



SIMI

2022 ISSUE 2

IRISH MOTOR MANAGEMENT

THE SOCIETY OF THE IRISH MOTOR INDUSTRY



Double celebrations

Irish Motor Industry Awards
and centenary year

PRESIDENT'S ADDRESS

SIMI TRAINING

DEALER FINANCE



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INDUSTRY WILL NEED RESILIENCE AND STRENGTH GOING FORWARD



The SIMI's Annual Dinner and Irish Motor Industry Awards in partnership with Bank of Ireland marked a welcome return to the Industry's social calendar. The sense of occasion was not lost on those present, as it was our first in person event in over two years and the start of the Society's centenary celebrations. A special congratulations to the winners and all those who were nominated.

SIMI President Gillian Fanning addressed a captive audience remarking on the resilience and efforts of members in adapting their business at the height of the pandemic to help keep the country moving. It is this resilience and strength that the Industry will need going forward to deal with all the unprecedented challenges that we face – the climate crisis, Brexit, rising inflation, global supply disruptions, war, all of which combined make trading difficult and create massive uncertainty about the future.

Climate change continues to be very much at the top of the agenda and as an Industry we are more than conscious of the actions that are required to reduce emissions from our sector. The Industry will continue to supply zero emission vehicles and low emission vehicles, however we must have ongoing support from Government in the charging network infrastructure, to ensure that it keeps pace with the acceleration in the electrification of the Irish national fleet. We also need clarity around Government grants and subsidies for consumers if we are to convince more consumers that an electric vehicle is a viable choice of car for their driving needs. Extension of the SEAI vehicle grants along with a tax regime that supports renewal of the fleet is imperative if Ireland is serious about reducing emissions from transport.

As your President outlined in her address, the key to action is a behavioural change needed by motorists, politicians and industry leaders. "Government must deliver the right taxation and incentive framework to optimise emission reductions and to provide consumer confidence, which will eliminate barriers to change, while also providing the Industry with certainty to plan."

Following on from the launch of the SIMI's own Climate Action Plan, *Reducing light fleet carbon emissions to achieve Government targets*, our political campaign to inform Government, policy advisors, various stakeholders, agencies, media etc is well underway. Over the next number of months, activity will become more intense in the lead up to the Budget. Government must support all motorists to trade up to newer less polluting cars, as the journey to decarbonisation includes all vehicle owners. We cannot simply rely solely on electric vehicles alone to achieve targets.

I would like to take this opportunity to thank our President Gillian Fanning. Gillian has shown exceptional resilience and leadership during these turbulent times of her Presidency. Her appointment has set many records, not just as the first female President in the Society's 100 years, but also as the longest serving term in office (two years). Gillian has provided exceptional support and dedication to the Society, its members and the SIMI Team. On behalf of all our members, I would like to thank you, Gillian, for your service.

Brian Cooke
Director General, SIMI

VEHICLE SALES DOUBLE IN Q1 2022 COMPARED TO Q1 2021

According to the SIMI, new car registrations for the month of March (12,935) were up 40.7% when compared to March 2021 (9,192). Registrations year-to-date (49,928) are up 4% on the same period last year (48,030).

Sales of Light Commercial Vehicles (LCV) (2,032) are down 32.2% compared to March last year (2,998) and year-to-date sales (9,372) are down 17.3%.

HGV (Heavy Goods Vehicle) registrations (249) are down 25.9% in comparison to March 2021 (336). Year-to-date sales of HGVs (823) are down 8.4%. Used car imports for March (3,793) have seen a decrease of 35.1% on March 2021 (5,840). Year-to-date imports (11,641) are down 36.8% on 2021 (18,419).

For the month of March, 1,930 new electric vehicles were registered compared to 1,034 in March 2021. So far this year, 6,244 new electric cars have been registered in comparison to 2,816 on the same period 2021. Electric vehicle and plug-in hybrids and hybrids continue to increase their market share, with a combined market share now of 44.63%.

Despite a large decrease in market share for internal combustion engine type vehicles, petrol remains dominant with a 27.4% share; diesel accounts for 25.83%; hybrid, 24.56%; electric, 12.51%; and plug-in electric hybrid, 7.56%.

Commenting on the new vehicle registrations, Brian Cooke, Director General SIMI said: "While new car sales are up 41% on March last year and up 4% year-to-date, they still remain 22% behind that of pre-COVID (2019) levels. Commercial vehicles registrations for both the heavy and light sectors are down for March and year-to-date. There is strong demand for new and used cars among consumers, although supply continues to remain a major challenge for the industry, while the hire drive market continues to be well below pre-pandemic levels.

"The EV market continues to grow, with the first quarter of this year seeing over 10,000 new EVs (BEV and PHEV combined) registered, almost double the amount for Q1, 2021. This acceleration in EV sales is down to both the increase in the number of models now available for sale, and the SEAI Grants supporting their purchase. We welcome the Government's



publication of their draft Electric Vehicle Charging Infrastructure Strategy 2022-2025. It is vital that Ireland delivers a modern agile charging infrastructure that keeps pace with both the increasing number of EVs and the ongoing improvements in charging technologies. By doing this, we can work together to build consumer confidence in the EV project."

EU NEEDS 14,000 CHARGING POINTS INSTALLED PER WEEK – ACEA

The European Automobile Manufacturers' Association (ACEA) says that up to 6.8m public charging points would be required across the EU by 2030 to reach the proposed 55% CO₂ reduction for passenger cars, based on analysis by McKinsey of new cross-industry research.

The ACEA is calling on all EU member states to urgently step-up investments in infrastructure for electrically-chargeable cars, vans, trucks and buses. Sales of electrically-chargeable cars increased tenfold over the past five years, reaching 1.7m units last year (or 18% of the total market).

According to the ACEA, this means that up to 14,000 public charging points for all vehicle segments would need to be installed EU-wide every week – compared to under 2,000 per week currently.



FORD SUPPORTS GUIDE DOGS WITH S-MAX FHEV

Henry Ford & Son Ltd. is providing a new S-Max full hybrid electric vehicle (FHEV) to the Irish Guide Dogs for the Blind to help with the charity's work across the country.

With its National Training Centre in Cork, Irish Guide Dogs for the Blind is dedicated to assisting people who are vision impaired and families of children with autism. They are committed to improving the mobility and independence of individuals through their world-class dog training and ancillary services.

Handing over the keys of the new S-Max FHEV to the charity, Market Lead for Ford in Ireland, John Manning, said: "We are delighted to be able to support that great work with the long-term loan of the new S-Max FHEV. The new S-Max FHEV is the ideal vehicle for the Irish Guide Dogs team with 7-seat flexibility and, thanks to the easy-to-use fold flat seat capability, there is ample space to safely and securely transport dogs, large, medium or puppy-size! S-Max is the original sports activity vehicle and the new FHEV version brings even more appeal for a new generation of customers with pure-electric driving capability."

Tim O'Mahony, Chief Executive of Irish Guide Dogs for the Blind said: "We are indebted to John Manning and the Henry Ford & Son Ltd. team for providing us with the use of this beautiful Ford S-Max FHEV. Driving a vehicle with pure-electric capability really chimes with the values of our team members and our organisation."



John Manning, Henry Ford & Son Ltd. (standing), with the S-Max FHEV and the Irish Guide Dogs team, including 'puppies in training' Elton (Black Labrador) and Vogue (Golden Labrador); and human team members Eoin Slattery, Technical Training Manager and Allyce Keogh, Guide Dog Trainer.

RETURN OF IN-PERSON ELECTRIC AND HYBRID VEHICLE TRAINING FROM ELVES



March 2022 saw the return of the Electric ELVES in-person hybrid and electric vehicle training. The March training was delivered at Plunket College (Dublin), Nissan Academy (Naas) and at the Waterford Wexford Training Centre (Waterford). The training is designed to provide car recyclers with the knowledge and skills they need to safely receive and recycle electric and hybrid vehicles when they reach end-of-life. Electric ELVES also introduced the first offering for ATFs in Ireland of a more advanced City & Guilds Level 3 qualification in Hybrid and Electric Vehicle Repair and Replacement alongside the programme's original Safe Handling of Electric and Hybrid Vehicles awareness course.

"It's fantastic to be back out there offering our Electric ELVES training once again and seeing the trainees face-to-face. It's also great to be able to welcome Andy and his expertise back to deliver the training for us. There is nothing like hands-on demonstration and classroom interaction to bring a topic to life," said Elena Wrelton, Environmental Compliance Manager at ELVES. Future Electric ELVES training for ATFs is planned for June 2022. The Electric ELVES programme was rolled out in mid-2018, with the training component on offer to ATFs since 2019.

ROCHFORD MOTORS APPOINTED MAIN OPEL DEALER FOR MAYO



Pictured (l-r): James Brooks, Managing Director, Leeson Motors, Opel Importer in Ireland; Alexis Moore, Head of Retail Network Development, Leeson Motors; Liam Rochford, Dealer Principal at Rochford Motors.

Leeson Motors, Opel Importer in Ireland, recently announced the appointment of Rochford Motors to the Opel Dealer Network. Located in Ballyhaunis, County Mayo, Rochford Motors was established in 1981 by the late Billy Rochford. Today, it is headed by Billy's son, Dealer Principal, Liam Rochford, along with a 14-strong team.

Speaking of the appointment, James Brooks, Managing Director of Leeson Motors said: "The appointment of Rochford Motors comes at an opportune time. Opel is in the midst of a clear renaissance period. We look forward to continued growth, as we prepare to launch two critical models in the coming months, the new Opel Grandland SUV and the all-new Opel Astra."

Liam Rochford, Dealer Principal, said: "I am delighted to join the Opel Dealer Network and thrilled to bring the trusted Opel brand to Ballyhaunis, as the Main Franchise Dealer for Opel New Passenger Cars and Light Commercial Vehicles, Parts and Service in County Mayo."

Rochford Motors is a one stop shop for all motoring needs, with a fully equipped service workshop and an RSA approved CVR Light Commercial Test Centre for light commercials up to 3,500 kg.

MURFIT AUTOPARTS ENHANCES ITS CONNECTIVITY



Murfit Autoparts chose Autopart Online as its business management system.

Murfit Autoparts Ltd. has successfully implemented Autopart Online in its Dublin-based distribution centre. MAM Software helped Murfit install and implement the Autopart system. Established in 1988 by Frank and Ray Murphy, Murfit Autoparts is a leading nationwide supplier of clutch and flywheels for cars, 4X4s, vans, trucks and tractors.

