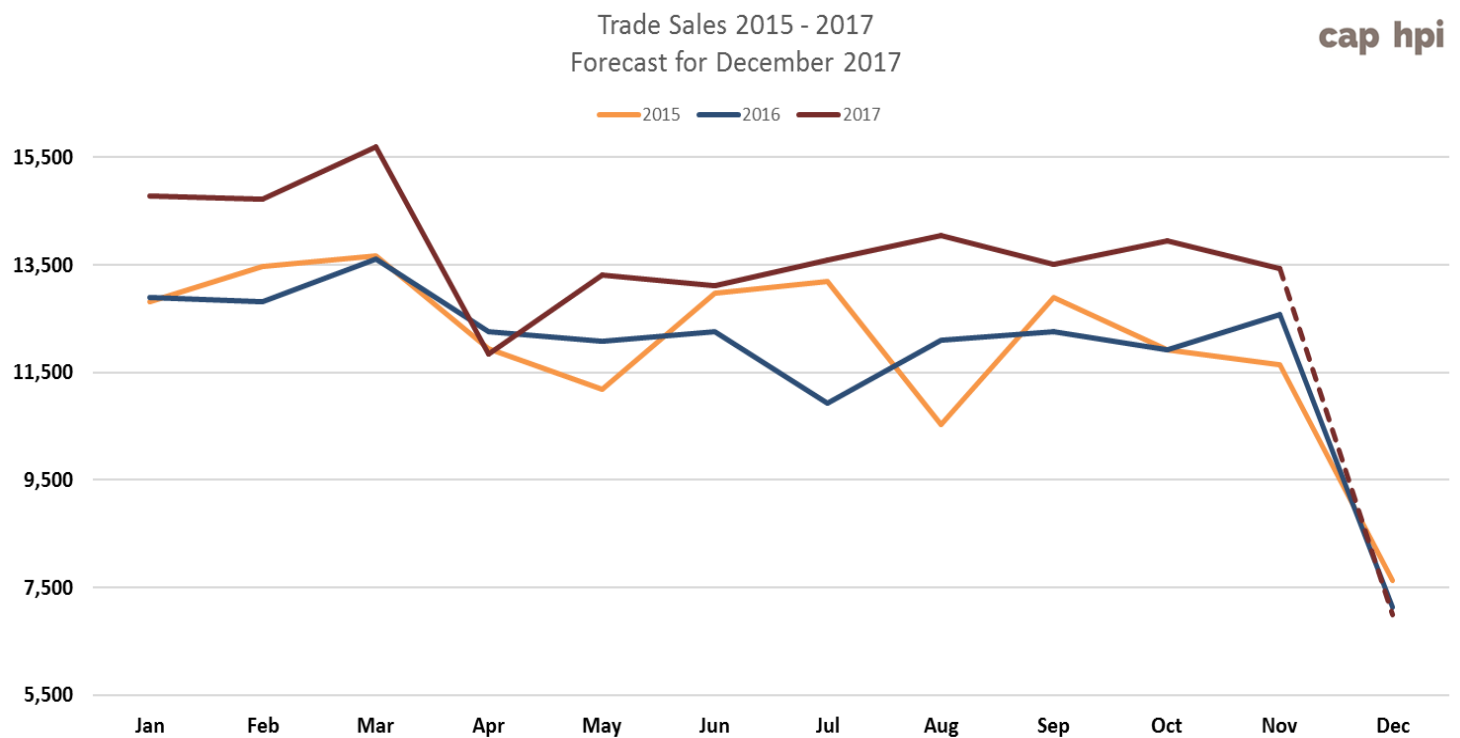


January 2018

Red Book Editorial

Despite the inclement conditions there were still plenty of hardy trade buyers around at the auctions we attended last month, but as the used LCV market slowed down in advance of the Christmas holidays, it was clear that end of month sales volumes were likely to be down considerably. Indeed, as we reviewed our guide prices for this edition of Red Book, our trade sales forecast indicated that December sales volumes were down by just over 29% compared to November. With fewer auctions to attend it's hardly surprising, after all December is the shortest month in the used LCV auction calendar.

We see this downturn as nothing more than a seasonal lull rather than a more permanent shift in demand and we fully expect sales volumes to bounce back as the New Year gets under way, as in previous years.



