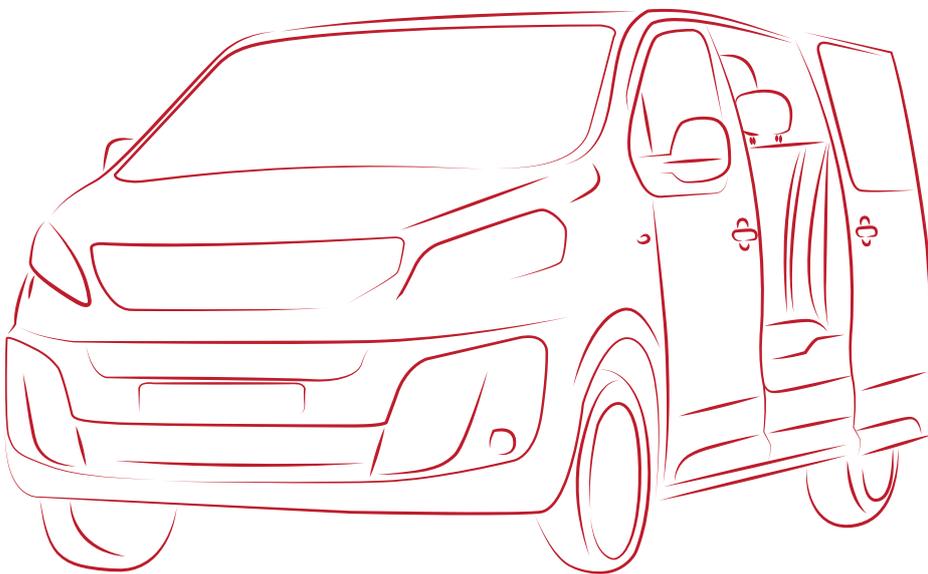


# CONSEQUENCES OF **WLTP** FOR CONVERSION



*Worldwide Harmonised Light  
Vehicle Test Procedure*

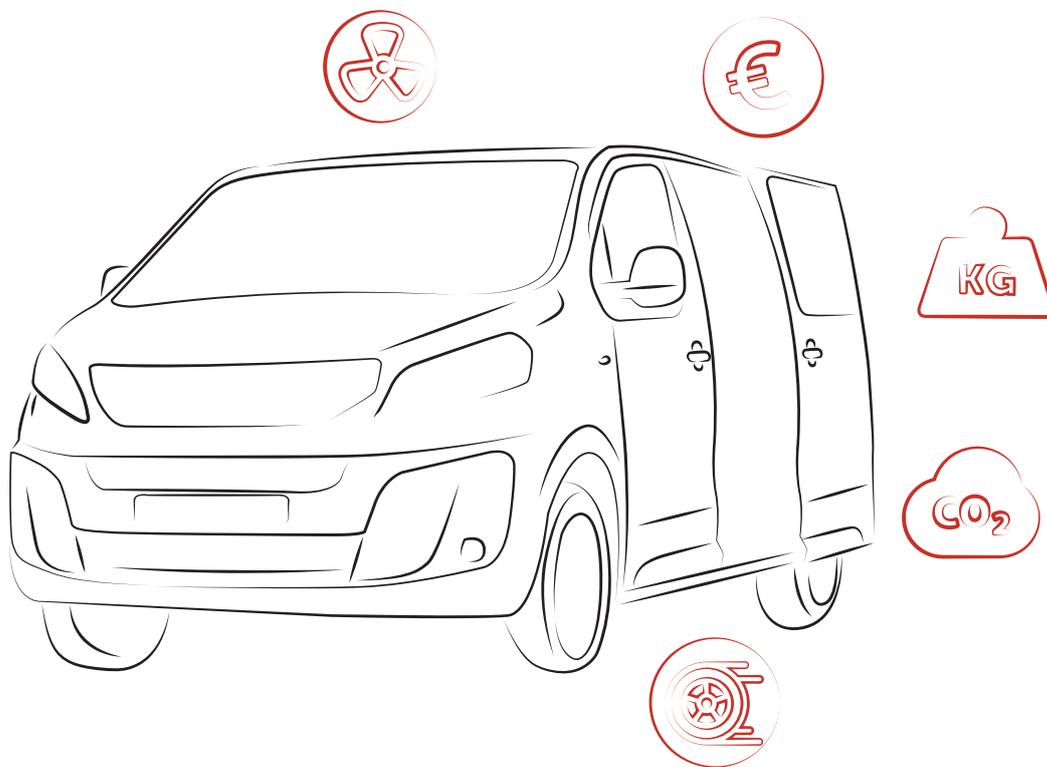
WLTP is a term that increasingly emerges during meetings, but what does it mean? And what consequences does it have for converting light commercial vehicles to, for instance, a Crew Cab? Are there new procedures for registrations in the 2nd phase, do new risks emerge or are there also positive effects associated with this new test method? As a homologation specialist, Snoeks Automotive delved deeper into the matter to find clarity on this subject.