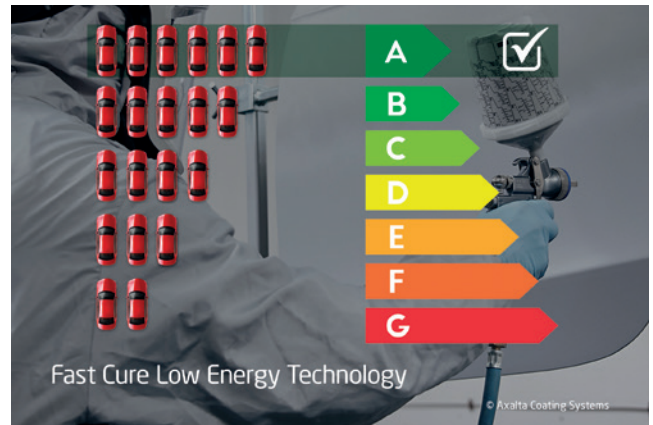
One of the key reasons Murfit selected Autopart is its ability to communicate directly with suppliers' own systems electronically. "MAM's reputation in the automotive aftermarket was a key factor in our decision to change from our existing software provider," explained Ray Murphy.

"Most of my suppliers were already using an Autopart system and recommended it as the ideal solution for our business. The connectivity options allow me to check stock with all my suppliers from point-of-sale and receive electronic invoices directly into my ledger."

Mr Murphy noted: "Purchase orders are created automatically when I place an online order with suppliers which saves time when booking in stock.

"We chose to move from a server-on-site model to the cloud as we really like the idea of the fully-managed service offered by MAM removing the headache of server maintenance."

AXALTA TECH AIMS TO HELP BODY SHOPS' ENERGY COSTS



Axalta says its Fast Cure Low Energy tech can help bodyshops across Europe cope with rising energy costs.

Axalta Refinish says its patented Fast Cure Low Energy technology reduces energy consumption in the spray booth in body shops, while still achieving the best quality repair. "It is exactly what body shops need now to support them through this crisis," says Jim Muse, Vice President, Axalta Refinish, Europe, Middle East and Africa.

Based on Axalta's in-house chemistry that uses both temperature and ambient humidity to accelerate the drying process, the company says its full product system delivers the perfect balance between high speed and low baking energy consumption, while providing the highest quality finish. The Fast Cure Low Energy technology also allows body shops the ability to repair temperature-sensitive electric vehicles, which are growing in popularity across the region. This patented technology is offered by Axalta's three premium global refinish brands, Cromax, Spies Hecker and Standox.

KEYLOOP'S DEALER TECH COMPETITION WINNERS ANNOUNCED

Keyloop, the global automotive technology company, recently announced the winner of its Dealer Tech University Automotive Technology Competition. Christian Grinling, a 20-year-old second-year student at King's College London majoring in electronic engineering, won £10,000 for his idea to simplify the process of searching for and booking aftersales services for your car, in an intuitive mobile app.

Glen Demetrioff, Chief Innovation Officer of Keyloop commented: "It was exciting to experience the quality presentations from all six of our finalists and to see such a diverse set of creative and innovative product ideas to help evolve, even revolutionise this industry.

"Christian created an elegant and smart solution for a real problem in the automotive sector. We were also impressed by the level of innovation displayed by Tom Christensen from the University of Bath. To recognise his brilliant thinking, we created the Dealer Tech Innovation Award and awarded Tom a prize of £5,000."

Julia Muir, Founder of the Automotive 30% Club and CEO of Gaia Innovation, adds: "It was a great pleasure to be one of the judges for this competition, and witness at first hand the extremely high calibre of all of the competitors. Christian and Tom presented fabulous award-winning concepts, and it's important to recognise that the teams from Exeter, Warwick, Munster and Manitoba also created highly innovative solutions



Christian Grinling, overall Keyloop Dealer Tech Competition winner.



Tom Christensen, Innovation Award winner in the Dealer Tech Competition.

that could potentially be developed further into real-world applications."

In just its second year, the Dealer Tech Competition had over 1,000 entries from students internationally (UK, Ireland and Canada). Since December 2021, 30 teams worked to develop their initial proposals for an innovative product or solution to improve the automotive retail experience. Students from 11 universities then had to present and demonstrate their ideas in the university judging round between February 14 and March 3 – each university having an overall winner who received £1,000. The six best submissions were invited to a grand final on March 9.

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26% OF WOMEN WEAR SEAT BELT INCORRECTLY



Research carried out by independent research company Behaviour & Attitudes for the RSA (Misuse of Seatbelts Among Females, Sample of 312 women aged 17-34 years, online survey conducted in February 2022) found that 26% of women admitted to previously having worn the shoulder strap of their seat belt under their arm rather than on their shoulder. 11% of those surveyed who wear their seat belt under arm do so always or often. 32% indicate that their female friends wear their seat belt under their arm at least sometimes. The Road Safety Authority (RSA) and An Garda Síochána are appealing to women to ensure that they are wearing their seat belts correctly when driving or as a passenger in a vehicle. The research showed that the main reasons for putting the seat belt under the arm were to relieve neck irritation. The survey found that almost one in four were surprised that how you wear your seat belt is as important as whether you wear a seat belt or not. Over one in five were surprised that vehicle occupants risk serious injury by putting their seat belt under their arm. 41% of respondents said they were surprised to learn that one in four car occupants killed on Irish roads in the past year were not wearing seat belts.

MERCEDES SOLUTION FOR SOLVE LOGISTICS

Mercedes-Benz has proven to be the solution for Dublin-based distribution specialists Solve Logistics, whose commercial vehicle fleet has been enhanced with the addition of nine new Sprinter vans, each one fitted with Monread box bodies. Supplied by Mercedes-Benz main dealer, Somers Commercials of Camolin, the new units bring to 88 the number of vehicles now on the firm's fleet, roughly half of which carry the Mercedes-Benz three-pointed star. Headquartered at a 16,500 sq. ft warehouse in Dublin 11, and with depots in New Ross and Ballinasloe, Solve Logistics is a family-owned business, established in 1985. Solve specialises in a seven-days-a-week nationwide delivery service of healthcare, hospitality, cleanroom and industrial products.



Pictured at the handover of the new Sprinter units are Mano Quigley (Somers Commercials), Jason Lennon (Solve Logistics), Pat Kenny (Somers Commercials), Liam Lennon (Solve Logistics), Patrick Behan and Seamus Kelly (both Somers Commercials).

PEUGEOT 308 – WOMEN'S WORLD CAR OF THE YEAR



The journalists of the Women's World Car of the Year have chosen the Peugeot 308 as the World's Best Car for 2022. The announcement of the winner coincides with International Women's Day, a very special date because it gives women a voice and because of the link in many countries between the automobile and personal autonomy.

Before casting their votes, the 56 motoring journalists from 40 countries tested dozens of models and evaluated every detail. In the first round of voting, the best cars in each category were chosen from a total of 65 candidates. The winners were:

Peugeot 308	(Best Urban Car)
Kia Sportage	(Best Family SUV)
BMW iX	(Best Large SUV)
Ford Mach-E	(Best Family Car)
Audi e-Tron GT	(Best Performance Car)
Jeep Wrangler 4xe	(Best 4x4)

In the second round, these finalists were used as the basis for the selection of the World's Best Car 2022.

NIRO SET TO ACCELERATE KIA'S EV TRANSITION



The Niro crossover has been redesigned from the ground up to meet the complex and diverse needs of today's environmentally-conscious car users, according to Kia. Three state-of-the-art electrified powertrains, sustainable interior materials and exceptional safety performance combine with the aim of ensuring the new version surpasses customer expectations. The redesigned Niro is a key model in Kia's growing eco-friendly line-up, which will include 14 BEV models by 2027, the carmaker states. The C-CUV (crossover SUV) segment is one of the most competitive, with a dizzying array of comparable models on offer. The Niro is intended to illustrate Kia's fresh approach to the traditional CUV and provides key differentiators to make it stand out in a crowded segment. Kia states that the Niro smooths the transition to sustainable mobility via a choice of low- and zero-emission powertrains: hybrid electric (HEV), plug-in hybrid (PHEV) and battery electric (BEV). The HEV and PHEV models feature Kia's Smartstream 1.6-litre GDI gasoline engine.

BRIDGESTONE DEVELOPS BESPOKE POTENZA TYRES FOR MASERATI

Bridgestone has been chosen as tyre partner for the Maserati Grecale, providing flagship Potenza Sport tyres for the Italian company's latest D-segment utility vehicle (D-UV). Cutting-edge virtual tyre modelling technologies were used during the development process, enabling Bridgestone to design, test and fine tune the Potenza Sport in a virtual environment, providing significant benefits in efficiency and sustainability. As part of the partnership, Bridgestone is providing fitments for the range-topping Trofeo and MHEV mild-hybrid versions of the Grecale.



The Potenza Sport fitment for the Maserati Grecale Trofeo includes an asymmetric tread design with continuous centre ribs flanked by a large external shoulder.

SERFAC CONTINUES TO EXPAND NRF PRODUCT RANGE

Serfac Limited is continuing to expand its product range from leading cooling products supplier NRF in response to market demand. NRF, renowned for its cooling and air conditioning offering, recently introduced a new product group, Exhaust Gas Temperature Sensors (EGTSs), which has recently been launched in Ireland by Serfac.

NRF EGTSs are manufactured on tested and validated production lines, resulting in the highest quality product at competitive aftermarket prices, according to Serfac. The NRF EGTS has another unique advantage: all NRF EGTSs are easy fit as they are supplied with high temperature grease. By applying this specific grease during installation, friction is prevented and correct assembly is guaranteed. NRF is initially introducing a range of 208 EGTS references, with more to follow soon.

Serfac also stocks a comprehensive range of cooling products from NRF, including radiators, condensers and compressors for cars, trucks and buses. "With a product range of almost ten thousand products, NRF offers one of the most extensive

cooling ranges in the aftermarket," said Gillian Fanning of Serfac. "The company's objective is to be a one-stop supplier by offering a complete range. Exhaust Gas Temperature Sensors are a perfect addition to NRF's existing product lines."



The Exhaust Gas Temperature Sensor from NRF, distributed in Ireland by Serfac Ltd.

ROCHE PARTNERS WITH TOYOTA CARROLL & KINSELLA

Toyota Carroll & Kinsella Blackrock recently announced Stephanie Roche as its new Branch Ambassador. Commenting on the announcement, Malcolm Kinsella, Toyota Carroll & Kinsella Blackrock, said: "The team at Carroll & Kinsella is delighted to announce Stephanie Roche as our new Branch Ambassador."

Stephanie Roche commented: "I am thrilled to be partnering with my local Toyota dealership, Carroll & Kinsella Blackrock, and beginning my self-charging hybrid journey with the new Toyota Yaris Cross Hybrid. I am looking forward to many upcoming trips, knowing that I can drive in zero emissions for up to 80% of the time as well as combining comfort and safety all at once."



