to the company.

It's been an eventful 12 months for James Foy Auto Service. When asked to describe the company's past year, James summarises it in one word – 'busy!'

"A few things happened in the last year," he says. "Three [events] spring to mind; firstly we identified the need to expand our team, so we took on two new apprentices. Then we expanded our fleet by purchasing a new Mercedes Atego Euro6 Low Emissions truck, which means 80% of our fleet are now low emissions vehicles. We hope that 100% of our vehicles will be low emissions vehicles by 2026. The third event over the last year was that our son Brian won the Jack Ovenden Award at the Institute of Vehicle Recovery awards ceremony and was recognised as an excellent recovery operator, role model and ambassador for the industry at 19." Speaking of accolades, for companies like James Foy Auto Recovery, much of the hard work is unseen, so awards are a welcome form of recognition. "Receiving awards like this is important to us as a lot of work goes on beyond closed doors that only some see," says James. "Be it late night runs, middle of the night calls, or up before dawn, our lads have experienced it all. We understand this is part of the line of business we are in, and we are grateful for the opportunities, but these types of recognition are a nice pat on the back from time to time!"





While the customer base includes truck drivers, everyday motorists and motorcyclists, there's no clear pattern or breakdown of the customer base. "It's a bit of a mixed bag really," says James. "No two weeks are the same! One week we could have all cars, and the next week our heavy vehicles for truck recovery could be out three days in a row." James Foy Auto Service has been in business for over three decades, which has given the company a long time to evolve. "The dream started in 1989 with a Toyota Dyna!" James says. "And from there we gradually grew over the last 30 years – slow and steady wins the race and all that. We have seen a lot of changes over the years as the industry and technology have significantly developed. It took time to adapt to some developments more than others, but there is great training available to ensure we keep up with the times."

James Foy Auto Service is an independent business, which he says suits the organisation: "The advantages are that you have the opportunity to develop and grow your business in the direction that best suits you, your staff and your customers. It's fair to say there aren't many disadvantages but the one that springs to mind is that there are no days off – 24/7 can be demanding, but very rewarding."

Unsurprisingly, James credits his colleagues and partners for the award, and the company's continued success. "I think we were recognised for this award due to the team effort and experience we have grown and developed over

the years. I'd like to take this opportunity to thank the lads that work alongside me and my wife Geraldine – awards and opportunities like these wouldn't be possible without their hard work, flexibility, and continuous support in the background."

James Foy's history and services

James Foy Auto Service, based in Sligo, have been providing the public with an honest, reliable and prompt service since 1989. With over 120 years' combined experience, they specialise in vehicle, accident and breakdown recovery and have provided a successful 24-hour service for the past 30+ years.

The company can tow any vehicle, including motorbikes, cars, commercial vehicles and coaches. All drivers are IVR-trained and have a wealth of experience in vehicle recovery. James Foy provides both a local and national service and has a specialised mobile fuel assist van to drain diesel mistakenly put into petrol cars and vice versa. They can also arrange for car hire / taxi and secure storage. They take great care with every vehicle they lift to ensure there is no damage caused.



Based in Limerick, AutoXpress have built a reputation as providers of luxury cars for reasonable prices. Ger Cremins, manager, talked to Irish Motor Management about ongoing challenges, their broad customer base and building customer trust when they're not in the same room

The Irish motor industry has seen seismic changes in recent years, with Covid, Brexit and the war in Ukraine. AutoXpress, like all dealerships, have had to adjust. This means, among other things, more online communication with customers, and tackling additional logistic challenges from the UK. Through it all, the principles remain the same – namely, dedication to a top-class customer experience.

"We started in 2005, very small, and we saw a niche in the market for luxury cars for less," says Ger Cremins, Manager.

"When someone comes in, it's about the customer from start to finish. So, it's not selling a car, it's about finding what they're looking for and suiting their requirements. I'm big into the customer experience. I always say to put yourself in the customer's shoes. If I go for a bite to eat – the customer experience is important to me. And I think people think the same way when buying a car. People want a friendly environment, their questions answered, and to get what they were specifically looking for."

"Then with Brexit and its challenges, it made us focus even more on the customer. You buy from us, allow us to service it here, and in three- or four-years' time, you might come back and trade in."

Ger and his colleagues take pride in both their showroom and stock, but he maintains that margins can be challenging. "Answering difficult questions is important," he



says. "We have a state-of-the-art showroom. People think we're making thousands per car, but we're not. It's about customer over profits all day long. I know our bank manager wouldn't like to hear that, but it's true."

"When it comes to selling, it's about homing in [on customer's needs], or 'benefit selling.' My mother always says you get two ears and one mouth for a reason!" When it comes to the SIMI Award, Ger says that the recognition has had a positive impact on the company's morale. "In fairness, it affects us a lot," he admits. "We were on top of the world. Recognition like this makes all the grey hairs and long days worthwhile. We realised we must be doing something right. Yes, it's a trophy, but it's the recognition that we must be doing right in spite of events like Covid and Brexit, which can decimate a business like ours. It's about re-adapting: How do you sell cars during Covid? How do we deal with Brexit paperwork?" Another issue is supply chain, which Ger says is 'very challenging'.

