

## **Minutes of WAVCA Members' Meeting**

Held at the Arden Hotel, Coventry Rd, Bickenhill, Solihull B92 0EH  
on Tuesday 27th February 2018 commencing at 11.00.

Members Present:

TBC - Davy Donnell (Chair)  
Allied Mobility – Peter Facenna  
Automotive Group - Phil Hind  
Bristol Street Versa Mobility - Joanne Ellison  
Brook Miller – David Knight  
Brotherwood Automobility - Rod Brotherwood; John Daniel  
Cartwright Conversions – Charles Pugh  
Gowrings Mobility - Nigel Brice  
Lewis Reed - Ian Newton  
Sirus Automotive – Simon Pearson

Linda Ling – WAVCA

1 Welcome

2 Apologies

Apologies had been received from Conor McElmeel, McElmeel Mobility and Bryce Greenwood from Lateral. There was no representative from Alfred Bekker present.

3 Minutes of last meeting having been circulated were signed off as a true record of the previous meeting.

### **4 Matters Arising not covered by the Agenda**

**Motability.** Vicky Fewins has a new role is in Customer Service.

DD advised we are still concerned about the level of customer service calls being made and the effect on bonuses. There was an open discussion about this. All Members felt strongly that it should be a representative sample which takes luck out of the equation. Members have challenged MO on some individual issues and have been successful. DK said they were struggling with responses with some of the long extensions and this can affect customer attitudes.

### **5 Financial Report (given at AGM)**

*PH circulated a copy of the bank statement which showed a bank balance of £19,370.36*

*DD said that in 2017 the industry had faced its biggest financial challenge yet, and and Members fulfilled this.*

*The Board has still to consider this, this afternoon, but the likelihood is that the Annual Subscription will remain the same for 2018, at £2,000 and £1500 for Trade Partners.*

## **6 PAS report (given at AGM)**

*LL reported as PAS Manager the current status of the PAS Accreditation Scheme.*

*There have been 140 PAS Applications to date.*

*There are currently 75 successfully completed PAS Accreditations.*

*The last Motability deadline was 31/12/17. Motability are up to date with all Accreditations. I am able to notify them within 48 hours of accreditations, often on the same day the details are passed to me from VCA. As you have heard any technical queries go through the WAVCA Tech WG very quickly.*

*We held a very interesting and successful Engineers' Day here yesterday with 31 engineers from 15 Member and Trade Partner companies, and 5 VCA engineers. VCA mentioned they now have a good team bedded in. As we are now PAS-ing new models which have been designed with PAS in mind, the process should be a little easier.*

*The PAS Review for 2017 was delayed by BSI and is now taking place in 2018. The WAVCA Tech WG (and in particular, Ian Hopley) will be working on this over the coming months together with a BSI Steering Group which comprises members from VCA; RICA; OEMs and SMMT. This will culminate in the publication of PAS2012:2018 later in the year. We have been promised financial support from Motability Operations but will need to budget for the WAVCA contribution as well as the people resource to achieve this.*

## **7 Technical Report (given at AGM)**

*Tech WG Chairman, David Vooght, reported as follows:*

*The Tech WG had another busy year. The core group consists of up to 8 including frequent input from our trade partners Q straint and Unwin. There is open participation for all Member companies and DV would welcome a few more to add to the resource and expertise.*

*The group considers the resolution of PAS technical queries, mostly raised by VCA on behalf of Applicants. VCA have been more thorough in the last few months, possibly as they have been training more engineers in PAS work and there seem to have been more requirements for interpretations in 2017. These Technical Interpretations (TIs) are posted on the website.*

*Participation in ongoing **General Safety Regulations** discussion including attending meetings of the European Motor Vehicle WG in Brussels through OECVA. Achieving exemptions where critical. Historic achievements have been in ISOFIX, Noise, Off Side Frontal Crash testing and many more. Ongoing work with GSRs includes full front crash, rear impact test, steering systems and lane assist. The lobbying done in Brussels is very welcome, helping the industry to avoid the potholes of future legislation.*

***The RDE Test Programme.** The big one this year has been the RDE issue. This was initiated at short notice by Tech WG with Board direction to conduct tests to illustrate the difference*