Irish footballer, Stephanie Roche, pictured alongside her brand new Toyota Yaris Cross Hybrid upon the commencement of her ambassadorship at Toyota Carroll & Kinsella, Blackrock.

RENAULT MEGANE E-TECH WINS 'BEST ELECTRIC HATCH' AT TOP GEAR AWARDS



The All-New Renault Mégane E-Tech Electric has been named the 'Best Electric Hatch' at the Top Gear Electric Awards 2022. The All-New Renault Mégane E-Tech Electric scooped the prestigious award after impressing the Top Gear judges with its drive, appearance and quality.

On their decision to award the latest 100 per cent electric vehicle from Renault, the Top Gear judges commented: "The new Renault Mégane E-Tech is just so serene. Sharp steering and rapid responses keep it alive to your direction. It looks great, muscular but not OTT."

The Top Gear Electric Awards were established in 2020 to celebrate the best electrified cars the world has to offer. As the first of a new generation of electric vehicles to benefit from the advanced CMF-EV electric car platform, the new Mégane E-Tech Electric offers increased efficiency and range. The model is available a 60kWh battery for up to 292 miles of range (WLTP). Multiple charging options are available up to 130kW for a faster turnaround, providing up to 186 miles of range in just 30 minutes.

The All-New Mégane E-Tech Electric offers up to 26 Advanced Driver Assistance Systems (ADAS) bringing innovative safety systems and driver aids to the segment. This has also contributed to the forthcoming EV being awarded the maximum 5-star safety rating from Euro NCAP.

EQUIP AUTO 2022



With six months to go before the opening day, the trade show Equip Auto Paris has reached 60% of its sales target according to the organisers. Equip Auto aims to be "the reference trade event for the EMEA zone" in terms of innovation for automotive aftersales and services for connected mobility. The event will be held from October 18 to 22 this year, welcoming around 1,000 exhibitors and brands, along with close to 80,000 professionals, the organisers state.

The tradeshow is extending its scope via four themes:

- Circular economy: the Sustainable Automobile Depollution, recycling, circular economy parts and remanufacturing, eco-friendly garage, used vehicles.
- Technological innovations: the Garage of the Future Electronic maintenance, connected garage, mechanics and bodywork.
- Energy transition and maintenance: Aftersales Tomorrow New powertrains: from OE to the aftermarket, retrofit, ethanol and synthetic fuels.
- The Professionals of the Future Training, recruitment, and business transmission.

As part of its sustainability theme, Equip Auto will feature the Reused Parts Village.

This is primarily aimed at:

- Remanufacturers: manufacturers working in standard exchange parts, remanufacturing, component reconditioning;
- Dismantlers: car breaker centres and networks, scrap yards, automobile recyclers that market used parts;
- Reused parts retailers;
- Dedicated services (digital, IT, etc.).

WINDSOR EXPANDS WITH NEW €10 MILLION GALWAY MOTOR MALL

Windsor is opening a new motor mall in Galway after investing over €10 million in the development of an extensive new facility at Monivea Road.

Windsor MotorMall Galway brings multiple car brands together under one roof and is the first facility of its kind outside of Dublin, according to the company. It aims to transform the motoring trade in the region by providing motorists with a selection of over 500 new and used cars on site and access to more than 2,000 vehicles across the Windsor network.

Windsor pioneered the motor mall concept in Ireland with the opening of the Windsor MotorMall at Exit 5 on the M50 in 2019 and it is now rolling the concept out to other regions for the first time after selling in excess of 2,000 cars at the Dublin facility last year.

In all, 15 new jobs are being created at Windsor MotorMall Galway with the Nissan, Renault, Dacia, Mazda and Citroën marques and the Windsor Certified brand of approved used cars among the first to be available at the newly-developed premises. The 120,000 square foot site also includes a dedicated light commercial vehicle (LCV) centre and an aftercare workshop with 18 work bays, as well as modern showrooms featuring displays of personalisation and lifestyle products.

The opening of Windsor MotorMall Galway also represents a significant milestone for Clarinbridge woman, Jacinta Kilduff, who has been appointed as General Manager following a distinguished 25-year career at Windsor where she has fulfilled



Jacinta Kilduff has been appointed as General Manager, Windsor MotorMall Galway, following a distinguished 25-year career at Windsor within the company's finance department.

numerous management roles within its finance department. Commenting on her new role, Jacinta Kilduff, General Manager, Windsor MotorMall Galway said: "I am delighted to be appointed to this new position at such an exciting time for Windsor. We are a long-established business in Galway and our expansion is great news for the city and wider region, providing local car buyers and owners with extensive choice, service and convenience at one highly accessible location."

USED CAR PRICES MAINTAIN SPECTACULAR RISE

The pandemic, Brexit-induced shock to the market, and now, the war in Ukraine has had a "staggering effect" on used car prices in Ireland, according to recent analysis carried out by economist Tom Gillespie for DoneDeal's Motor Price Index.

The price of used cars continues to grow at unprecedented levels in 2022. In the first three months of 2022 used car prices have increased by 7.9% quarter on quarter, the tenth consecutive quarter of price increases observed in the DoneDeal dataset. In the past year, price inflation has averaged at 2.1% per month, amounting to a 30% annual rate of inflation. The overall inflation figure now stands at 53%, if we compare current prices to the onset of the pandemic in March 2020.

In previous years, the supply of used cars in Ireland was aided by the glut of Celtic Tiger year cars. However, this ageing cohort of cars is rapidly becoming obsolete, hitting the lower end of the market hardest, with an observed annual rate of inflation of 36.9% for low value cars. This contrasts with a more modest 20% rate of inflation in the upper end of the market for the same period. Supply chain disruptions caused by global chip shortages stalled the production of new cars, putting supply pressure on the used car market which was already experiencing increased demand as a result of the shift to remote work and reduction in public transport use.

In Ireland, Brexit effectively halved the number of used cars being imported from the UK, the nearest accessible car market that shares the same side of the road as us. Prices in 2020 and 2021

continued to rise on a monthly basis.

As the lockdowns from the pandemic began to subside at the start of 2022, a potential for supply re-adjustment was on the horizon. However, the war in Ukraine has cast doubt on the ability of the global supply chains to catch up in the short term as inflation is biting across most markets. Several European car brands rely on Ukrainian-produced components for production. Western car brands have also decided to cease production in Russian plants in line with sanctions.

Second-hand EV prices show increases

In addition, higher oil prices seem to be strengthening the appeal of used EVs. The conflict in Ukraine saw the price of US crude oil jump to a 13-year high of US\$130 on March 6, 2022. It has come down but has been trading above \$110 since March 17. That's over 60% higher than it was in mid-December, before fears of a Russian invasion began to mount. This acute price increase in oil saw a litre of petrol/diesel going beyond two euros for a time in petrol stations across Ireland, a record high. A temporary reduction in stamp duty brought it back below the two euro mark but it didn't stop consumers giving serious consideration to cars with lower running costs.

Women@SIMI returns for 2022



WOMEN @

**Bank of Ireland**

The SIMI hosts the seventh annual Women@SIMI event in conjunction with sponsor Bank of Ireland at the Gibson Hotel on Friday, May 13. This is the first Women@SIMI event since 2019 and promises to be particularly memorable in this centenary year for the society.

This year's gathering is both a celebration of the significant achievements of women in the Motor Industry and a call to action to increase employment of women across all sectors within it. Increased representation of women can only benefit our businesses – a recent study found that those Fortune 500 companies with the most female directors outperformed those with few, or none. And those with at least three women at the boardroom table dramatically outperformed the rest.

Tickets

Women@SIMI is an inclusive event, so inform all your colleagues, as they may wish to attend.

Ticket price is **€96** (78.05 excl. VAT).

To book your place, please contact Jane O'Sullivan: josullivan@simi.ie



**TICKETS FOR THIS EVENT ARE LIMITED
BOOK EARLY TO AVOID DISAPPOINTMENT**

Our Guest Speakers

Lucy Gaffney

Until its sale to Bauer Media Group in 2021, Lucy was Chair of Communicorp Group Limited. The company owned and operated radio stations across Ireland and the UK including Irish national stations Today FM and Newstalk, and local stations Spin and 98FM.

Lucy was a founding director of the Digicel Group and still serves on its Board. The Digicel Group has mobile and digital operations in 32 markets in the Caribbean, Central America and the South Pacific with over 14.5 million customers.

Prior to that she was the Chief Operations Officer in Esat Telecom, and an advisor to Esat Digifone for its bid and launch as Ireland's second GSM operator. Her previous board directorships include: Independent News and Media, Topaz Energy Group, Ulster Bank Ltd, Special Olympic World Games (2003) and Advisory Board Tesco Ireland.

She was appointed in 2005 by the Government to Chair Ireland's National Action Plan against Racism. Ireland was one of the leading states in the world in putting a National Action Plan Against Racism in place and only the second EU State to do so. Having dropped out of college when she was 19, she returned three years ago and is a Qualified Mediator. She completed a Postgraduate Diploma in Conflict and Dispute Resolution in Trinity College Dublin and recently graduated from there with a MPhil in International Peace Studies.



Sharon Keegan

Sharon Keegan is founder of Peachylean Athleisure wear. She started the company in 2018 when she failed to find suitable supportive active wear after the birth of her first son Liam. Since then the Dublin woman has grown the company into an award-winning, female-led scale-up.

Despite huge personal and professional challenges, including the tragic death of her brother in March 2020 she recently appeared on BBC's *Dragon's Den*, 'slaying' three dragons and obtaining £100,000 in investment. Sharon has always had a nose for business and an appetite for innovation. Despite suffering from postnatal depression after the birth of her first son, she went on to do her Masters in Innovation at UCD, exploring several avenues of product market fit. She finally settled on Peachylean after testing an early version of what would become her famous supportive spandex and nylon leggings.

Sharon is passionate about innovation and entrepreneurship - particularly among females as she has encountered varying levels of rejection and sexism on her journey to build Peachylean. She has learnt to laugh at herself, love herself and seeks to help others on their journey.



Don't miss it!

Women@SIMI is always a highlight of the motoring year and in 2019, the event had its largest attendance to date, with women from all sectors of the Industry gathering for one of the year's key networking events.





Support Industry strategy for cleaner fleet - SIMI President

Speaking at this year's SIMI Annual Dinner, SIMI President Gillian Fanning praised the resilience shown by members in the last two years and called for urgent action to support the Motor Industry as it works to match the ambition of the Government's Climate Action Plan.