"The pot of supply is getting smaller," he says. "Issues are combining to make catastrophic implications for the whole industry. With Brexit, you're now dealing with a country outside the EU. So, you may as well be buying from Argentina and not London. What I have found is that some British businesses don't see the bigger picture regarding leaving the EU."

"Covid also hurt supply chain – people held onto cars [for longer than before] and that trickles all the way from people who change cars regularly, all the way down to the people who have cars that are 20 years old."

"The past year has been better – but it's all about readapting. We have to make sure our stock is a million percent, survive on smaller profits but sell more cars. Quantity is important."

On that note, AutoXpress are expanding their reach, to source cars from further afield. "We're bringing in cars from Japan. Most importantly, our customers – whether it's €100,000 or a €5,000 spend – get the same experience." AutoXpress has a customer base far beyond their Limerick showroom, and indeed, many customers buy vehicles without setting foot on the premises.

"A high percentage of customers are based outside Limerick," says Ger. "People are buying cars from WhatsApp videos. Many customers don't see cars until they collect them. So, it's about building trust. After all, outside of a house, a car is the biggest expense."

"We build that trust by being honest – if someone rings from West Cork, we can send a video with every detail – even scratches and bumps – and explain what we'll fix before the purchase."

"In the motor industry, there was a persona of [salesmen like] Arthur Daly in the sheepskin coat. Those days are gone. Now, with advances of technology, the days of someone going to 20 outlets on a Saturday are well and truly gone."

"You can research before leaving the house – people know what they want to see before they walk out their front door. They know where they're going, which car type they need, which make, model. With Google they can have reviews and



specs before leaving the house."

Another challenge for the motor industry is inflation. Ger says that 'absolutely' inflation is an issue for customers. "There's uncertainty," he says, "so it's hard to plan 12 months ahead at the moment. Most car investments are three – five years. There's also instability regarding jobs [in some industries]: If you're working in tech, for example, you're not in a rush to get a five-year lease. There's that as well." On the EV front, Ger is not the first to say that infrastructure needs work. "People are wondering if it's worth [buying an EV]. EV charging points used to be free, and now drivers are being charged for using them. A fast charge can cost €25. We don't have broadband infrastructure let alone electric charger infrastructure. And customers are clued into these things."

"I was talking to a colleague from Lithuania, where they put charging points into lampposts. That's a good example of a country with the right EV infrastructure."

AutoXpress is an independent dealership, which has its benefits, Ger says: "The advantage is that we're not affiliated with one brand – we can meet customers' needs ahead of our own and we can give independent advice."

"The disadvantage would be the supply for parts. Main dealers would have their own supply chain – parts might go to main dealers first."

Cash management and tax tips

Michael Neary of Grant Thornton discusses spending trends and their implications, and offers timely advice on cash flow management



The CSO reported Irish Household Savings Rates (HSR) of 13.7% in Q1 2023, aligning closely with the average EU HSR of 13.3%. This is a sharp decline from 24.4% in Q4 2022, indicating an uptick in consumption and drop in household income, closer to pre-pandemic levels. Interplay between HSR and the CPI becomes clear in the context of Motor Vehicle prices. The Consumer Price Index (CPI) recorded a 5.5% increase in Motor Vehicle prices year-on-year. This upswing is a result of various influential factors, such as electric vehicle (EV) grant availability and changing consumer tastes, as discussed below.

There has been an increase in demand for new motor vehicles in Ireland. New car registrations are up 18% in August 2023 compared to August 2022. New EV sales are up 607% since 2019, with 20,218 registered so far in 2023. and EVs are becoming more price competitive in the US compared to China, targeting increased share in US and EU markets. This is attributed to the US Inflation Reduction