Unlike last December 2016 when we saw a massive decrease in the number of auction entries, our analysis of the auction sale catalogues last month revealed that auction entries were down by only 1%. The average age of vehicles moved down from 61 months to 58 Months and the average recorded mileage decreased slightly from 75,696 to 72,451. From our observations we believe this is apparent change in the stock age/mileage profile was largely down to an increase in the proportion of ex-daily rental vehicles entering the market.

Monthly auction catalogue entries

	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17
Auction Entries % Var	-42.0%	72.0%	0.0%	9.0%	-28.0%	7.0%	-2.0%	5.0%	-2.0%	-24.5%	18.5%	5.0%	-1%
Average age (Months)	63	60	59	60	62	59	59	57	61	59	60	61	58
Average Mileage	77217	75619	74127	73214	74310	72879	72264	74050	73821	72201	73283	76195	72129

In December the average the price performance of all used LCVs against Red Book was down by just under 2% at 98.08%. As always some sectors fared better than others. Small Van, Forward Control and Vat Qualifying sectors stand out in the table below pulling down the average performance and disguising what is otherwise a very strong performance considering the time of year.

LCV Sector	October 2017		November 2017		December 2017	
	Market Share	Performance	Market Share	Performance	Market Share	Performance
City Van	4.74%	99.95%	4.11%	98.27%	3.99%	98.19%
Small Van	28.92%	98.28%	27.14%	98.46%	29.28%	97.22%
Medium Van	24.31%	101.82%	27.33%	100.23%	28.54%	98.46%
Large Van	18.44%	101.05%	19.52%	99.69%	16.73%	98.87%
Over 3.5T	0.18%	102.89%	0.24%	101.17%	0.14%	99.12%
4x4 Pick-up Workhorse	1.75%	99.57%	2.14%	99.63%	1.99%	98.10%
4x4 Pick-up Lifestyle SUV	12.84%	99.50%	11.38%	98.32%	10.96%	98.82%
Forward Control Vehicle	0.08%	101.25%	0.11%	98.01%	0.24%	95.51%
Chassis - Derived	6.33%	98.68%	5.66%	99.90%	5.58%	97.47%
Mini-bus	0.90%	97.45%	0.78%	97.32%	0.91%	99.47%
Vat Qualifying	1.41%	99.47%	1.42%	98.39%	1.56%	95.26%
Total Market	100.00%	99.95%	100.00%	99.26%	100.00%	98.08%

When we delved deeper into each sector's performance against our research evidence it was necessary to make some significant adjustments to the guide values. The impact of these adjustments is summarised in the Average Movement column of the table below.

January: LCV Used Guide Price Movements 3 year / 60k				
LCV Sector	Average Value December	Average Value January	Average % Movement	Average £ Movement
City Van	£3,385	£3,363	-0.65%	-£22
Small Van	£4,612	£4,499	-2.52%	-£113
Medium Van	£10,342	£10,017	-3.24%	-£325
Large Van	£8,743	£9,041	3.30%	£298
Over 3.5T	£10,757	£10,659	-0.92%	-£98
4x4 Pick-up Workhorse	£12,490	£12,365	-1.01%	-£125
4x4 Pick-up Lifestyle SUV	£11,118	£11,081	-0.33%	-£36
Forward Control Vehicle	£10,902	£10,677	-2.11%	-£225
Chassis - Derived	£9,480	£9,685	2.12%	£205
Mini-bus	£10,148	£10,148	0.00%	£0
Vat Qualifying	£11,210	£10,897	-2.87%	-£313

As well as being the shortest month, December is also one of the busiest months of the year for maintaining the Red Book used LCV database. As we conduct our usual monthly market price reviews we also have to add prices for the notional January 2018 plate and remove plate prices for older models from our products.

Additionally for this edition we have taken the opportunity to review the mileage depreciation rates in the Medium, Van, Large Van and Chassis-Derived sectors. This was necessary in order to reflect changes in the long term trends that have showed up in our research data. The impact of the changes on those sectors are reflected in the table above.

Top 10 models driving the used LCV Market

The Top 10 tables below gives you a clear picture of the makes and models in the main LCV sectors that are driving the prices in the used LCV Market. Arranged in order of their respective share of total sector sales, the percentage CAP performance is based on actual recorded sales at open auctions.