When I accepted the role of President two years ago, I couldn't have imagined how dramatically the world would change over the following 24 months. We have been living through, and are continuing to live through, unprecedented times - a global pandemic, a climate crisis, Brexit, rising inflation, global supply issues and the recent outbreak of war. The crystallisation of all these factors has made business extremely difficult over the past few years and this is unlikely to change in the near future.

Essential role

The Motor Industry has played an essential role in keeping the country moving since the onset of the pandemic in 2020 and I want to commend the collective efforts of our members who were able to stay in business by adapting rapidly to the changing conditions that Covid-19 presented, while at the same time taking the necessary precautions to keep their staff and customers safe.

I'd like to thank the Road Safety Authority, Revenue and the Department of Transport for facilitating the re-opening of our Industry during periods of significant COVID restrictions. It is very much appreciated and a testament to the strong relationships which the SIMI Executive team has built with these important bodies over many years.

What really became apparent during the height of the pandemic is just how quickly the industry was able to adapt to changing circumstances and constantly shifting goalposts, and we should be proud of our response. As well as embracing remote working and online communications platforms, our members innovated in finding new solutions, new sales channels and new ways to build value for themselves and their customers.

We've rapidly accelerated into the digital space with the use of IT platforms, and online media has provided a vital shop window for customers looking to buy cars. I have absolutely no doubt that our members' continued investment and developing expertise in IT will complement their face-to-face sales functions and enhance their product offerings over the months and years ahead.

Our most urgent challenge

Without a doubt, the climate crisis is the most urgent and immediate challenge that we are currently facing. The recent Report from the UN Intergovernmental Panel on Climate Change underlines the need for immediate action and re-emphasises the fact that the next few years are critical if we are to avoid the risks of severe climate change and its negative effect on people, wildlife and ecosystems. Our generation has the opportunity to make a difference before it is too late but we need to act now.

The Motor Industry globally is investing billions in the development of new technologies to meet climate change objectives and targets, while at a national level, SIMI distributor and retail members are already supplying the vehicles to help customers make better environmental decisions. And while this is absolutely necessary, the road to a world powered by a carbon-free energy future will most certainly present significant challenges to our businesses.

We're taking this very seriously. SIMI recently launched an independent Climate Change report co-authored by two external partners - global transport management company ARUP and one of Ireland's most respected economists, Jim Power. The report outlines an approach to decarbonisation, the policies required and how the Government can work alongside

the industry to create real change and achieve a cleaner national fleet.

SIMI members are, of course, key stakeholders in the decarbonisation and electrification project. The Industry will supply the vehicles, but if we want to match the ambition of the Government's Climate Action Plan, we will need the support of the other stakeholders, as it's only by working together that we can empower customers to reduce their carbon emissions. With the right economic and taxation environment, our members can rise to this challenge and meet our environmental and commercial targets.

Consumer confidence

Like all plans, actions speak louder than words and the success of this ambitious plan is dependent on vital behavioural changes by motorists, politicians and industry leaders. A new nationwide survey by Behaviour & Attitudes of over 1,000 motorists, recently carried out for SIMI, clearly demonstrates the behavioural challenges we are facing.

For example, the survey found that one of the key barriers to changing to a new EV is the lack of perceived clarity around Government grants, subsidies and targets among consumers, with three quarters of those surveyed saying they do not understand the existing information that is publicly available. I'm sure it will come as no surprise to you that respondents had similar concerns regarding affordability, the availability of charging points, the challenges of driving long distances and battery lifespan.

All of these issues and uncertainties need to be addressed in order to increase consumer confidence and to eliminate barriers to change. This will be an immense challenge and ongoing support from all stakeholders, including electricity suppliers and, where necessary, Government, in terms of developing the charging network, is vital if we are to convince more consumers that an electric vehicle is a viable choice of car for their driving needs.

We also need Government to deliver the right taxation and incentive framework to allow us to optimise emission reductions. In the short term, it's essential that the existing basket of electric vehicle (EV) incentives are maintained until we see a move towards mass adoption over the next number of years.

To achieve our carbon reduction targets, we need certainty:

- for consumers, so that they can make the required behavioural changes and invest in new and newer vehicles; and,
- for the industry, so that we can plan ahead accordingly.

Diversity in employment

Like many other sectors, the motor industry is experiencing skill shortages. With the rapid transition to EVs, training and upskilling technicians is critical and the active promotion of apprenticeships and career opportunities remains a top priority for the Society. We all have a collective responsibility to help promote our Industry and the opportunities that exist within it. I can't stress enough the importance of diversity within our sector, particularly in relation to the male/female employee ratio. Women make up a huge proportion of our customer base, yet they are significantly under-represented in our industry.

Research has shown that women bring a different dynamic to business and that gender diversity helps businesses perform better. A recent study found that those Fortune 500 companies with the most female directors outperformed those with few or none. And those with at least three women at the boardroom table dramatically outperformed the rest. Women see things differently than men. They have particular strengths in the areas of long-term strategic thinking, collaboration, communication and participative leadership and it has been demonstrated time and time again that having women in management positions can contribute significantly to the success of a company. This is particularly relevant in our industry where it is estimated that approximately 85% of vehicle buying decisions are made by women.

While in recent years, my colleagues on the retail side of the business have recognised that it makes sense to employ more women to enhance engagement with this largely female customer base, other areas of the industry, including my own wholesale sector, continue to be predominantly male-dominated.

We need to plan for the future – a future that will hopefully mean a greater number of women joining the industry and more of my female colleagues taking on senior roles and making strategic decisions for their companies. Over the coming years, we all have a role to play in ensuring that this vision becomes reality.

Centenary year

You may be aware that 2022 is a very special year for The Society of the Irish Motor Industry as it's our centenary year. This is a remarkable achievement and a cause for celebration. The Society is planning to mark this milestone at different occasions through the remainder of the year, with which I hope many of you will be able to get involved.

There would be no Society without members, and our members are the beating heart of this organisation, consistently demonstrating this via their integrity, professionalism, and commitment to the industry. The SIMI story, which started in 1922, will hopefully continue for at least another hundred years. Thank you all so much for your continued support of our organisation.

Acknowledgements

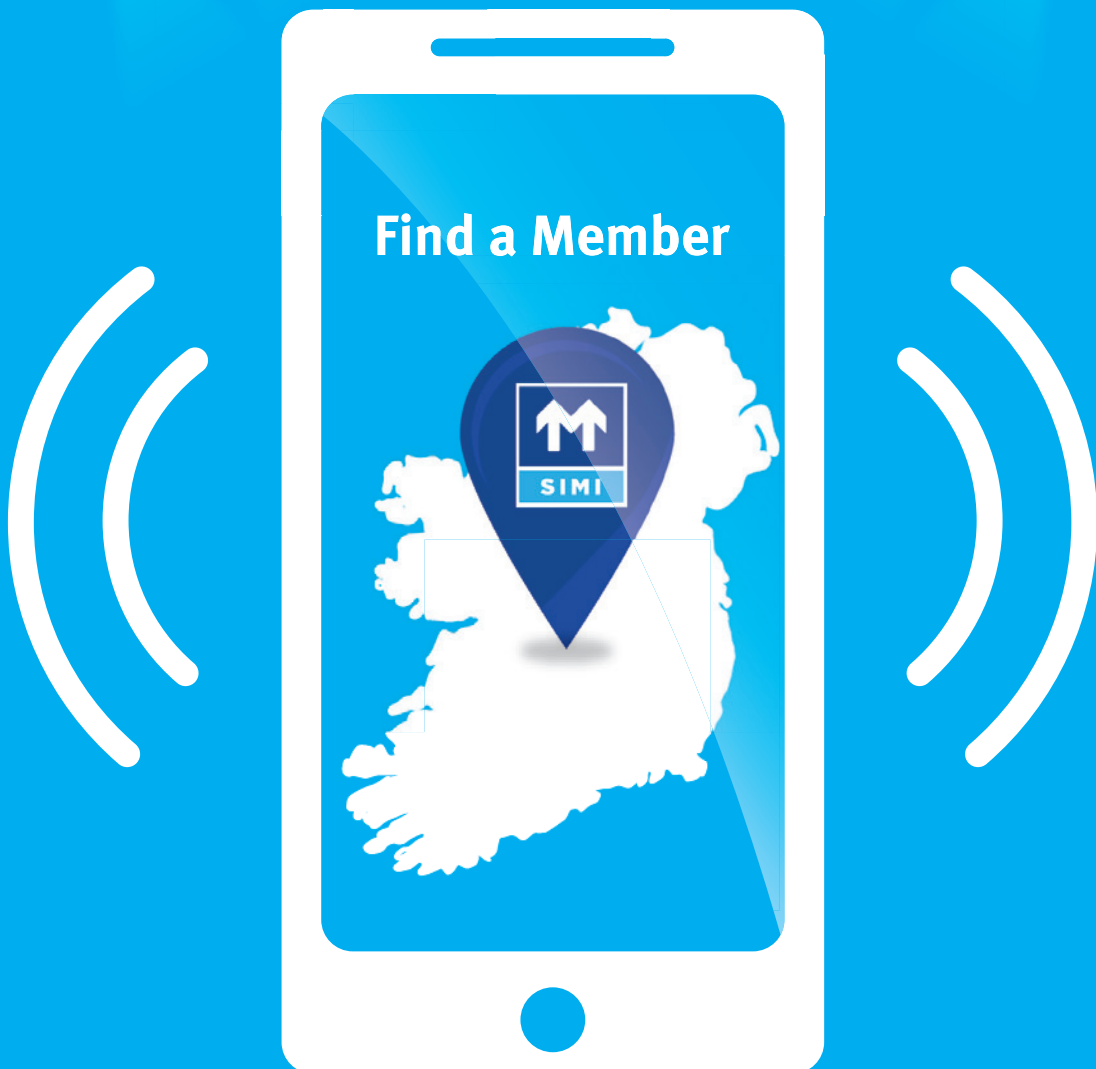
The President thanked SIMI Director General Brian Cooke and the entire SIMI team for their work over the past 24 months. The support they provided to members, particularly during the early uncertain days of the pandemic was invaluable, the President added, and allowed many members to keep businesses open when other sectors remained closed. She also thanked Deputy President Antonia Hendron for her ongoing advice and encouragement.

The President thanked her family – her parents, Brian and Patricia; her children, Harry and Evie; and her partner, Clément – for their support throughout her two terms of office. She added a special thanks to her sister Louise and her colleagues "who have patiently tolerated me not always being available for the day job!"

**SIMI Retailers will help you choose a car
for your driving needs and requirements**



**Some decisions
are simple**



SIMI.IE

Brought to you by the Society of the Irish Motor Industry

Double celebrations at Irish Motor Industry Awards



This year's event attracted the largest ever number of entries with the high quality of submissions reflecting the finest standards of excellence within the industry.