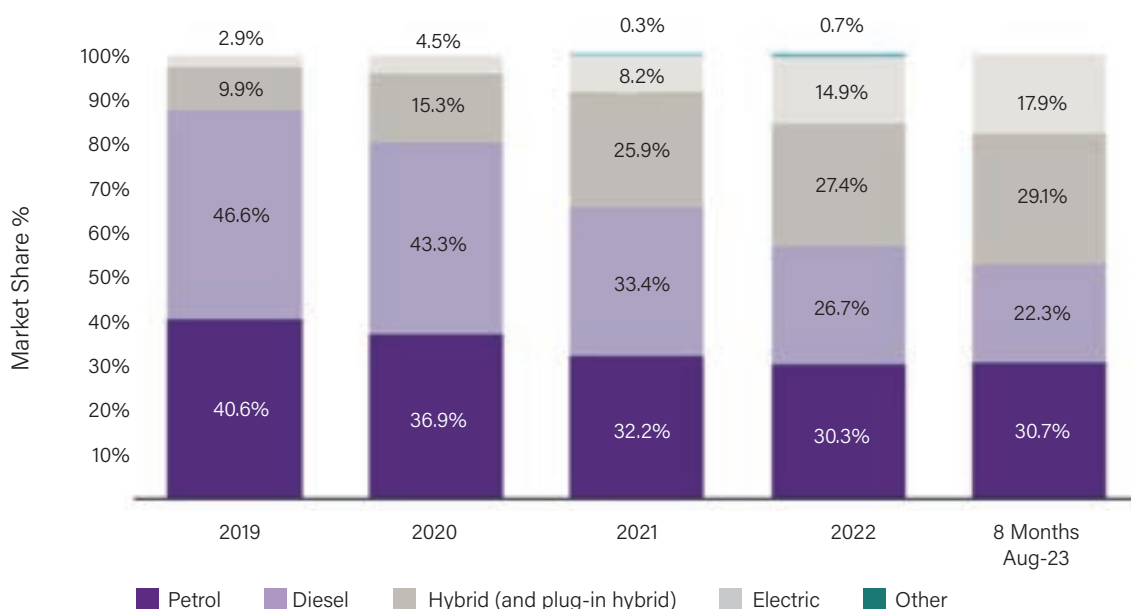
Act's emphasis on emission reduction. In line with this, the UK's Zero Emission Vehicle (ZEV) mandate is pressuring manufacturers to switch to EV supply with targets of 100% EV sales by 2035. The Irish Climate Action and Tax Paper (published by the Department of Finance) has also outlined how the State has committed to a 51% reduction in greenhouse gas emissions by 2030.

Given the increased presence of carbon emissions legislation reshaping the landscape of the automotive industry, it is important that your dealership effectively manages its cash flows. We recommend the below tips in order to effectively manage your cash.

Create a cash flow forecast

Creating consistent and precise cash flow predictions is a crucial step to identifying potential issues in advance. The first step involves developing a set of expectations, which act as the foundation for your forecast.

NEW VEHICLE REGISTRATIONS BY ENGINE TYPE | MARKET SHARE %



Source: <https://stats.beepbeep.ie/motorstats>

These assumptions should encompass predictions regarding price escalations for inventory and the corresponding adjustments to the pricing strategies. Your forecast should incorporate sales projections, taking into account variables such as seasonal fluctuations and prevailing market conditions. Once you have developed a reasonably accurate picture of your anticipated sales, it is essential to calculate the expected revenue, and the timing of incoming payments associated with these transactions, for example considering the ratio of outright purchases versus vehicles purchased via financing arrangements. Expenditure such as wages and salaries, suppliers' costs, rent and rates, and the purchase of new assets should be factored in. You may also need to add interest payments and insurance premiums. Using prior year accounts as a checklist will help anticipate new incomings and outgoings for the next 12 months. This will enable you to have a reasonably accurate view of your opening and closing financial position in one month, six months, and twelve months' time.

Evaluate Your Financial Situation

The process of creating a cash flow forecast is an ongoing one. Regular reviews and updates are crucial to align with your business' current dynamics and rectify any initial assumptions, maximising the value derived from the forecast. Additionally, it is vital to subject your projections to various scenario testing. For instance, if your sales unexpectedly dropped by 25 per cent, would your ability to cover essential expenses remain intact? What repercussions might arise if there is a need for equipment repairs or acquisitions?

Additional cash management tips

Further examples of good cash management practices your dealership should consider include:

- 1) Putting excess cash on deposit ensuring all cash received daily is deposited;
- 2) Consider reviewing expensive debt facilities that may be in place;
- 3) Implement a separation of duties for cash handling and cash reconciling activities;
- 4) Where possible, simplify your accounting by using quality accounting software and hiring an accountant;
- 5) Build a cash reserve that can be used in the event of an emergency;
- 6) Ensure that business and personal finances are kept separate; and
- 7) Assess leasing equipment rather than purchasing.

Tax Tips

For any industry, tax is an inevitable cost to the business. Planning for your tax liability and being aware of your allowable tax deductions and credits, outlined below, should aid in cash flow management.

1. Pay your tax on time

One method of managing your cash balance is to avoid unnecessary penalties or interest charges due to lack of

tax compliance. Where Corporation tax or Personal tax are underpaid, interest will accrue at 0.0219% per day accompanied by a penalty of up to €63,485. For PAYE and VAT, an underpayment of tax will see an interest charge of potentially 0.0274% per day plus penalties (€4,000 per compliance failure for VAT and €63,485 for PAYE breaches). Preliminary tax payments for the next year must accompany the filing of your return. If you are a particularly large entity, a second top-up preliminary tax payment and transfer pricing reports may be required to fulfil your tax obligations. Failure to do so will result in further interest and surcharges.