## IN SHORT, WHAT IS **WLTP**?

The WLTP, or Worldwide Harmonized Light Vehicle Test Procedure, is the new test method to determine the CO<sub>2</sub> emissions of light vehicles. As of 1 September, the WLTP regulation will come into effect for all light commercial vehicles in Europe with a mass in running order below 2,585 kg. This means that all newly sold commercial vehicles from that date must meet the new guidelines in order to obtain a registration number. Only vehicles that fall under the residual stock arrangement will be temporarily exempt from this, more on this later in this article. The new WLTP test method replaces the current NEDC test and is far more realistic, strict and extensive than its predecessor.

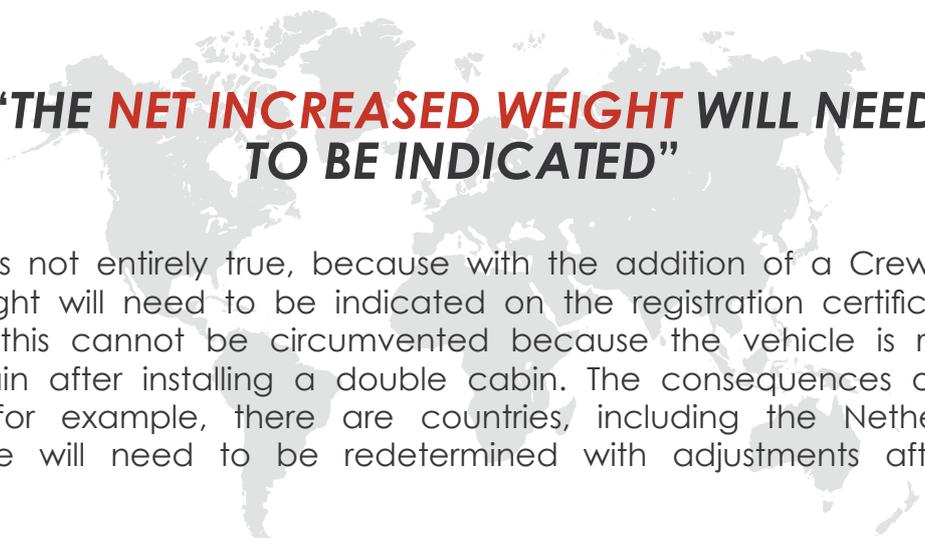
## WHAT IS THE **MOST IMPORTANT CHANGE** FOR CONVERSION?

The most important change for the conversion industry is that the optional equipment is now also included in the determination of the CO<sub>2</sub> emissions. Three factors need to be taken into account for this: the weight, the rolling resistance and the frontal surface. In countries where CO<sub>2</sub> emissions are linked to the tax on a new car, this can have consequences for the selling price. In other countries where the CO<sub>2</sub> value of vehicles is linked to road tax, causing the new regulations to mainly affect end-user usage costs. The extent of these consequences is not yet clear, because the governments have not yet determined what the effect on vehicle tax is. So we do not know if this concerns a few euros or substantial amounts.