The SIMI Irish Motor Industry Awards, in partnership with sponsor Bank of Ireland, took place recently at the Clayton Hotel in Dublin. It was the first SIMI in-person event in over two years and marked the beginning of a year of celebrations to mark the Society's centenary. Master of ceremonies Oliver Callan announced the accolades in front of over 500 senior Motor Industry figures. Brian Cooke, SIMI Director General and Derek McDermott, Managing Director of Bank of Ireland Finance, presented seven award categories in total. SIMI President Gillian Fanning, the first female President in the Society's 100-year history, addressed the audience acknowledging the sense of occasion surrounding what was the first SIMI in-person event in over two years and the start of the Society's centenary celebrations. The President also praised the companies who were shortlisted for each of the SIMI Motor Industry Award categories.

Derek McDermott, Managing Director, Bank of Ireland Finance, commented: "It remains a real honour for Bank of Ireland Finance to sponsor the Society of the Irish Motor Industry Awards and to see the progress and agility of motor manufacturers and dealers alike. Customer demands and expectations continue to evolve; producing zero emission vehicles, albeit an incredible technological achievement, is just the start.

"Customers want to deal with organisations that share their values and are taking the environmental crisis seriously throughout their business processes and products. While challenges remain for the industry, Bank of Ireland Finance will continue to support our franchise partners and dealers and we look forward to working with our existing and new brands throughout 2022."



Derek McDermott,
Managing Director,
Bank of Ireland Finance.



SIMI President Gillian Fanning.



Master of Ceremonies Oliver Callan.

THE IRISH MOTOR INDUSTRY AWARD WINNERS 2022

The award winners, adjudicated by an independent panel, operate across all sectors of the Irish Motor Industry. Companies selected demonstrated an award-winning level of excellence and best practice over the last 12 months.

BODYSHOP OF THE YEAR:	Accident Repair Centre (ARC) Dublin 24
COMMERCIAL VEHICLE OPERATION OF THE YEAR:	Wicklow VTN, Wicklow
FRANCHISED AFTERSALES OPERATION OF THE YEAR:	Cavanaghs of Charleville Cork
FRANCHISED SALES OPERATION OF THE YEAR:	Kearys Motor Group Cork
INDEPENDENT AFTERSALES OPERATION OF THE YEAR:	Donnellan Auto Services, Co. Galway
INDEPENDENT SALES OPERATION OF THE YEAR:	Auto Assure Ltd, Dundalk Co. Louth
VEHICLE RECOVERY OPERATOR OF THE YEAR:	Derek Beahan Recovery, Dublin

SIMI Irish Motor Industry Awards 2022



This year's event attracted the largest ever number of entries with the high quality of submissions reflecting the finest standards of excellence within the Industry.



FRANCHISE SALES OPERATION OF THE YEAR
Keary's Motor Group

Derek McDermott, Managing Director, Bank of Ireland Finance; Brian Cooke, SIMI Director General; Gillian Fanning, SIMI President; and Brendan Keary, Kearys Motor Group.



FRANCHISE AFTERSALES OPERATION OF THE YEAR
Cavanagh's of Charleville

Derek McDermott, Managing Director, Bank of Ireland Finance; Brian Cooke, SIMI Director General; Gillian Fanning, SIMI President; James Foley and Hugh Sheehy, Cavanaghs of Charleville.



INDEPENDENT SALES OPERATION OF THE YEAR
Auto Assure

Derek McDermott, Managing Director, Bank of Ireland Finance; Brian Cooke, SIMI Director General; Gillian Fanning, SIMI President; and Eoin McGuinness, Auto Assure.





INDEPENDENT AFTERSALES OPERATION OF THE YEAR

Donnellan Auto Services

Derek McDermott, Managing Director, Bank of Ireland Finance; Brian Cooke, SIMI Director General; Gillian Fanning, SIMI President; John Donnellan and Jude Donnellan, Donnellan Auto Services.



BODYSHOP OF THE YEAR

Accident Repair Centre

Brian Cooke, SIMI Director General; Derek McDermott, Managing Director, Bank of Ireland Finance; Owen Cullen, Accident Repair Centre; and Gillian Fanning, SIMI President.



VEHICLE RECOVERY OPERATOR OF THE YEAR

Derek Beahan Ltd

Brian Cooke, SIMI Director General; Derek McDermott, Managing Director, Bank of Ireland Finance; Derek Beahan, Derek Beahan Ltd; and Gillian Fanning, SIMI President.



COMMERCIAL VEHICLE OPERATION OF THE YEAR AWARD

Wicklow VTN *Wicklow VTN were unable to attend on the night.*



SIMI members get together for 68th Annual Dinner

There was a strong turnout of senior Motor Industry figures and guests at the SIMI Annual Dinner and Irish Motor Industry Awards.



Brian Cooke, Director General, SIMI and Michael Dwan, Managing Director, Gowan Group.



Jim Power, Economist and Sue Robinson, National Franchised Dealers Association, UK.



Shane Prendergast, Programme Manager, SEAI and Sam Waide, CEO, Road Safety Authority.



Karen Kennedy, Franchise Retention and Innovation, Bank of Ireland and Moyagh Murdock, CEO, Insurance Ireland.



Donncha Fahey, National Sales Manager, Bank of Ireland Finance; Vinny Coghlan, Head of Sales Asset Finance, Bank of Ireland Finance; Brian Walley, Credit & Risk Quality Manager, Bank of Ireland Finance; Derek Kavanagh, Head of Franchise Sales, Bank of Ireland Finance; and, Sean Farrell, Head of Product Development, Strategic Banking Corporation of Ireland (SBCI).



Paul Redmond, Car Rental Council of Ireland and Fiacra Quinn, CEO, ELVES.



Violeta Slyziene, Accountant, Nissan Ireland, and Esther Moone, Management Accountant, Nissan Ireland.



SIMI Past Presidents Gabriel Keane and Paul Flanagan; and Chris Hanlon, Managing Director, First Citizen Finance.



Sue O'Neill, CEO, Irish Tyre Industry Association; Audrey Leonard, Digital Solutions Manager, EMIA Bridgestone; and Michelle Hogarty, Finance Manager, Bridgestone Retail.



Conor Deasey, Managing Director, Assess Ireland; Erin Cosgrove, Director of Operations, Assess Ireland; and Michael Hickey, Chief Motor Engineer, Assess Ireland.



Several SIMI Past Presidents attended the Annual Dinner and Award Ceremony. Back row: Gavin Hydes, Gerard O'Farrell, Gerry Caffrey, Paul Flanagan, Jim Cusack, Louis O'Hanlon and Des Large. Front row: Tom Noonan, Tom Kilroy, Brian Fanning, current SIMI President Gillian Fanning, Noel Deasy, Gabriel Keane and James Brooks.

Dealer Finance evolves to meet changing customer needs

In partnership with Ireland's leading Motor Finance companies, Dealerships around the country offer innovative finance solutions for car buyers.



For the past number of years, First Citizen Finance has developed and delivered a bespoke and accredited training programme to Irish Motor Dealers.

For many customers, the purchasing of a new or used car is one of the largest financial transactions they will carry out during their lifetime. Deciding on how best to pay for this purchase can sometimes be a challenge. The questions can include:

- Should the purchaser use their own savings?
- Should they borrow some or all of the cost from their own bank or credit union?
- Is there a funding solution available at the Dealership?

There are many questions and, depending on individual circumstances, car buyers will make a decision most suitable to them.

The 'one-stop-shop' phrase is sometimes overused but when it comes to purchasing a vehicle here in Ireland, the Motor Dealership is well-equipped to provide just that. Besides the obvious expertise expected in product knowledge, the majority of Dealerships in this jurisdiction are registered as Credit Intermediaries with the Competition and Consumer Protection Commission (CCPC). This means they are authorised to introduce a financial solution to car buyers for their purchase.

Delivering 'best-in-class' financial advice

It's vital that qualified personnel in the showrooms keep up to date with the knowledge needed to offer proper advice on financial products. They are obliged to maintain appropriate status with relevant bodies, such as the Institute of Banking, to ensure they meet the Central Bank of Ireland's Minimum Competency Code for selling or advising on consumer credit agreements.

For the past number of years, First Citizen Finance have developed and delivered a bespoke and accredited

training programme to Irish Motor Dealers to assist them in achieving the necessary minimum requirements in this area.

The training series takes place nationwide across November and December each year and the high uptake by Dealers demonstrates a strong commitment from the Irish Motor Industry to ensure consumers here are receiving the best financial advice when it comes to asset/Motor Finance. With these free-to-attend events proving popular, particularly in recent years, Motor Dealers are advised to reach out early to their local First Citizen Finance representatives to secure their place on the course for 2022.

Celebrating 10 years

While the company name First Citizen Finance might have been registered in October 2012, the story, management and success of this company spans across three decades. The company, born from an MBO during the chaotic days of the last recession, has proved it can stand on its own. First Citizen Finance DAC was established in Dublin in October 2012 by the former senior management team of Permanent tsb Finance, led by Chris Hanlon. Prior to its sale in 2012, this management team ran the largest consumer finance company in Ireland, with a market share in excess of 35%. At its peak, the IT platform was processing circa 100,000 applications per annum for credit in Ireland across a range of diverse products including car finance, agricultural machinery, office equipment, computers and film finance investment. This team implemented and managed 14 different Motor Private Label/Co-operation Agreements over a 20-year period. The challenge of transferring this once long-standing successful business across to First Citizen was enormous and required an institutional purchase of the various loan books. This was finally realised in late 2012, when Deutsche Bank purchased the remaining loan portfolios (mainly auto) from Permanent tsb and awarded the servicing contract to First Citizen Finance. DLL (De Lage Landen) purchased the Agri & Equipment book from Permanent tsb Finance and also awarded the servicing contract to First Citizen.

First Citizen, having acquired the operational platform, retained and enhanced its capabilities over the past ten years. This allows it to service a wide range of asset-backed loan portfolios, comprising consumer and non-consumer hire purchase, leasing and contract hire products across a variety of different asset classes.

Finance for just about every type of Asset!

Let's make it happen



ASSET FINANCE FOR

MOTOR

We are a dedicated provider of motor finance for new & used cars & LCVs through SIMI approved dealerships and our direct channels. We can cater for consumers and non-consumers across our hire purchase and leasing product options.

AGRI

Our agri finance division provides flexible finance solutions to fund the purchase of new and used agri assets for agri SMEs and farmers. Repayment terms can be structured to suit seasonal cashflows.

CRE

Funding now available for the commercial real estate sector. First Citizen have the ability to identify, structure and deliver bespoke financial solutions into the CRE Sector.