Many companies warehoused their tax liabilities during the Covid-19 pandemic. When analysing cash-flow, consideration should be given to the repayment of same in a timely manner.

2. Purchase of vehicles in use for the purposes of the business

Tax relief against corporation tax in the form of Capital Allowances on vehicles acquired for the purpose of the business may be available at 12.5% over eight years based on the emissions level of the vehicle.

For electric or alternative fuel vehicles, a company may claim accelerated capital allowances of 100% in the first year of use, helping to reduce their corporation tax liability.

3. Use of a motor vehicle by employees

A car (excluding electric vehicles) provided to your employees for their own private use is deemed a benefit-in-kind, forming part of the individuals employment remuneration. This may hinder cash flow as the company is required to operate the PAYE tax and Employers PRSI through payroll on the benefit.

Where you provide an electric car to your employee for personal use, a discount is provided against the open market value of the car, depending on the year the car is provided. For example, for 2023 the discount is €35,000. This discount may exempt the car from BIK or result in a reduction in the tax payable.

4. Cost deductions

Motoring costs incurred wholly and exclusively for the purposes of the trade are tax deductible. The relief available depends on whether the costs are capital or revenue in nature. A full review should be undertaken to identify any revenue expenses.

5. VAT

The transfer of vehicles from a dealer to a financing house is a taxable supply which should be subject to VAT.

Where bad debts arise, relief may be claimed on the VAT incurred where you have accounted for the VAT on the supply to the customer and the customer has defaulted in payment. You must have taken reasonable steps to recover the payment.



Bright Ideas

Solar energy is a logical choice for car dealerships, and there is a range of incentives to help them make the switch. We talked to a dealership, an energy provider and a representative from Sustainable Energy Authority of Ireland (SEAI) about how and why car dealerships can get on board with solar

Climate change is a crucial issue today for all business owners and, indeed, their customers. Car dealerships, by their design - spacious showrooms and roofs - are well suited to avail of solar energy, which can positively impact the environment and their bottom lines.

So, it's unsurprising to see numerous dealerships across the country opt for cleaner solar energy solutions. Hutton & Meade is one such dealership. Nigel Brennan, general manager, says there were numerous reasons for looking into solar energy. "The primary one was the rising cost of energy," he says. "In fact, we were partway through the conversation with suppliers when the war in Ukraine started, which pushed energy costs through the roof in a short space of time. When the war happened, we knew that even at the lower price of energy, where we based our initial calculations, we'd be on a quick payback. Now, we're seeing an even quicker payback based on rising costs. "The second reason was in the EV space, we thought the demand for power would be rising because of all the EVs we'd be frequently charging for customers in advance for handover. It was only going to go up in terms of demand," Nigel adds.

"The biggest and most obvious benefit of installing solar is the reduction in your electricity bill," says Esme Murphy,

commercial manager of Pinergy. "Generating your own electricity reduces your requirement to purchase electricity via your provider. In some cases, businesses will over-generate at certain times and they can now get paid for this export to the grid. Since solar energy is a renewable source of energy, with no harmful emissions, by installing a solar system the Motor Industry can help reduce their carbon footprint and contribute to a cleaner environment. "Savings are calculated based on the size of the system, and how much electricity it will generate," she adds. "If a system generates 40,000kwh per year, and this is fully consumed on site it means the customer is not buying 40,000kwh from the grid. Forty thousand multiplied by the customers' kwh unit price from their provider = the savings per annum. For example, 40,000 x 29 cent = €11,600."

Choosing a supplier

Solar is still a relatively new technology, so Hutton & Meade did its research before choosing a supplier. Thankfully, there's precedent now, and individuals in dealerships they could talk to who've been through this energy transition before. "Like every good motor business, we do a lot based on referrals," says Nigel. "We were aware of a number of providers, and we knew of fellow



dealers who had started their journey. So, we reached out to motor retailers around the country and asked them who they were using. We chose one to engage with, and when we talked to them, we got a number of alternative propositions in order to ensure that we were making the right decision."

Esme adds: "An initial desktop discussion document with estimated figures was produced. Based on this report, and initial findings Hutton & Meade were keen to continue the conversation. The next step was a technical site survey, where the electrical infrastructure was checked and photographs were taken of the roof. This then allowed for a final design and quote to be presented. Once received, Hutton and Meade made a quick decision to proceed and that allowed our team to submit the grid connection application to ESB on the customer's behalf. While we were waiting for approval, the project plan was finalised and we were ready to install as soon the approval was granted."

One concern about solar panels, especially in a country with Ireland's weather, is dependence on the sun. But, Nigel says, even on a cloudy day, energy is generated. "If you look at August, and bear in mind that wasn't a sunny month, we generated 52% of our requirements. That came to nearly 4.5mw. Even as I speak, and it's a cloudy day, we're generating 12kw, which is half our requirements. We've had sunny days when we put over 20kw in an hour back into the grid."