## CAN THIS NOT BE **CIRCUMVENTED** BY CONVERTING THE VEHICLE **AFTER** REGISTRATION?

The answer to this is not simple and disheartening, because especially for the installation of a Crew Cab, you need to take the possible consequences of the WLTP into account. One would expect that importing a “bare” commercial vehicle and converting it after registration offers advantages. After all, the WLTP guidelines are only applicable to non-registered vehicles, which means there should be no consequences for vehicles that are converted after registration.

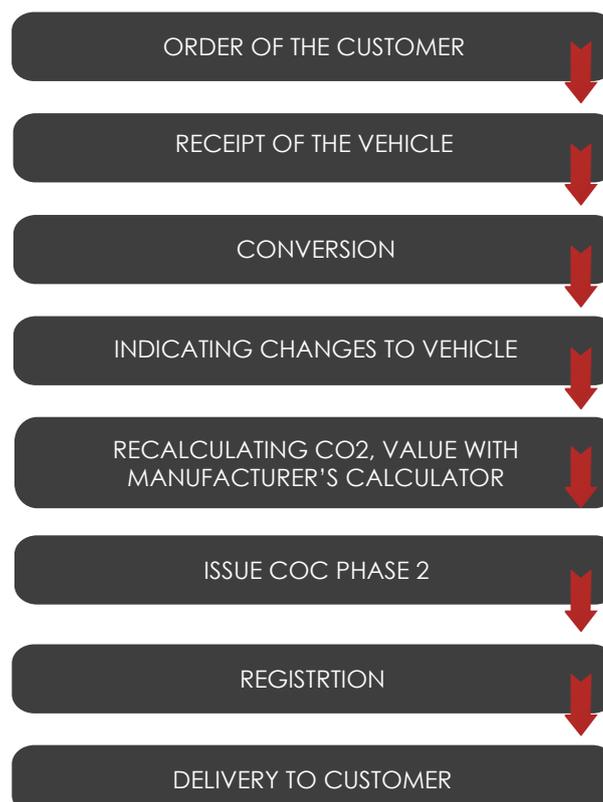


## “THE **NET INCREASED WEIGHT** WILL NEED TO BE INDICATED”

However, this is not entirely true, because with the addition of a Crew Cab, the net increased weight will need to be indicated on the registration certificate (phase 2). Unfortunately, this cannot be circumvented because the vehicle is required to be inspected again after installing a double cabin. The consequences of this will vary per country; for example, there are countries, including the Netherlands, where the CO<sub>2</sub> value will need to be redetermined with adjustments after registration.