EQUIPMENT

Our asset finance agreements for SMEs have a fixed interest rate to help you budget and manage your cashflow. We have a nationwide team ready to assist you.

Contact our team to get a quotation today.

Bloom House, Gloucester Square, Dublin 1

T 01 884 6700 F 01 884 6703

E info@firstcitizen.ie



www.firstcitizen.ie

Lending terms & conditions apply. A Joint Hirer may be required. Applicants must be 18 years of age or over. Calls may be recorded. First Citizen Finance DAC is regulated by the Central Bank of Ireland.

Changing times at Finance Ireland

First Auto Finance, the country's largest independent Motor Finance company, recently announced it has terminated its long-standing exclusive intermediary agreement with Close Brothers.

Established in 2011, the two companies successfully partnered together to offer finance solutions to Irish car buyers, at a time when many of the established players were withdrawing from the market. Commenting on the move, Frank Donnellan, the company's Managing Director, said: "Close Brothers and ourselves enjoyed a great relationship over the past eleven years in a partnership that was extremely beneficial for both organisations. Over the years, we had many approaches from international institutions offering to fund our Motor Finance portfolio and we have recently agreed terms with a major international bank. The details of this new and transformational development will be announced shortly. We are very excited about this significant opportunity that represents another critical chapter, in what has been a continuous and compelling growth story. It's great news for our company and indeed for our customers. The new arrangement will be effective from July 1. For our dealer partners, the transition will be seamless and it will, in the main, be business as usual. We will communicate with all our dealers over the coming weeks to take them through the detail."

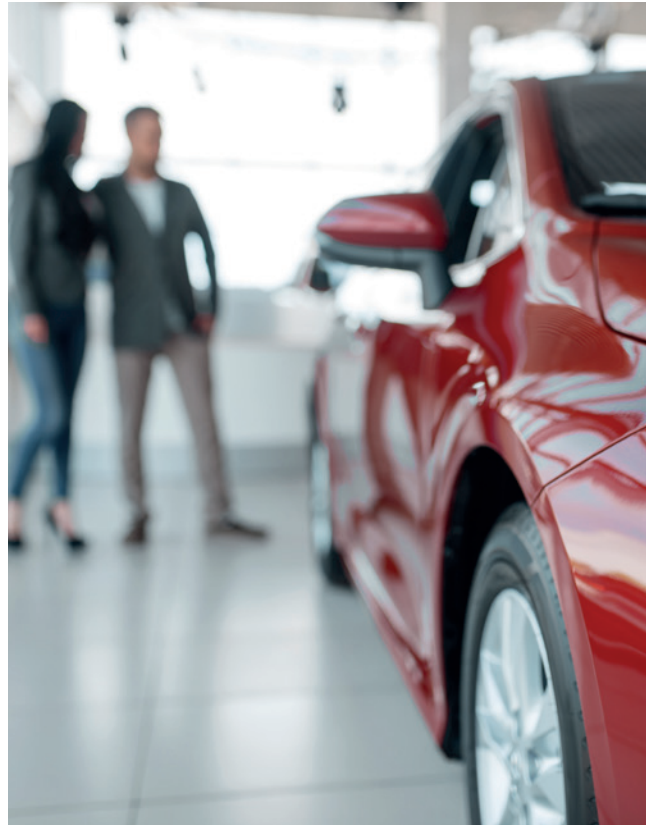
In conjunction with the new funding arrangements, the company is undergoing a complete re-brand and from July 1 will be known as Finance Ireland Motor & Leasing. Finance Ireland is Ireland's largest non-bank lender and in addition to its very substantial Motor Finance business, is also a market leader in residential mortgages, agri and SME lending, and commercial mortgages.

Mr Donnellan added: "We understand the Motor Finance industry and are committed to offering a class-leading service to our Dealer and customer network. We have a dynamic and dedicated team whose ethos is 'Every Deal Counts.' Guaranteed service levels, speedy turnaround on proposals and prompt payout is our daily assurance." Offerings include hire purchase on new and used cars and new light commercial vehicles and PCP on new and nearly new cars.

Cautiously optimistic

Finance Ireland Motor & Leasing remains cautiously optimistic for a positive year in 2022. Mr Donnellan admits that with supply issues on new cars and a decline in used imports, there were concerns coming into the new year. However having recorded a 20% uplift in volumes year on year, his outlook now is more positive, assuming supply improves, geopolitical issues are resolved and COVID remains under control.

He acknowledged that it has been a challenging two years since COVID first hit, however, he believes the Motor Industry and, indeed, his own business have adapted well to



First Auto Finance is undergoing a complete re-brand and from July 1 will be known as Finance Ireland Motor & Leasing.

ever-changing customer behaviours. 'Click and collect' and 'click and deliver' became the norm. He stated: "As the first finance company offering a full end-to-end digital journey for customers, from over 300 dealer websites, we were ideally positioned to capitalise on the opportunities presented as consumers changed the way they shopped for new and used cars." He also confirmed that due to this unique end-to-end customer digital journey they have recruited a considerable number of new dealers, all keen to have customer applications in progress, 24 hours a day, seven days a week.

Finance Ireland is delighted to have negotiated a new and highly competitive funding facility that will ensure its Motor Finance business continues in strong growth mode. The rebranding of the business aligns the company with the vision and values of Finance Ireland, the market leader in non-bank lending in Ireland.

Finally, the company is optimistic about the future and Mr Donnellan says that, with its class-leading expertise in all things digital, it is ideally positioned to continue to grow and develop its long-standing relationships with the Irish Motor Industry and, indeed, open new doors.

Ireland's largest independent motor finance company.

Supporting Irish Motor Dealers



**FIRST
Auto Finance**

People you can talk to

Tel: 01 647 0240 www.firstautofinance.ie

Customers are first priority

Ulster Bank's Lombard Ireland is supporting customers and dealers in these challenging times, according to its Head of Motor Finance, Donal Walsh.

Mr Walsh states: "As Ireland returns to some normality in 2022, the time has never been better to shine a light on the fantastic work that's being done around the country by Motor Dealers. Through our Lombard Consumer Motor Finance team, we have formed close relationships with Motor Dealers."

He continues: "We know that the last two years have been challenging with COVID and the used car supply shortage. Through their ability to adapt and innovate for customers, Dealers have shown how agile they are in responding to customers' needs during this period. With this in mind, Ulster Bank's Lombard Ireland is delighted to continue its sponsorship of the 2022 CarsIreland.ie Dealership Awards. The awards, now in their eighth year, strive to recognise the online marketing efforts of car Dealerships across the country."

Donal adds: "Ulster Bank's Lombard Ireland is open for business from new and existing customers and supporting these awards underlines our successful partnership with CarsIreland.ie, enabling visitors to the website to receive real-time finance decisions from Ulster Bank's Lombard Ireland on any car being sold by appointed Dealers."



Head of Motor Finance at Ulster Bank's Lombard Ireland, Donal Walsh.

FORWARD THINKING FINANCE

- Contact our Motor Finance Specialist team on 01 6085499 or visit lombard.ie

 **Lombard**

Proud Sponsor of CarsIreland.ie
Dealer Awards

CarsIreland.ie

Lines are open 9am to 5pm Monday to Friday. Calls may be recorded.
Over 18's only. Security and / or guarantees and indemnities may be required.
Product fees may apply. Lending criteria, terms and conditions apply. Business use only.

WARNING: YOU MAY HAVE TO PAY CHARGES IF YOU REPAY EARLY, IN FULL OR IN PART. A FIXED-RATE CREDIT FACILITY

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SIMI Skillnet 2022 Training Courses

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

SIMI CPD Module 1

Wednesday, May 18 and/or Wednesday, May 25



SIMI CPD Training is delivered via Zoom. All modules will be accredited by the Institute of Bankers as formal CPD hours.

TRAINER: Keith Browne

LOCATION: Online

DAY SCHEDULE: 10am-12 noon

DURATION: Two hours

COST: €86.10 incl. VAT (total cost for Modules 1 and 2)

Practical Hands-on Technical Upskilling Hybrid & Electric Vehicle Systems Level 2/3

Wednesday, June 8; Thursday, June 9; and Friday, June 10

Combined Level 2 and 3 Award in electric/hybrid vehicles repair and replacement. For Technicians requiring skills to remove and replace components for hybrid and electric vehicles safely.

TRAINER: MKW Motors and Training

LOCATION: MKW Motors, Baldonnell, Dublin 22

DAY SCHEDULE: 9am-5.30pm each day

DURATION: Three days

COST: €560 (VAT not applicable)

Customer Service and Complaint Handling

Thursday, June 9



Workshop to help staff develop a greater understanding of communicating effectively with customers both on the telephone and face-to-face.

TRAINER: Call Focus

LOCATION: Online

DAY SCHEDULE: Session 1: 10am-1pm; Session 2: 2pm-5pm

DURATION: One day

COST: €86.10 incl. VAT

Aftersales Profitability Workshop

Tuesday, June 14

Given the uncertain trading environment, profitability from new and used car sales cannot be guaranteed in the medium to long term. As a result, every profit opportunity in aftersales must be maximised to the full. Aftersales business is very resilient during a period of economic volatility, however, proactive management will help realise the opportunities that would otherwise be missed.

TRAINER: Navigate Solutions Ireland Ltd

LOCATION: Online

DAY SCHEDULE: Session 1: 1.30pm-3.30pm;

Session 2: 3.45pm-5.45pm

DURATION: Half Day

COST: €123 incl. VAT



FOR MORE INFORMATION:

Contact Margaret O'Shea, Network Manager on email: training@simi.ie
or call + 353 1 6761690

Customer Retention

Wednesday, June 15



Using effective customer retention strategies to improve Dealer profitability while building and protecting the customer database.

TRAINER: Navigate Solutions Ireland Ltd

LOCATION: Online

DAY SCHEDULE: Session 1: 2pm-3.30pm;
Session 2: 3.45pm-5.15pm

DURATION: Half Day

COST: €86.10 incl. VAT

SIMI CPD Module 2

Wednesday, June 15 and/or Wednesday, June 22

SIMI CPD Training is delivered via Zoom. All modules will be accredited by the Institute of Bankers as formal CPD hours.

TRAINER: Keith Browne

LOCATION: Online

DAY SCHEDULE: 10am-12 noon

DURATION: Two hours

COST: €86.10 incl. VAT (total cost for Modules 1 and 2)



FOR MORE INFORMATION:

Contact Margaret O'Shea, Network Manager on email: training@simi.ie or call + 353 1 6761690

Practical Hands-on Technical Upskilling Diagnosis of Universal Components (VSG18)

Wednesday, June 22 and Thursday, June 23



The skills and knowledge to test and diagnose engine management systems with confidence, including a sound working knowledge of all of the components within a typical engine management system and how to test them.