Since our guide values reflect the market prices of **basic vans in plain white** as they appear in the vehicle manufacturer's price lists, some of guide price movements you might see in this edition may not correlate directly with the sales performances shown in the tables since these include vehicles in all colours and specifications.

Whilst auction catalogue entries always specify colour, it's the guide values of White vans that you will see printed in the auction catalogues.

White remains the colour choice for most new LCV buyers, however, increasingly we are seeing more and more vans in other colours entering the used wholesale market. The chart below is intended as a guide to illustrate how more or less in percentage terms you would expect to pay for a vehicle in any of the colours listed. For example, if you were bidding on a Silver van in the City Van sector you can expect to pay on average 2.05% more

than you'd pay for the same van in White. The values shown in this table are based on actual trade sales of vehicles at open auctions and that at any given time the market values of vehicles are dependent on many other factors such as supply volume and condition.

Colours	City Van	Small Van	Medium Van	Large Van	4x4 Workhorse	4x4 Lifestyle	Mini-bus	VAT Qualifying
White	CAP Avg	CAP Avg	CAP Avg	CAP Avg	CAP Avg	CAP Avg	CAP Avg	CAP Avg
Silver	2.05%	3.29%	2.63%	4.59%	0.75%	0.87%	-0.95%	1.68%
Blue	-0.63%	-0.26%	2.22%	0.05%	0.97%	0.57%	-1.53%	1.36%
Black	3.67%	4.34%	3.79%	3.56%	1.70%	0.62%		3.63%
Grey	4.20%	5.03%	4.02%	3.39%	1.95%	0.93%		4.03%
Red	0.31%	-0.80%	1.22%	-1.56%	0.39%	-0.18%		1.48%
Yellow	-3.43%	-3.96%	-6.61%	-7.83%				
Green	-0.25%	-2.49%	-3.30%	-2.48%	1.11%	-0.04%		4.39%
Orange		-2.11%	6.88%	1.13%		1.06%		
Brown			1.14%	5.17%		1.51%		-1.56%

CAPId	City Van	Sector Share	%CAP	%CAP White Only Condition Adjusted
24217	NEMO DIESEL - 1.3 HDi Enterprise [non Start/Stop]	9.74%	92.6%	100.5%
21886	CORSAVAN DIESEL - 1.3 CDTi 16V 95ps ecoFLEX Van [Start/Stop]	8.12%	81.4%	88.3%
15141	BIPPER DIESEL - 1.4 HDi 70 S [SLD]	6.82%	87.0%	95.0%
24216	NEMO DIESEL - 1.3 HDi LX [non Start/Stop]	4.87%	94.1%	93.9%
26324	FIESTA DIESEL - 1.5 TDCi Van	4.87%	98.5%	100.4%
24233	BIPPER DIESEL - 1.3 HDi 75 Professional [non Start/Stop]	4.22%	94.9%	97.7%
11121	CORSAVAN DIESEL - 1.3 CDTi 16V Van	3.90%	89.7%	89.6%
26326	FIESTA DIESEL - 1.6 TDCi EConetic Van	3.57%	92.6%	99.2%
24228	BIPPER DIESEL - 1.3 HDi 75 S [non Start/Stop]	2.92%	87.7%	94.9%
21678	ASTRAVAN DIESEL - Club 1.7 CDTi ecoFLEX Van	2.92%	103.2%	106.7%

With an overall sector sales performance of 98.19%, after taking into account colour and condition, market prices were down on average by around 1%. Consequently, most of the guide values for vans in this sector have gone down by 1% in this edition with the following exceptions.