## WHAT IS CHANGING IN THE **REGISTRATION PROCEDURE?**

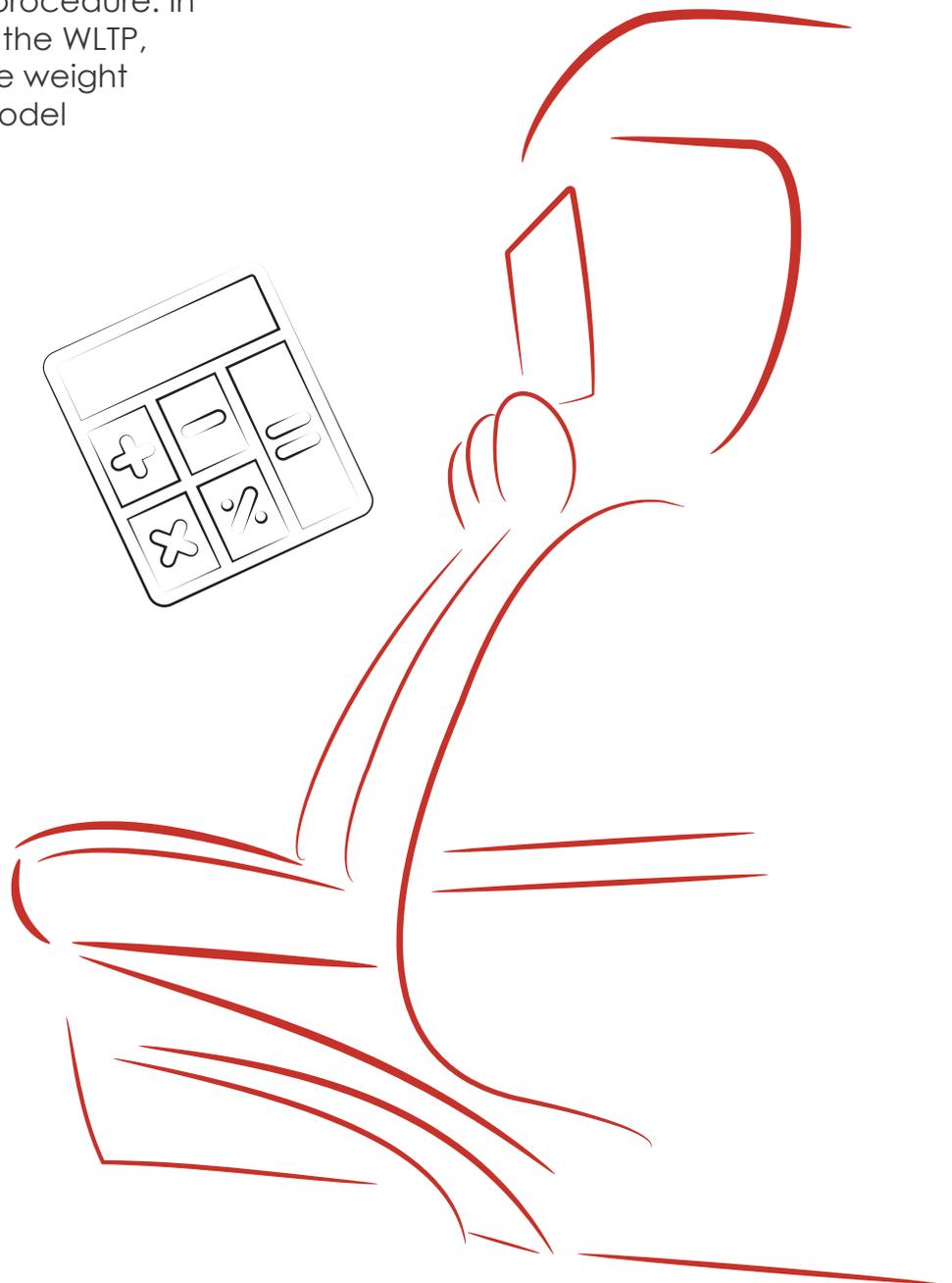
So you have to deal with the WLTP both before and after the registration, but what registration procedure should you choose? Especially now, with the coming of the WLTP, it is important to take a good look at this again, as it may have consequences for you and your customers as a dealer or converter. In any case, it will soon be mandatory to state the net increased weight on the second-phase registration documents. Moreover, the changes that affect the rolling resistance and the frontal surface will also need to be taken into account in the manufacturer's CO<sub>2</sub> calculator. In the figure below, you can see during what phase of the registration procedure each change needs to be indicated.



## WHAT ABOUT THE SNOEKS CREW CAB?

With the arrival of the WLTP, the procedures for converting vehicles will be made stricter, with the necessary consequences for your company and your customers. In order to minimize the consequences for the end user, Snoeks will be using the CO<sub>2</sub> calculators of the manufacturers. The benefit of this working method is that the CO<sub>2</sub> value will be determined realistically instead of estimated, keeping the CO<sub>2</sub> value as low as possible.