*between pre- and post-conversion WAVs. After discussions with the Commission and DfT it was decided to test 4 vehicles. In the end we tested 3 vehicles. 3 examples including petrol and diesel, small, medium and auto. Tests were carried out on NEDC cars to RDE requirements at Mahle. The results highlighted that the variables in OEM were wider than the effects of the conversion. This project demonstrated that the WAV industry was serious in maintaining its challenge for exemption. This has currently resulted in wording in the latest draft for an 'in service provision'. Results to be kept private pending positive outcome in future discussions ref Dr Penny Dilara at European Commission.*

**UK government consultation regarding NSSTA and IVA.** *Deadline Friday 2<sup>nd</sup> March. WAVCA will be putting in a response but Members were urged to make their own response so these are received in numbers.*

**PAS review 2017/18.** *Ongoing work to prepare changes based on feedback in previous years and TWG work items. Suggestions to be presented to BSI steering group members to gauge response before finalising with BSI. DV will be trying to steer review into doing less than more. Motability Operations have earmarked some funding for this.*

**ISO 10542.** *Original response provided to CH173 in March 2017. We submitted our response to the consultation, showing concern about the head and back restraint and the wheelchair excursion. We were disappointed that our response was watered down and a disappointing interpretation of our response was presented to WG6 on behalf of UK. We had made a formal complaint to BSI and been assured that this will not happen again. Ongoing participation and monitoring with intention of ensuring our views are better known.*

Other Member discussions:

**DfT Consultation.** Increase of NSSTA currently limited to 100 under EU legislation. RB advises we should take the opportunity to suggest a much larger limit for SPV WAVs post-Brexit. He suggests 5,000 as a starting point for negotiations.

LL will send out the SSMT response immediately and Allied response (if PF allows) to all members as the basis of our response.

IN mindful of what may happen in the future and ensure that all levels of approval are available to us. Conscious post-Brexit that DfT won't have a seat at the table. Important to ensure OECVA is there with WAVCA in the background and to make more EU contacts.

The Tech WG had discussed PAS Review items that had come up throughout the last 2 years. These are to be found on the enclosed slides from IH.

There has been a suggestion that docking stations should be included in PAS2012. It seems that this is something MO are currently looking at. Current view is that it would be very costly to add docking stations to the PAS. Bearing in mind the annual sales, this is not a good use of our time. Also there is a mismatch between manufacturing in a CoP environment and post-registration customisations. IN has suggested docking stations may be worthy of a separate PAS. This would certainly focus the mind of those keen to see it. DV advised we need to wait and see how far MO want to take this.

It was noted that, bearing in mind possible forthcoming changes to 10542, it is in our interest to get the 2018 review completed as soon as possible.

Slides on WLTP and RDE Updates which were presented to OECVA a few weeks' ago are enclosed.

DD said all this demonstrated the number of areas which can have a huge impact to our industry if we are unaware of them.

## **8 AOB**

Apparently Motability have now mooted the idea of Proximo – a supplier who now operates the hire fleet – offering vehicles for extended try-out periods. This had been advised to each WAV supplier at recent one-to-one supplier meetings with their account managers.

It was noted that Proximo took over the service hire fleet from Allied. They have purchased new cars from some converters in proportion to those supplied on the scheme. Most cars are Allied conversions, Automotive and GM. (They have also picked up the ex-Allied handover drivers).

There was general dis-satisfaction amongst all the Membership about losing control in the marketplace. All Members were against extended test drive being provided by an external supplier. PF suggested MO could pay each converter to offer these extended try-outs.

Also we learned that One Big Day is offering a track test-drive to the 3 main WAV suppliers (Allied, GM and Automotive). It was also noted that the OEMs are able to take a wider range of their cars to the OBD events than WAV suppliers, and not proportionately.

PF mentioned he would like more lines in the Price Guide for currently available models. There was no-one against this as it seemed reasonable for all to ask for more space.

NB said he had been going to write to Motability about the test drive scenario, and wondered if it might be stronger if a letter went from WAVCA. DD asked him if he would start the draft on behalf of the Membership. This will be circulated. This would make it easier to speak to MO about this at the forthcoming meeting with DD, LL and Damian Oten.

**ACTION NB/DD**

LL has the PAS Accreditations data almost ready to send to MO. She gave the opportunity for any feedback and agreed to complete the project and send to MO in the next couple of weeks.

**ACTION LL**

## **9 Date of next Meeting**

The next WAVCA meeting will take place Thursday 19<sup>th</sup> April 2018 at Forest of Arden Hotel, commencing at 9.30am.