CITROEN NEMO (16-) VAN
 FIAT FIORINO E6 16-) VAN
 PEUGEOT BIPPER (16-) VAN
 VAUXHALL ASTRAVAN (06-13) VAN
 VAUXHALL CORSAVAN (07-)

CITROEN NEMO (08-16) VAN
 FIAT FIORINO (08-16) VAN
 PEUGEOT BIPPER (08-17) VAN
 VAUXHALL CORSAVAN (94-04) PET
 VAUXHALL CORSAVAN (94-07)

CAPId	Small Van	Sector Share	%CAP	%CAP White Only Condition Adjusted
18445	BERLINGO L1 DIESEL - 1.6 HDi 625Kg Enterprise 75ps	11.15%	101.6%	99.9%
20709	CADDY MAXI C20 DIESEL - 1.6 TDI 102PS Van	9.08%	97.3%	100.9%
18573	DOBLO CARGO SWB DIESEL - 1.3 Multijet 16V Van Start Stop	2.41%	88.3%	90.1%
26672	TRANSIT CONNECT 200 L1 DIESEL - 1.6 TDCi 75ps Van	2.30%	92.4%	92.2%
18446	BERLINGO L1 DIESEL - 1.6 HDi 850Kg Enterprise 90ps	2.19%	100.3%	96.4%
30768	NV200 DIESEL - 1.5 dCi Acenta Van	2.02%	99.4%	98.8%
24236	COMBO L1 DIESEL - 2000 1.3 CDTI 16V H1 Sportive Van	2.02%	89.8%	90.4%
22438	PARTNER L1 DIESEL - 850 1.6 HDi 92 Professional Van	2.02%	92.5%	92.8%
16514	TRANSIT CONNECT 230 LWB DIESEL - High Roof Van TDCi 90ps	1.96%	93.1%	95.6%
18202	PARTNER L1 DIESEL - 625 1.6 HDi 75 Professional Van	1.91%	98.6%	97.4%

At 97.22%, on face value, small vans fared slightly worse in the panel van sector however after taking into account colour, condition and the below average performance of some individual model ranges, market prices were down only by around 1%. A downward price movement of 1% has been applied to most models in this sector with the following notable exceptions.

M-B CITAN (13-) (-3%)
 FIAT DOBLO CARGO (10-) PET VAN (-2%)
 FIAT DOBLO CARGO (10-) VAN (-2%)

FIAT DOBLO CARGO (11-) DROP (-2%)
 VAUXHALL COMBO (12-17) VAN (-2%)

CAPId	Medium Van	Sector Share	%CAP	%CAP White Only Condition Adjusted
24636	TRANSPORTER T28 SWB DIESEL - 2.0 TDI BlueMotion Tech 84PS Van	4.20%	108.5%	108.5%
24314	VIVARO SWB DIESEL - 2.0CDTI [115PS] ecoFLEX Van 2.9t Euro 5	3.56%	85.8%	89.2%
18442	DISPATCH L1 DIESEL - 1000 1.6 HDi 90 H1 Van Enterprise	3.56%	96.1%	94.2%
25446	TRANSIT CUSTOM 290 L1 DIESEL FWD - 2.2 TDCi 100ps Low Roof Van	2.86%	96.2%	96.6%
31669	VIVARO L2 DIESEL - 2900 1.6CDTI 115PS Sportive H1 Van	2.57%	95.3%	94.3%
25441	TRANSIT CUSTOM 270 L1 DIESEL FWD - 2.2 TDCi 125ps Low Roof Limited Van	2.28%	98.2%	97.2%
31668	VIVARO L2 DIESEL - 2900 1.6CDTI 115PS H1 Van	1.93%	92.4%	92.2%
25437	TRANSIT CUSTOM 270 L1 DIESEL FWD - 2.2 TDCi 100ps Low Roof Van	1.81%	93.4%	92.9%
22582	DISPATCH L2 DIESEL - 1200 2.0 HDi 125 H1 Van Enterprise	1.75%	93.3%	89.8%
11123	DISPATCH L1 DIESEL - 1000 1.6 HDi 90 H1 Van	1.69%	91.4%	96.6%

Medium Vans make up the largest sector in terms of the research evidence we gather each month so it acts as a barometer for how the LCV market is performing as a whole. Running very close to the market average at 98.46% and after taking into account colour and condition, a downward market movement of -1% has been applied to all model ranges in this sector with the following notable exceptions...

FORD TRANSIT CUSTOM VAN (12-17) (0%)
 VW T5 TRANSPORTER (10-15) VAN (0%)

As mentioned earlier in this editorial, the mileage depreciation rates in the Medium and Large Van sectors have been reviewed in order to reflect changes in the long term trends that have showed up in our research data. The prices of some models may have moved differently to the percentages indicated above.