Another issue is the nuts and bolts of installation, and the time and disruption involved in making the energy change. But again, Nigel says that disruption was minimal. "There was no transition really," he says. "It was seamless.

The panels arrived, were installed, you heard a few guys walking on roofs for a week or two. Later, other people came to commission it. It was seamless. So, there were installers, and guys who turned it on. The whole process took roughly two weeks. The biggest delay we had from decision to installation was the process of applying to ESB for the NC7 approval. The NC7 approval means that ESB needs to sanction and approve what you may put back into the grid. It approves you putting up to 50kw back into the grid," he explains.

"There has been a number of changes in the Irish solar industry over the past 18 months," says Esme. "An ease on rooftop planning permission requirements, the introduction of Feed in Tariffs for systems up to 200kw, and most recently the announcement of the SEAI Non-Domestic Microgen Grant (NDMG) [see panel] have all helped grow the industry by removing some barriers.

"The NDMG grant is the first commercial solar grant and is available for systems up to 1mw. It is a simple application with grant values up to €162,600 available."

Saving money and the planet

One of the biggest selling points for renewable energy (apart from helping the planet) is that it pays for itself. And Nigel maintains that that's definitely the case: "Early indications are that it has been more cost effective than what we originally considered based on the decision being made in advance of the Ukrainian scenario. It will absolutely pay for itself. At the time of the decision, it would've paid for itself in 24 months, but now we think it will be closer to 18 months."



Esme adds: "The Motor Industry is leading the way in solar installations. This is as a result of a number of factors – increase in energy use due to EV charging, increase in electricity costs and an environmental awareness in the sector. Overall, solar energy will continue to grow across all sectors in the coming years as technology continues to advance, install costs decline and government policy continues to offer more support."

"As businesses we have massive roof space and therefore plenty of space to install PV panels," says Nigel. "With the new non-domestic micro gen grants there, factored in now, there's no doubt that any motor retailer that does an analysis will find that it is going to be cost effective."

The Non-Domestic Microgen Grant

The Non-Domestic Microgen Grant (NDMG) provides financial assistance to help businesses and other sectors to install solar PV panels to generate electricity on site. This technology reduces commercial electricity costs and increases security of supply, while enhancing a positive sustainability image. Grant funding is available for systems up to a maximum 1000kWp. Eamonn Shiels, programme manager for commercial retrofit at Sustainable Energy Authority of Ireland (SEAI), talks us through the new grant and application process.

"The main direct and simplest one is a Non-Domestic Micro Grant scheme. It's a simple scheme, highly accessible – it takes 10 minutes to apply. You go online and use a registered [PV installation] provider from a table of different companies on the site. You can select, and filter, and then pick the county, and you'll get a list of relevant companies. We advise getting three quotes for getting a sense of price – out of three you'll find one more suited to your business.

"Once you pick, you go on and register online. And you carry out the application process. All you need to know is, outside of standard company info, who you selected as provider, and the size of system putting in (which you'll agree with beforehand with provider). There's no big manual review process. Once you finish the online application, you'll get an email within a few minutes.

Your contractor gets an email too, saying 'this customer has selected you to take out the grant-based works.'

"At that stage, you're finished with us, until your contractor applies to us for funding. It's a streamlined application process.

"There are time-consuming elements – like pricing, and installation. But from our point of view, it's all automated on the front end, allowing you to get the work done as quickly as possible.

"For someone with multiple garages – you can apply under each Meter Point Reference Number (MPRN) – from dealer's point of view, that restriction has been removed. There's no restriction – if someone has 10 garages and they all have a separate ESB number, they can apply for each of those garages individually without restriction.

"Grant funding rates are available online, but once you go pass a certain threshold of energy generated, every kilowatt peak you move up, you get an extra bit of money cumulatively. The overall cost reduces as you get a bigger system.

"For garages, where electricity is a high cost, and they have the roof space, and electric cars, PV panels are especially suited."

AFTERMARKET



OILS &
LUBRICANTS

MOTUL COMPARES THE 8100 RANGE TO A SWISS ARMY KNIFE



Motul says it is proud to be the brand that introduced the automotive world to, arguably, the three biggest advances in lubricants in the second half of the 20th Century: Multigrade Motor Oil in the 1950s, semi-synthetic oils a decade later and then the world's first fully synthetic motor oil - Motul 300V. Currently, Motul has one of the most comprehensive product ranges on the market and Motul 8100 range, which tops its everyday motor oil ranges, is fully synthetic in all of its variants. Motul compares the 8100 range to a Swiss Army Knife, combining many different recent types of approvals for engines from a host of different OEMs.