TRAINER: MKW Motors and Training

LOCATION: MKW Motors, Baldonnell, Dublin 22

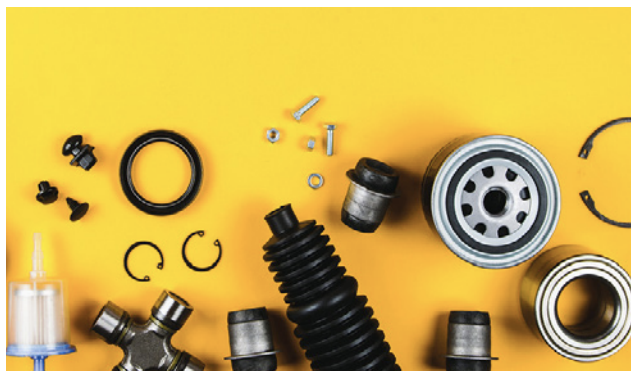
DAY SCHEDULE: 9am-5.30pm each day

DURATION: Two days

COST: €320 (members); €370 (non-members) (VAT not applicable)

Parts Management Workshop

Monday, June 27; Tuesday, June 28; and Thursday, June 30



SIMI Skillnet, in response to requests from members, will deliver a series of workshop sessions specifically around the effective management of the parts department. The workshops are aimed at developing the skills of Parts Managers, Aftersales Managers, and senior parts staff.

TRAINER: ASE Global Ltd

LOCATION: Online

DAY SCHEDULE: 9.30am-12.30pm; each day

DURATION: Three half-days (three virtual sessions of three hour blocks)

COST: €246 incl. VAT

Service Advisor/Receptionist Training

Tuesday, July 12; Wednesday, July 13; and Thursday, July 14



Aims to provide trainees with the skills and knowledge to effectively and efficiently operate with confidence as a Service Advisor/Receptionist in the Retail Motor Industry.

TRAINER: ASE Global Ltd

LOCATION: Online

DAY SCHEDULE: 10am-12.30pm each day

DURATION: Three half-days

COST: €123 incl. VAT

Practical Hands-on Technical Upskilling Hybrid & Electric Vehicle Systems Level 2/3

Monday, August 8; Tuesday, August 9; and Wednesday, August 10



Combined Level 2 and 3 Award in electric/hybrid vehicles repair and replacement. For Technicians requiring skills to remove and replace components for hybrid and electric vehicles safely.

TRAINER: MKW Motors and Training

LOCATION: MKW Motors, Baldonnell, Dublin 22

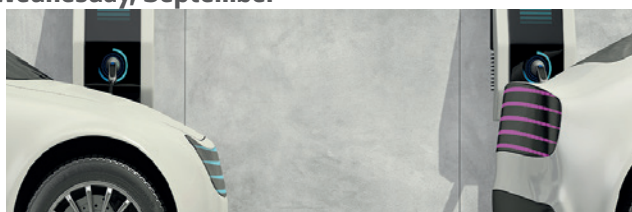
DAY SCHEDULE: 9am-5.30pm each day

DURATION: Three days

COST: €560 (VAT not applicable)

Practical Hands-on Technical Upskilling Hybrid & Electric Vehicle Systems Level 2/3

Monday, September 5; Tuesday, September 6; and Wednesday, September



Combined Level 2 and 3 Award in electric/hybrid vehicles repair and replacement. For Technicians requiring skills to remove and replace components for hybrid and electric vehicles safely.

TRAINER: MKW Motors and Training

LOCATION: MKW Motors, Baldonnell, Dublin 22

DAY SCHEDULE: 9am-5.30pm each day

DURATION: Three days

COST: €560 (VAT not applicable)

SIMI Skillnet is co-funded by Skillnet Ireland and network companies. Skillnet Ireland is funded from the National Training Fund through the Department of Further and Higher Education, Research, Innovation and Science.



An Roinn Breisoidiachais agus Ardoideachais, **Taighde, Nuálaíochta agus Eolaíochta**
Department of Further and Higher Education, Research, Innovation and Science



FOR MORE INFORMATION:

Contact Margaret O'Shea, Network Manager on email: training@simi.ie or call + 353 1 6761690

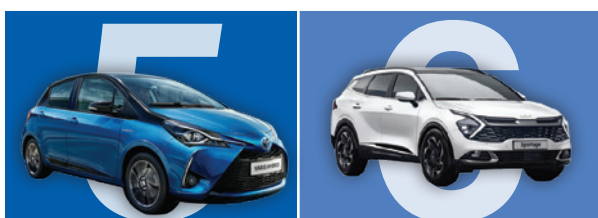
TOP 10 SELLING CARS 2022



Hyundai Tucson **3,316** 6.6% Toyota Corolla **2,734** 5.5%



Toyota C-HR **1,853** 3.7% Toyota RAV **1,790** 3.6%



Toyota Yaris **1,771** 3.6% Kia Sportage **1,603** 3.2%



Hyundai Kona **1,180** 2.4% Toyota Yaris Cross **1,141** 2.3%



Škoda Octavia **1,118** 2.2% Ford Puma **1,083** 2.2%

NEW PASSENGER CAR REGISTRATIONS

Marque	01/03 - 31/03	01/01 - 31/03	Market share 2022 %
Alfa Romeo	1	6	0.01
Audi	513	1890	3.79
Bmw	608	1923	3.85
Citroen	108	614	1.23
Cupra	90	215	0.43
Dacia	130	1133	2.27
Ds	3	35	0.07
Fiat	94	161	0.32
Ford	830	2786	5.58
Honda	45	195	0.39
Hyundai	1533	6868	13.76
Jaguar	24	52	0.10
Jeep	5	6	0.01
Kia	1107	3871	7.75
Land Rover	48	209	0.42
Lexus	54	272	0.54
Mazda	109	601	1.20
Mercedes-Benz	535	1620	3.24
Mg	6	132	0.26
Mini	44	238	0.48
Mitsubishi	0	0	0.00
Nissan	381	2293	4.59
Opel	288	1120	2.24
Peugeot	786	2476	4.96
Porsche	12	148	0.30
Renault	264	1842	3.69
Seat	163	761	1.52
Skoda	729	3547	7.10
Ssangyong	2	8	0.02
Subaru	0	0	0.00
Suzuki	192	505	1.01
Tesla	434	659	1.32
Toyota	2738	9437	18.90
Volkswagen	923	3471	6.95
Volvo	124	806	1.61
Private Import	12	28	0.06
Total March 2022	12,935	49,928	
Total March 2021	9,192	48,030	
2022 Change 2021	3,743	1,898	
% Change 2022 - 2021	40.72%	3.95%	

TOP SELLING CARS MARCH 2022

Position	Model	Units sold	Market share %
1	Toyota Yaris	726	5.6
2	Toyota Corolla	722	5.6
3	Hyundai Tucson	687	5.3
4	Toyota C-HR	637	4.9
5	Kia Sportage	523	4.0

Position	Model	Units sold	Market share %
6	Toyota Rav	318	2.5
7	Toyota Yaris Cross	304	2.4
8	Volkswagen ID.4	293	2.3
9	Škoda Kodiaq	291	2.3
10	Peugeot 3008	287	2.2

NEW LIGHT COMMERCIAL REGISTRATIONS

Marque	01/03 - 31/03	01/01 - 31/03	% Share
Audi	1	1	0.01
Citroen	119	779	8.31
Dacia	3	7	0.07
Fiat	12	39	0.42
Ford	684	2630	28.06
Fuso	3	17	0.18
Great Wall	0	0	0.00
Hyundai	14	49	0.52
Isuzu	13	61	0.65
Iveco	15	40	0.43
Kia	30	144	1.54
Land Rover	13	69	0.74
Ldv	30	220	2.35
Man	9	32	0.34
Mercedes-Benz	68	274	2.92
Mitsubishi	0	39	0.42
Nissan	34	186	1.98
Opel	169	988	10.54
Peugeot	204	763	8.14
Renault	58	424	4.52
Ssangyong	8	28	0.30
Subaru	0	0	0.00
Toyota	269	1045	11.15
Volkswagen	263	1479	15.78
Private Import	7	22	0.23
Other	6	36	0.38
Total March 2022	2032	9372	
Total March 2021	2998	11336	
2022 Change 2021	-966	-1964	
% Change 2022 - 2021	-32.22	-17.33	

BUSES/COACHES REGISTRATIONS

Marque	01/03 - 31/03	01/01 - 31/03	% Share
DAF	0	0	0.00
Higer	2	4	2.84
Isuzu	2	10	7.09
Iveco	2	20	14.18
MAN	0	2	1.42
Mercedes-Benz	1	14	9.93
Scania	3	21	14.89
Sunsundegui	0	0	0.00
VDL DAF	0	2	1.42
Volvo	4	6	4.26
Wrightbus	0	0	0.00
Yutong	0	1	0.71
Private Import	15	61	43.26
Total March 2022	29	141	
Total March 2021	60	121	
2022 Change 2021	-31	20	
% Change 2022 - 2021	-51.67%	16.53%	

NEW HEAVY COMMERCIAL REGISTRATIONS

Marque	01/03 - 31/03	01/01 - 31/03	% Share
DAF	38	97	14.22
Dennis Eagle	0	2	0.29
Fuso	1	14	2.05
Hino	0	0	0.00
Isuzu	4	22	3.23
Iveco	8	24	3.52
MAN	12	37	5.43
Mercedes-Benz	11	51	7.48
Renault	20	69	10.12
Scania	53	184	26.98
Volvo	66	158	23.17
Private Import	7	24	3.52
Total March 2022	220	682	
Total March 2021	276	777	
2022 Change 2021	-56	-95	
% Change 2022 - 2021	-20.29	-12.23	

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

Higher for longer – the inflation outlook

The Central Bank has raised its estimates for inflation to 6.5% in 2022.

Andrew Park, Economist, Grant Thornton, discusses the rise in inflation and its implications for the Motor Industry.



What a difference a matter of weeks makes to the economic outlook. While the consensus a short while ago had been firmly with 'Team Transitory' when considering how inflation would evolve this year, it is now increasingly evident that 'higher for longer' is the most accurate summary of where inflation expectations currently rest. It was widely expected that the inflation prompted by higher energy and transport costs as the economy powered back up following the lifting of pandemic restrictions would ebb away by the summer. Now, the consensus view is that inflation will peak towards the end of this year or early next, at a higher rate than previously expected. It is important to acknowledge that our current inflationary woes are not purely a result of Russia's invasion of Ukraine. That has certainly worsened the situation, but we were seeing inflation building last autumn.