CAPId	Large Van	Sector Share	%CAP	%CAP White Only Condition Adjusted
31707	BOXER 335 L3 DIESEL - 2.2 HDi H2 Professional Van 130ps	3.46%	100.0%	100.9%
9104	TRANSIT 260 SWB DIESEL FWD - Low Roof Van TDCi 85ps	3.03%	67.9%	96.7%
26863	SPRINTER 313CDI LONG DIESEL - 3.5t High Roof Van	2.86%	104.5%	102.8%
22246	TRANSIT 350 LWB DIESEL RWD - High Roof Van TDCi 125ps	2.68%	84.1%	92.5%
31886	MOVANO 35 L3 DIESEL FWD - 2.3 CDTi H2 Van 110ps	2.60%	87.3%	89.5%
9155	TRANSIT 280 SWB DIESEL FWD - Low Roof Van TDCi 85ps	2.51%	90.8%	99.0%
30637	TRANSIT 350 L3 DIESEL RWD - 2.2 TDCi 125ps H3 Van	2.25%	92.7%	94.7%
22129	TRANSIT 280 SWB DIESEL FWD - Low Roof Van TDCi 100ps	2.08%	95.3%	100.4%
22118	TRANSIT 260 SWB DIESEL FWD - Low Roof Van TDCi 100ps	2.08%	88.6%	98.1%
27306	SPRINTER 313CDI MEDIUM DIESEL - 3.5t High Roof Van	1.90%	98.0%	102.2%

At 98.87% the price performance of large vans was just under 1% above the average for the whole of the LCV market. After taking into account colour, condition and the weighting of some models that performed particularly well the guide values of most models in this sector are unchanged this month with the following notable exceptions.

CITROEN RELAY E6 (16-) VAN (2%)	PEUGEOT BOXER (14-16) VAN (2%)
FIAT DUCATO E6 (16-) VAN (2%)	CITROEN RELAY (06-14) VAN (2%)
M-B SPRINTER E6 (16-) 2-SERIES VAN (5%)	FIAT DUCATO (06-14) VAN (2%)
M-B SPRINTER E6 (16-) 3-SERIES VAN (5%)	FORD TRANSIT (06-14) T330 - T350 VAN (-2%)
PEUGEOT BOXER E6 (16-) VAN (2%)	PEUGEOT BOXER (06-14) VAN (2%)
CITROEN RELAY (14-16) VAN (2%)	CITROEN RELAY (02-07) VAN (2%)
FIAT DUCATO (14-) VAN (2%)	FIAT DUCATO (02-04) VAN (2%)
FORD TRANSIT (14-17) T290 - T350 VAN (-2%)	FIAT DUCATO (02-07) VAN (2%)
M-B SPRINTER (13-) 2-SERIES VAN (5%)	PEUGEOT BOXER (02-07) VAN (2%)
M-B SPRINTER (13-) 3-SERIES VAN (5%)	

As mentioned earlier in this editorial, the mileage depreciation rates in the Medium and Large Van sectors have been reviewed in order to reflect changes in the long term trends that have showed up in our research data. The prices of some models may have moved differently to the percentages indicated above.

CAPId	4x4 Pick-up Workhorse	Sector Share	%CAP	%CAP All Colours Condition Adjusted
16571	RANGER DIESEL - Pick Up Double Cab XL 2.5 TDCi 4WD	14.04%	88.6%	92.6%
21665	HILUX DIESEL - HL2 D/Cab Pick Up 2.5 D-4D 4WD 144	10.53%	98.0%	98.0%
18668	L200 LWB LB DIESEL - Double Cab DI-D 4Work 4WD 134Bhp [2010]	6.14%	103.7%	95.5%
21663	HILUX DIESEL - HL2 Pick Up 2.5 D-4D 4WD 144	5.26%	100.3%	100.3%
24963	D-MAX DIESEL - 2.5TD Double Cab 4x4	5.26%	91.5%	91.5%
30784	HILUX DIESEL - Active D/Cab Pick Up 2.5 D-4D 4WD 144	5.26%	99.0%	99.0%
26500	NAVARA DIESEL - Double Cab Pick Up Visia 2.5dCi 144 4WD	3.51%	102.6%	102.6%
16756	HILUX DIESEL - HL2 2010 D/Cab Pick Up 2.5 D-4D 4WD 144	3.51%	97.5%	97.5%
29907	DISCOVERY DIESEL - XS Commercial Sd V6 Auto	2.63%	109.6%	109.6%
11073	DEFENDER 110 LWB DIESEL - Hard Top TDCi	2.63%	100.1%	100.1%

Sales volumes remained relatively low but average sold prices were pretty much in line with the market average at 98.1%. Land Rover prices were stable last month so the guide values are unchanged for this edition. The same can be said for Mitsubishi Outlanders, otherwise a downward market price movement of -2% has been applied to all other models in this sector.