Motul has devised the 8100 range in such a way that dealers, factories, and workshops are able to cover a wide spectrum of cars - with full OEM approval, but with a minimum number of references. Motul's 8100 range therefore covers most modern engines, whether normally aspirated or turbo/supercharged, and whether they are petrol or diesel fuelled. In addition to engine oils to cater for any type of vehicle - including a dedicated hybrid range - Motul products extend to transmission oils, brake fluids, greases, workshop spray products, cooling fluids, antifreeze, hydraulic fluids. The brand also offers a specialist range of Motul Classic lubricants for passenger cars, as well as a similarly wide range for Motorcycles.

Motul has two ranges of additives for engines, transmissions and cooling systems. One is aimed at professionals for workshop use and even includes an automatic dispensing system, which allows new additive to be installed while a workshop technician gets on with other tasks. The Motul consumer additive range is aimed at the DIY motorist end-user and offers a wide range of opportunities to retailers.

MOTUL NGEN: lubricants for generations to come

Now, Motul presents the NGEN range, which sets new standards for sustainable and resource-saving high-performance engine oils for cars and motorbikes. Motul NGEN HYBRID is a genuine product revolution for drivers of hybrid cars. After Motul presented Motul HYBRID in 2016, the first engine oil tailored to the requirements of

hybrid vehicles, the product now receives a real sustainability upgrade. Motul NGEN HYBRID contains up to 25 per cent oil from renewable raw materials and supports better fuel efficiency as well as improved response and starting behaviour. The special formula with various additives and ester core technology protects the engine better against deposits and provides reliable lubrication even at the low engine temperatures typical of hybrid vehicles. Motul NGEN HYBRID meets the latest API SP and ILSAG GF-6 standards as well as JASO GLV-1.

In the motorbike sector, Motul's NGEN 5 is a high-performance and reliable engine oil for everyday use - tackling the challenges of both urban and rural environments. NGEN7 is the first choice for all motorcyclists for the demands of sporty driving behaviour.

"In the more than 170 years of the company's history, Motul has not only always adapted to new technological challenges and regularly set new standards, but has also remained true to its own demands for uncompromising performance", explains Motul UK and Ireland Sales and Marketing Manager, Andy Wait.

Motul believes that the new NGEN product line marks another milestone on Motul's journey of innovation. And this milestone is particularly environment and resource-friendly.



Sustainable inside and out

All Motul NGEN products use either high-quality regenerated raw materials in their formulation, or oils from renewable biological sources. This not only reduces production-related CO2 emissions, but also saves fossil raw materials and enables more sustainable production.

In addition to the contents, all bottles consist of 50 percent recycled plastics and are made to be 100% recyclable. Motul 8100, Motul NGEN HYBRID and Motul NGEN 5, and Motul NGEN 7 are now available throughout Ireland. Motul has dedicated technical back-up and the full range of Motul Lubricants and related products is available in Ireland through Alpha Lubricants.

8100 & NGEN TOP PERFORMERS

Pedigree, Performance and now market-leading Sustainability

The 8100 range combines many different recent type approvals for engines, from a host of different OEMs into this single but wide-reaching range.

Motul NGEN – The first sustainable oil for Hybrids providing higher Fuel Economy performance, better engine response and start-up performance, an extended protection to the engine and better engine cleanliness.



Find the right
Motul product
for your vehicle



The full range of Motul products is available in Ireland through **ALPHA LUBRICANTS**
sales@alphalubricants.ie or phone +353 (0)21 488 9814 – www.alphalubricants.ie

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MOTUL

NEW LOOK CASTROL

Recently, Castrol introduced new 'small pack' product bottles across its product portfolio in Europe. The new 1L, 4L & 5L bottle shape has been purposely designed for logistical efficiency and product durability.

These bottle designs also carry new look labels for Castrol EDGE, Castrol MAGNATEC and Castrol GTX small pack products.

CASTROL EDGE - UNLOCK THE VERY EDGE OF PERFORMANCE

Castrol EDGE is tested at the highest standards to meet the challenge of maintaining the high-performance levels expected by drivers, whilst engine technology adapts to meet the demanding legislative limits.

CASTROL MAGNATEC PROTECTS MILLIONS OF ENGINES AROUND THE WORLD

To respond to increasingly urbanised environments, Castrol developed MAGNATEC with patented DUALOCK technology. Castrol MAGNATEC clings like a magnet to the vulnerable metal surfaces in your engine during warm-up. The unique patented molecule in DUALOCK Technology then locks together with the other MAGNATEC molecule, forming a

forcefield that provides 50% better protection from warm-up wear and re-start wear.

CASTROL GTX - HELPS EXTEND ENGINE LIFE

Castrol GTX has met the needs of consumers and vehicle manufacturers since 1968, and continues to innovate and remain a trusted brand today. Severe driving conditions such as heavy traffic, poor fuel quality, harsh driving conditions and exceeding oil change intervals can all cause the build-up of a thick, tar like substance called sludge. Sludge can block your engine's vital oilway and, if untreated, can rob an engine of its power and ultimately its life. Castrol GTX Double Action formula cleans away old sludge and protects against new sludge formation better than tough industry standards.

