



Tradelines 18 September

Published: 18th September 2019

Author: Robin Roberts

Online version: <http://www.wheelswithinwales.uk/tradelines-18-september/>

During the typical service lifetime of a car, nearly 60% of owners are never contacted by the sales team of that mainstream servicing dealer.

This easily missed opportunity for future sales has been highlighted by Cooper Solutions which urges dealers to bring together their sales and servicing departments to nurture relationships and drive sales with the support of the analyst's FullCycle system.

Plaid Cymru leader in the Welsh Parliament, Paul Davies, has asked Labour First Minister Mark Drakeford to update members on plans for a Commission to look into alternatives to the abandoned M4 Relief Road which was promised before the summer recess.

There have been suggestions it may not be reporting on the revised plans until Spring 2020.

Almost half of workers say their biggest motivator is an unexpected reward or surprise by their employer.

But only just over a third of businesses provide them to incentivise staff, according to the One4all Rewards scheme.

Two-fifths of drivers are considering an electric car as their next model, they have told Close Brothers Motor Finance.

Some 20% of dealers reported rising interest in evs with cost, range and charging issues subsiding.