LAND ROVER (11-16) DEFENDER 90 110 130 TDCi (0%)	LAND ROVER (05-07) DEFENDER 110 Td5 (0%)
LAND ROVER DISCOVERY (09-) (0%)	LAND ROVER (06-07) DEFENDER Td5 130 (0%)
LAND ROVER FREELANDER 2 (08-09) (0%)	LAND ROVER DISCOVERY (93-05) Tdi Td5 (0%)
LAND ROVER (07-11) DEFENDER 90 110 130 TDCi (0%)	MITSUBISHI OUTLANDER (07-17) WORK (0%)
LAND ROVER DISCOVERY (07-09) (0%)	LAND ROVER (98-06) DEFENDER 110 Td5 (0%)
LAND ROVER FREELANDER (99-05) PET (0%)	LAND ROVER (98-06) DEFENDER 130 Td5 (0%)
LAND ROVER FREELANDER (99-07) (0%)	LAND ROVER (98-07) DEFENDER 90 Td5 (0%)
MITSUBISHI OUTLANDER (14-) HYBRID EV (0%)	LAND ROVER (98-99) DEFENDER 90 PET (0%)

CAPId	4x4 Pick-up Lifestyle SUV	Sector Share	%CAP	%CAP All Colours Condition Adjusted
18622	L200 LWB LB DIESEL - Double Cab DI-D Barbarian 4WD 176Bhp	5.33%	98.3%	99.4%
18623	L200 LWB LB DIESEL - Double Cab DI-D Barbarian 4WD Auto 176Bhp	4.86%	96.5%	97.0%
25079	AMAROK A32 DIESEL - D/Cab Pick Up Highline 2.0 BiTDI 180 BMT 4MTN Auto	4.08%	100.1%	100.1%
21668	HILUX DIESEL - Invincible D/Cab Pick Up 3.0 D-4D 4WD 171	3.76%	103.1%	100.6%
22419	RANGER DIESEL - Pick Up Double Cab Wildtrak 3.2 TDCi 4WD Auto	3.76%	95.8%	95.8%
19135	NAVARA DIESEL - Double Cab Pick Up Tekna 2.5dCi 190 4WD	3.61%	104.0%	100.4%
19137	NAVARA DIESEL - D/Cab Pick Up Tekna [Connect] 2.5dCi 190 4WD	3.45%	98.7%	97.1%
22415	RANGER DIESEL - Pick Up Double Cab Limited 2.2 TDCi 150 4WD	3.45%	101.1%	99.0%
18672	L200 LWB LB DIESEL - D/Cab DI-D Warrior II 4WD 176Bhp [2010]	2.66%	105.2%	103.1%
21669	HILUX DIESEL - Invincible D/Cab Pick Up 3.0 D-4D 4WD 171 Auto	2.35%	95.9%	95.9%

Unfortunately the spell of icy conditions on our roads didn't appear to have any immediate impact on trade sales of Lifestyle Pick-ups last month but it's early days and we are expecting demand to increase as the Winter progresses and dealers replenish stock on their forecourts. Overall price performance for this sector was above the LCV average at 98.82%. A downward market movement of 1% has been applied to most models in this sector with the following notable exceptions.

ISUZU D-MAX DIESEL (12-) (0%)	MITSUBISHI L200 (01-07) TD/TD 113 LIFE (-2%)
MITSUBISHI L200 (06-16) DI-D LIFE (0%)	NISSAN NAVARA (10-16) LIFE (0%)
TOYOTA HILUX (10-16) D-4D LIFE (0%)	

HGV MARKETPLACE

Auctions remained pretty busy in the lead up to Christmas and plenty of fresh stock was on offer. The holiday break offers a chance to re-stock before the resumption of sales in the New Year, but it is often early February before the traditional Christmas de-fleets start arriving in any quantity. It will be interesting to see how much stock does appear and if the trailer market will suffer from an influx of boxes and curtains.