CASTROL OEM PARTNERSHIPS

Castrol's reputation for innovation and performance has helped it become the oil lubricant of choice for some of the world's leading vehicle manufacturers. At Castrol, products are developed that meet OEM specifications that allow millions of new vehicles to roll off the production line filled with Castrol inside, whether that be for engines, transmissions, or EV batteries.



AUTHORISED DISTRIBUTOR Franchised Workshops

Working closely with Castrol's OEM partners at Ford, Renault, Volvo, Jaguar and Land Rover delivering excellent technical, sales, logistics, and administration support.

Nationwide delivery service

Dedicated bulk and pack delivery service.



Exclusively representing Castrol in the franchise workshop, industrial, marine and power generation sectors.

Contact us to discuss your Lubricant

lubes@certaireland.ie 057 8684500

Source LS Ltd T/A Certa Lubricants, Unit 8 Portarlinton Business Park, Portarlinton, Co. Laois

Wolf Lubricants drive innovation with Ecotech 0W-8 GLV-1

Serfac is now stocking Ecotech 0W-8 GLV-1, the lowest viscosity engine oil in the Wolf Lubricants product range.

This state-of-the-art engine oil combines ultra-low viscosity and high fluidity, guarantees effortless cold starts and significantly reduces wear and tear. Additionally, it offers remarkable fuel efficiency and reduced emissions.

With tighter fuel consumption and carbon emissions regulations being implemented for passenger cars across several countries globally, OEMs are carefully examining the entire vehicle to pinpoint potential areas for enhancing fuel economy. Despite a growing electrification trend, it is estimated that around 80% of vehicles sold by 2035 will still be equipped with internal combustion engines. As a result, enhancing the fuel efficiency of traditional ICE powertrains continues to be a major priority for OEMs.

With a legacy of 65 years, Wolf Lubricants remains at the forefront of market trends and tackles challenges with innovative solutions. To meet the growing demand for improved fuel economy, the Wolf team has developed this cutting-edge solution that utilises an ultra-low viscosity formula to provide outstanding fuel efficiency benefits. Using enhanced additives, Wolf ensures that this latest product provides ultimate protection for all the engine's moving parts, while ensuring significant fuel economy benefits.

Wolf Ecotech 0W8 GLV 1 has been specifically developed to meet the challenging requirements of JASO GLV 1 for Japanese car OEM'S recommending SAE 0W 8. This product has been designed to safeguard turbochargers in TGD1 engines and has exhibited outstanding performance in hybrid applications.

This engine oil is suitable for use with several models, including the Mazda 2 Hybrid 1.5 VVT-I, Toyota



Yaris Hybrid, and Toyota Yaris Cross Hybrid.

"Wolf Lubricant's focus is on taking product development to the next level for both today's and tomorrow's engines and they have shown that they are ahead of the curve yet again by producing this vital engine oil for modern vehicles that prioritizes fuel economy and engine protection," commented Gillian Fanning of Serfac Limited.

For more information, please contact the Serfac sales team or ask your Serfac area sales manager for more details.



OFFICIAL LUBRICANT PARTNER OF THE
FIA WORLD RALLY CHAMPIONSHIP



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www.serfac.ie

ADVERTORIAL

O'Brien Oil and Exol Lubricants mark 25-year relationship



O'Brien Oil, long term distributor of Exol Lubricants in Ireland, are celebrating their 25-year relationship with Exol, the leading automotive oils and lubricants supplier.

Based in Newport, Co. Tipperary, O'Brien Oil has been in business for over 37 years, owned by Jerry Moloney for the past 27. The lubricants distributor carries one of the largest stocks of automotive lubricants in Ireland, including all the latest engine oils for modern and vintage vehicles. O'Brien Oil also supplies Exol's full range of globally recognised products to the automotive, commercial, agricultural, industrial, and specialised sectors, with next-day delivery available across Ireland of pack sizes varying from 100ml to bulk road tanker deliveries.

The range includes:

- Premium grade low SAPS engine oils
- Semi-synthetic and mineral grade engine oils
- Manual and automatic transmission fluids
- Premium synthetic, semi synthetic and mineral gear oils
- Antifreeze/Coolants
- Greases
- Ad Blue
- Detergents

Due to Exol's continuous innovation to meet the latest OEM specifications their comprehensive range of automotive lubricants combine a high level of protection to engines and transmissions with long, trouble-free service life and quality underlined by several OEM approvals including Ford, Volkswagen, Mercedes Benz and Jaguar/Land Rover.

Jerry Moloney, director at O'Brien Oil, said: "Over our 37 years O'Brien Oil has built a reputation with the support of Exol for:

- Selling premium quality products blended from premium base oils and additive packs.
- Strict compliance with technical specifications.
- Excellent technical back-up and knowledge.
- Continuous innovation to meet the latest OEM specifications.
- Competitive pricing.
- On time deliveries.