Rapid rise

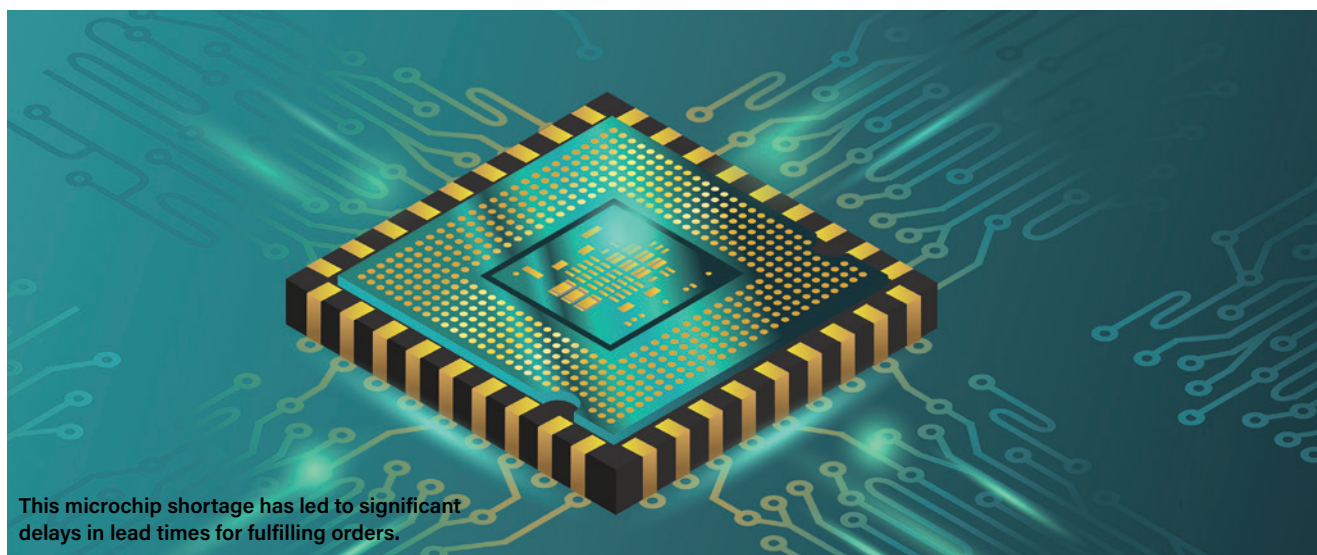
That rapid rise in inflation was initially being driven by the release of pent-up demand following the easing of restrictions. Consumers were very willing to re-engage in retail, culture and leisure, to the extent that the AIB Purchaser Managers Index recorded the Irish Services sector expanding at its fastest ever rate. While this release of demand was a welcome fillip, supply was unable to keep pace.

Transport problems, including a container ship running aground in the Suez Canal, exacerbated the issue, as did a microchip shortage. This microchip shortage was particularly pertinent for the automotive sector, resulting in significant delays in lead times for fulfilling orders and prices increasing. This has moved through to the secondhand car market, where values rose significantly. The inflation issues are not isolated to Europe. Across the world, prices have risen faster in the past year than in the last 20 years. According to the World Bank, close to half of the advanced economies recorded inflation levels of 5% or greater in late 2021. In late 2020, no advanced economies recorded inflation of greater than 5%.

In Ireland, the current inflation rate is 5.6% – bear in mind the European Central Bank targets 2%. These surges in prices contributing to this higher rate of inflation are compounded by the fact that we are in a period of relatively low wage growth, leading to the current cost of living crisis.

Energy and transportation costs

As has been well articulated in the press, the rise in energy and transportation costs have contributed much to the rise of inflation in Ireland. Between February 2021 and February 2022 the price of electricity, gas and other fuels increased by 28.7%, while the price levels of petrol and diesel rose by 30.3% and 32.5%.



The latest commentary from the Central Bank reflects the 'higher for longer' view on inflation and it has raised its estimates for inflation to 6.5% in 2022. In its previous quarterly commentary, the expectation was that inflation would be 4.5% in 2022. The Russian invasion of Ukraine and the subsequent sharp spike in commodity prices has driven this change in outlook.

Economic consequences

While it is important to acknowledge that the biggest consequences of the invasion have been the lives lost and the humanitarian crisis, there are economic consequences that are impacting far beyond the region.

These consequences can be summarised as:

- Increased commodity prices:** The war has caused a sudden, sharp increase in the prices of commodities, particularly oil, gas and wheat. High commodity prices are expected to remain for an extended period of time. Increased commodity prices lead to higher input costs for businesses, negatively impacting EBITDA margins. Increased operating costs are likely to be passed on to consumers in the form of higher prices, further fuelling inflation.
- Squeezed consumer:** Consumer sentiment has fallen dramatically as geopolitical tensions fuel uncertainty. KBC Bank's consumer sentiment index fell to 67 in March, down from 77 in February and from 81.9 in January. The March fall is the largest month-on-month drop since April 2020 when the first wave of Covid-19 impacted. In a special question in this month's consumer sentiment survey, KBC asked consumers if they planned to alter their spending in 2022 as a result of inflation, energy costs and/or uncertainty. In all, 85% of consumers expect to curtail their spending as a result of higher inflation and increased uncertainty. In addition, 49% of consumers overall say the adjustment will be 'significant' rather than slight. So, a changing environment is prompting a clear adjustment in the outlook for Irish consumer spending, which raises

concerns for 'big ticket' items such as cars.

- Supply chain disruptions:** Russia and Ukraine supply raw materials essential to the global supply chain. The war has created supply constraints for raw materials produced by Russia and Ukraine, which exacerbates already rising commodity prices. The conflict also causes logistical disruptions to the shipping and transportation of goods and materials. Coupled with higher fuel prices, the global supply chain is under significant pressure.

We are already seeing how these issues play out in the Motor Industry. Companies such as BMW, Porsche and Volkswagen have already stopped or scaled back production as a result of the invasion, due to an ongoing challenge sourcing parts such as wiring components and microchips, which would have typically been sourced from Ukraine. This stoppage is expected to be temporary as manufacturers seek to adapt supply chains. So, while the disruption is expected to be short term, the consequences for the time being are more delays in new vehicle production and supply.

Another consequence of the war and the rising cost of fuel will be how people respond in terms of whether they accelerate the pace of the move to electric vehicles. According to SIMI statistics, the level of electric vehicle sales increased in 2022 compared to 2021, now accounting for 10.8% of all vehicle sales, up from 4.1% in 2021. With a squeezed consumer pondering changes in spending plans, and a lack of charging infrastructure, it is unclear how this shift to electric vehicles will progress in 2022 but the direction of travel over the coming years is clear.

While the motor sector struggles to source a product to sell, there are further challenges for dealers via rising energy prices and other overheads. Equally, a tightening labour market, where vacancy levels remain buoyant, is likely to see pressure emerge on wage levels.

There are challenges coming from several directions but there remains hope the inflation issues will abate by the end of the year and that supply shortages will resolve to see new models rolling out of forecourts soon.

New vehicles

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



RENAULT AUSTRAL

This hybrid SUV is the next phase in the development of Renault's C-segment offering

Engines/batteries: two petrol 48V or 12V "mild hybrid" engines and a "full hybrid" e-tech system featuring a 1.2L 96kW 3-cylinder petrol engine

Pricing: to be announced



OPEL GRANDLAND

The new Grandland has arrived, with an electric hybrid due in early summer

Engines: a 1.2 130hp six-speed manual petrol, a 1.2 130hp eight-speed automatic petrol and a 1.5 130hp eight-speed automatic diesel

Pricing: from €35,495



MAZDA CX-60

The company's first plug-in full hybrid for the European market

Engines/batteries: a Skyactiv-G 2.5, four-cylinder petrol with a large, 100kW electric motor and a 355V, 17.8kWh high-capacity battery

Pricing: to be announced



FORD MUSTANG CALIFORNIA SPECIAL

European debut for US soft top

Engine: 5L Ford V8 petrol

Pricing: to be announced



MERCEDES-BENZ G CLASS 'EDITION 55'

Special edition marks AmG's 55th anniversary

Engine: 4L V8 bi-turbo with 430kW (585hp)

Pricing: to be announced

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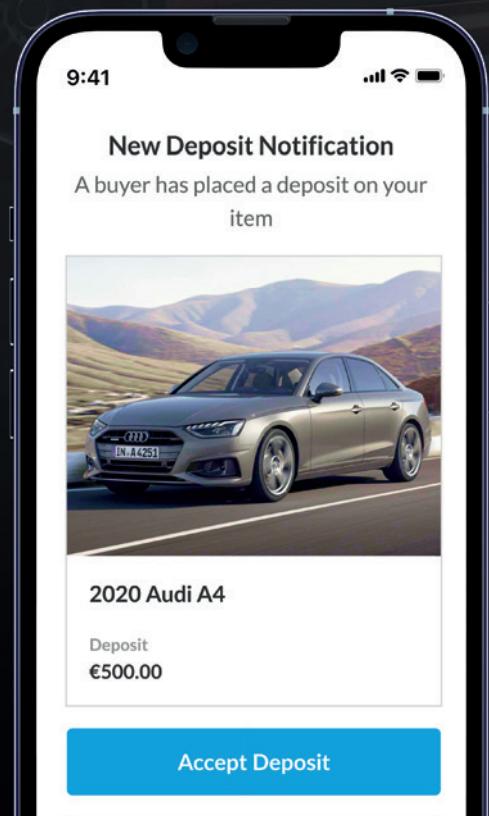
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using this feature, **resulted in a sale**

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Contact motorhelp@donedeal.ie or
Tel: **01 513 4122**





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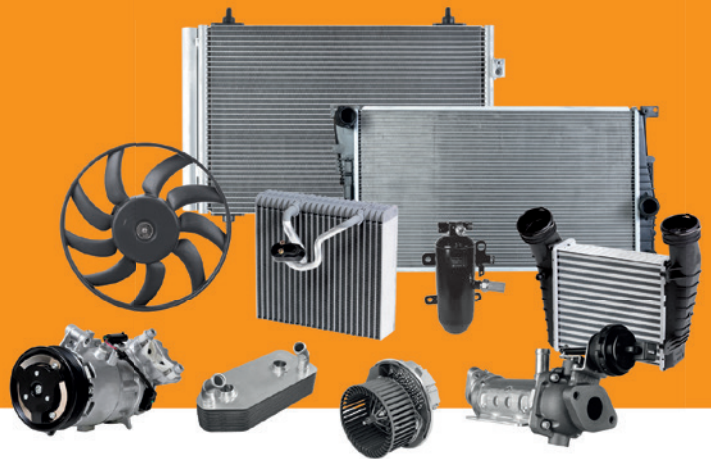
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