Manheim's somewhat surprising decision to cease physical auctions for commercial vehicles has not gone down too well with the trade. Manheim's plan to offer internet only auctions produces additional challenges for buyers who like to view and inspect vehicles and see them drive through the auction hall. Whilst we await further details from Manheim of how sales will be conducted and where stock will be located it appears that internet only auctions are not to the liking of many and it may be to the benefit other auctions.

It is no coincidence that CVA at Hemel Hempstead had an additional sale mid-December to satisfy customer demand before announcing that sales at Hemel Hempstead will be conducted fortnightly, rather than on the current monthly basis, from early in the New Year.

Dealer's report that it has gone fairly quiet at present and currently business is just ticking over but this is fully expected and accepted over the festive period. Several buyers remain on the lookout for specific vehicles which they can move on quickly, otherwise they are keeping their money in their wallet.

Larger independent dealers are still suffering from the short supply of late stock, some continuing to source vehicles direct from manufacturers to fulfil requirements. Manufacturers themselves continue to report good sales citing the desire for Euro 6 and low, well maintained stocks, as reasons for the healthy revenues being enjoyed.

Records from our auction visits indicate that the average number of auction entries stayed the same last month. The number of on-the-day sale of trucks fell slightly by just 0.5% in relation to total entries whilst trailer sales dropped by 25%. This is based on five auction visits and a total of 593 viewed lots. As we always point out these are 'hammer sales' on-the-day and converted provisional sales are not included. One auction reports that the conversion rate of provisional sales has risen to around 75%.

This month's research indicates that:

- Up to 7.5t – A slight reduction in values for all but Euro 6 vehicles.
- 7.5t to 12t – A slight reduction in values for all but Euro 6 vehicles.
- 13t to 18t – A slight reduction in values for all but Euro 6 vehicles.
- Multi-wheel rigids – A slight reduction in values for all but Euro 6 vehicles.
- Tractor units – A slight reduction in values for all but Euro 6 vehicles.
- Trailers – Values have remained stable.

7.5t to 12t Vehicles

Euro 5 7.5t boxes, predominantly DAF and Mercedes-Benz, continue to appear for sale in number. Boxes are now in plentiful supply and whilst most tidy examples are selling values being pressured and untidy examples are failing to attract the attention of buyers. Curtains and fridges remain steady but values have fallen slightly.

Good availability of tippers has also been affecting sales and currently only the cleanest, lowest mileage examples are selling easily. Dropsides remain scarce but here too sales have not been as fluent as a few months ago, possibly because of it being winter when such vehicles are usually in less demand.

Refuse vehicles which often have low mileage are less numerous than their larger cousins and they often attract more attention. However, body specification, chassis manufacturer and condition dictate the level of such interest.

Car transporters continue to be available and several more 7.5t and 10t Mercedes-Benz Atego double deck examples have appeared recently.

Vehicles of interest seen at auction include a 2017 17 plate Iveco Eurocargo 75E16 dropside with only 5,000 km which provoked frantic bidding but the highest bid was only provisional, however it was subsequently sold to the highest bidder for a little more than the closing bid.

Numerous Mitsubishi Fuso Canters have appeared recently mainly carrying curtain bodies, although other variants have been available. The most numerous curtains being a batch of 2013 63 plate 75C15's in tidy condition and with reasonable mileages, however having been used for newspaper deliveries their bodies were shorter and lower than normal which restricted their appeal.

13t to 18t Vehicles

Older vehicles have struggled a little of late especially so when exporters who would often purchase such vehicles giving them the cold shoulder.

Numerous tipper/gritters with either ploughs or plough attachments of varying age and quality have appeared of late mainly on DAF and Mercedes-Benz chassis; some having more success than others with 4x4 examples proving to be the most attractive.

Fridges have failed to live up to expectation this month with numerous examples appearing at successive sales. Curtains, boxes and dropsides are currently being met with varying degrees of enthusiasm. Unless they are later models, the type of vehicles that most dealers are crying out for, sales success isn't guaranteed.