In 2024, Exol will celebrate 40 years of lubricant blending in the UK, manufacturing 80 million litres annually of premium synthetic, semi-synthetic and mineral based lubricants, which are distributed in over 40 countries around the world.

Jerry Moloney, director at O'Brien Oil, said: "A recent fantastic addition to the Exol website is the Oil Finder Look Up where customers can enter their vehicle registration to find the right oil for their application. Customers, including garages and Motors Factors, are finding this very helpful. I plan to continue working closely with Exol and with their support continue being one of the leading lubricants suppliers in Ireland."

Oil Finder Look Up - <https://www.exol-lubricants.com/oil-check/ie/>

*O'Brien Oil Products LTD, Cully, Newport, Co. Tipperary
PH: 061-378399*

Email: sales@obrienoil.ie or obrienoil@yahoo.com

Website: <https://www.obrienoil.ie>



New vehicles

The latest models on the way to forecourts around the country.



BYD SEAL

The in-house developed, cobalt-free Blade Battery promises new levels of safety, durability, performance and efficient packaging.

Batteries: Battery capacity of 82.5 kWh

Pricing: From €40,567 for the COMFORT model



JEEP AVENGER

Electric range of up to 400km WLTP and up to 550km in pure urban settings

Battery: 54 kWh

Pricing: Starting retail price of €35,995



TOYOTA PRIUS

Fifth-generation Toyota Prius available exclusively as a Plug-In Hybrid (PHEV)

Battery: 13.6 kWh

Pricing: Retail starts from €45,900



MINI COUNTRYMAN

This is available for the first time with both a combustion and all-electric powertrain, offering up to 462 kms* of electric range

Battery: 130 kWh

Pricing: €48,550



MERCEDES AMG GET COUPÉ

Two models of the second-generation AMG GET Coupé will be available soon: an AMG GT 63 Coupé and AMG GT 55 Coupé, both equipped with 4MATIC + all-wheel drive.

Engine: AMG 4.0 litre V8 biturbo engine

Pricing: TBD

Moycalley Golf Club Hosts IMCTGA Return Visit

Moyvalley Golf Resort, Moyvalley, County Kildare, was once again the venue for the visit of the Irish Motor & Cycle Trades Golfing Association

Members travelled from all over the country to participate in what was the third IMCTGA outing of the year. Competition for the various prizes was intense and competitive in one of the hottest days of the year, with temperatures reaching 26 degrees.

The outing was held on Friday, September 8, in sweltering conditions and was, again, generously sponsored and supported by First Citizen Finance.

IMCTGA President Paul Carroll, during the formal dinner and prize giving, thanked all members for participating and acknowledged the very generous sponsorship from First Citizen Finance represented on the day by Sales Director Gerry Hargadon and his colleague George Ormsby.

The major competition on the day was for The Palmer Tyre Cup, with the overall winner Joe O'Grady taking top prize with a score of 44 points playing off a handicap of 19.

The winner of the Goff Memorial Cup back nine competition was Gerry Hargadon, First Citizen Finance, playing off a handicap of 12 with a score of 22 points.

The Seniors Competition winner, playing off a handicap of 17, was David Harpur with a score of 36 points.

The event proved to be a major success and was thoroughly enjoyed by all those who participated on the day. IMCTGA Secretary Con Dalton acknowledged the support of all members and thanked them for their continued interest, support and loyalty to the Association.



A delighted Gerry Hargadon, First Citizen Finance, receiving the Goff Cup from IMCTGA President Paul Carroll.



IMCTGA Secretary Con Dalton announcing the results and prize winners of the various competitions.



Left to right: Paul Carroll IMCTGA President presenting the Palmer Tyre Cup to Joe O'Grady overall winner on the day.



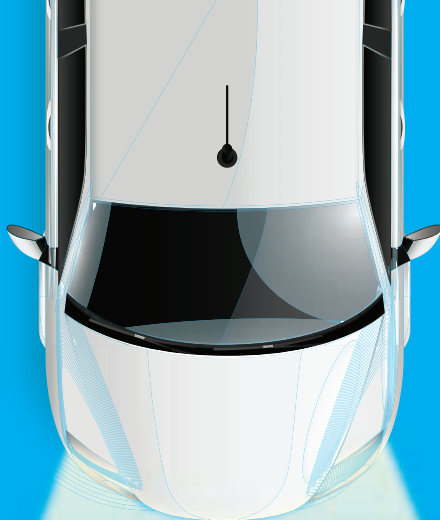
Left to right Gerry Hargadon, First Citizen Finance, Michael Holcroft from Drogheda, Paul Carroll IMCTGA President and Paul Mooney Koping Motors Dublin.



Runner up in the Palmer Tyre Cup, Cathal Brady receiving his prize from IMCTGA President Paul Carroll.



Left to right The Drogheda Lads Eugene Holcroft, Sean Holcroft and John Delaney enjoying the brilliant sunshine in Moyvalley.



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