Euro 6 vehicles are scarce but a couple of Scania curtains appeared at a sale and both sold very easily. Other vehicles of interest include a 2014 14 plate DAF FA LF55.220 18t Whale vacuum tank with a gully arm which had only 30,000 km which realised a provisional bid of £33,000.

Another was a quite rare 11 plate Isuzu F180.280 fridge box. Whilst the fridge unit and body were to a good specification 18t Isuzu's are not to everyone's taste and the best bid was £5,800

Multi-wheelers

The availability of 8x4 tippers continues unabated and whilst sales continue to remain values are down a little but this is expected at this time of the year when they are in less demand. A good number of less common 6x4 tippers have been seen recently and sales performance currently mirrors their larger sisters.

Boxes remain scarce in comparison to curtains and fridges whilst flats and dropsides continue to appear in good numbers including those carrying cranes.

Skips and hook-loaders remain popular but it is specialist vehicles that are attracting most attention at present.

Drawbar rigs, which are usually built specifically for the initial operator continue to appear but often find little interest and car carrier rigs are suffering the same fate.

Specialist vehicles can either hit the right note or fall flat, and a couple of recent vehicles to achieve the former were a 2012 61 plate DAF FAR CF75.310 6x2 day cab beavertail with winch and a Palfinger PK180002-EH-B crane with 209,000km which sold for £45,700. In addition an 11 plate Volvo FM420 Globetrotter 8x4 cheesewedge beavertail with a hefty Palfinger PK50002-EH crane and 422,000km which sold for £102,000.

Another cheesewedge beavertail was a 2015 15 plate Euro 6 Renault C380 6x2 sleeper with a Fassi F355A crane which achieved a best bid of £73,000

Tractor Units

Little has changed for 6x2 tractor units which are so plentiful it continues to be a buyer's market. Even late registered low mileage Euro 5 examples are starting to struggle to find new homes. Many dealers are fully stocked with similar vehicles and Christmas requirements have already been fully satisfied there is concern as to how much new stock will appear in the New Year and will values be affected?

Latest model DAF and Iveco vehicles remain relatively scarce, whereas Mercedes-Benz Actros 2545's, Renault Premium 460's and Volvo FH 460's are in good supply with other marques and models somewhere in between.

Auctions have recently seen batches of the latest incarnation of Mercedes-Benz 2545 Streamspace with both Euro 5 and Euro 6 engines. There was little appetite to buy either and the fact that the previous model Actros 2544 which were only a couple of years older are selling much easier when they appear speaks volumes about how the market views the current model.

A trio of 2016 66 plate Renault T460 6x2 sleepers with high mileage relative to age provoked good interest and a best bid was required by the finance company vendor. Each achieved bids around CAP average values and sales will likely have been concluded post sale.

6x2 rear lifts are not as common as mid lifts but there has been quite a number around recently and most attracted bids sufficient to conclude a sale. 4x2 vehicles are less prevalent and whilst attracting interest when they appear, interest doesn't necessarily mean a sale.

Multi-drive tractor units remain most popular and always generate much more interest than any other example when they appear for sale, one such example was a tidy 2012 61 plate Scania R480 6x4 sleeper with tipping gear, wet kit, walking floor pipe and vertical exhaust and only 282,000 km which provoked strong bidding resulting in a sale.

Trailers

Research suggests that the trailer market continues to be steady at present and whilst the best trailers are finding little difficulty in finding new homes the mix and age of the remaining trailers available isn't to everyone's taste which is leaving many trailers unsold.

Flats are selling particularly well at present and curtains and good specification fridges remain popular providing they are ready to work, but boxes are now starting to struggle to find new homes and now that the festive period is coming to a close more are expected to appear shortly.

A small batch of 2014 Cartwright triaxle curtains proved popular lots when they appeared provoking good interest but some late machine carriers created most excitement. A 2015 13.4m Noteboom triaxle example with SAF axles, drum brakes and fliptoe hydraulic ramps and outriggers achieved a bid of £31,500 and a new 2017 Serin four axle example with SAF axles, drum brakes, rear steer, front lift and fliptoe hydraulic ramps mustered an offer of £31,000.

A new 2017 Gurlesnyil triaxle tipper with Osman Koc axles and drum brakes failed to hit the right note achieving a best offer of only £14,000.