As a homologation specialist, we can also support you in requesting the adjusted registration or COC for the second phase through a quick automated procedure. In preparation for the arrival of the WLTP, we have also determined the weight of our Crew Cab for each model and variant. This means that when converting, you will only have to provide the weight of the removed parts, such as the partition wall. This saves you time and avoids errors in the registration of the vehicle.



## IN WHAT PHASES IS THE WLTP INTRODUCED?

WLTP already applies to new models coming onto the market and has been introduced step by step in recent years. 1 September 2019 is an important date for light commercial vehicles, because that is when no new vehicles that do not meet the WLTP guidelines may be registered anymore. In principle, at least, because there is still an exception for vehicles that fall under the residual stock arrangement. This arrangement makes it possible for vehicles without WLTP, that were produced before 1 June 2019, to be registered for up to 1 year after 1 September 2019. On the other hand, all vehicles without WLTP that are produced after 1 June of this year must be registered before 1 September.

**SEPT 2017**

WLTP APPLIES TO NEWLY INTRODUCED CARS

**SEPT 2018**

WLTP APPLIES TO PASSENGER CARS AND SMALL COMMERCIAL VEHICLES (CAT. N1 CLASS I)

**SEPT 2019**

WLTP APPLIES TO ALL COMMERCIAL VEHICLES WITH A MASS IN RUNNING ORDER BELOW 2,585 KG

?

- GOVERNMENT MAKES TAX CONSEQUENCES FOR VEHICLES KNOWN
- CONVERSION AFFECTS THE CO2 VALUES

**2021**

WLTP IS FULLY IMPLEMENTED

# HOW IS **WLTP** DIFFERENT FROM ITS PREDECESSOR **NEDC**?

WLTP measures more truthfully than the NEDC. Even so, the results never fully correspond with reality, because many factors apply. Think of driving behavior, the type of road surface and weather and traffic conditions. These are the main points where the WLTP measures differently.

1. The WLTP laboratory tests have updated, more realistic criteria, such as a speed up to 131 km/h and variable shifting.
2. New cars, in addition to the laboratory test, have to undergo a public road test. In that test, a mobile measuring station measures whether the emission gases stay within the limit values.
3. The CO<sub>2</sub> emissions are determined individually for each car. After all, additional options affect the emissions. For instance, a commercial vehicle with a Crew Cab may have a higher CO<sub>2</sub> value due to the increased weight.

## **NEDC-TEST**

New European Driving Cycle

- Developed in the **80s**
- Based on **theoretical driving conditions**
- Has no influence on **additional options**
- **Outdated**



## **NEW TEST**

## **WLTP-TEST**

Worldwide Harmonised Light Vehicle Test Procedure

- Introduced in **2017**
- Based on **realistic driving conditions**
- Additional options **are included** in the calculation
- **More reliable results** on actual performance on the road

## WHAT ARE THE **BENEFITS** OF THE WLTP?

The answer to this question leads us back to the reason why the WLTP was introduced. The purpose of the WLTP is to provide a more accurate picture of fuel consumption and emissions so that the end user can better estimate the performance of the vehicle; in other words, transparency. This transparency is desired because many companies are working on reducing their CO<sub>2</sub> emissions in the context of CSR. As such, the CO<sub>2</sub> emission value will play a larger role in the purchase of a car or commercial vehicle in the future. The regulation thus responds to a demand from the market and certainly has long-term benefits for the industry.

## DOES THE **WLTP REGULATION** AFFECT THE LIST OF VEHICLES THAT CAN BE MODIFIED?

It is to be expected that with the introduction of the WLTP, many changes will be implemented by manufacturers on the base vehicle. After all, some power trains will disappear, and others will be introduced. We expect that this will have little influence on the conversion possibilities. Even so, it is wise to look at the exclusion lists on the website before you start a conversion or offer a conversion. This is because as a result of the WLTP, any limitations that are imposed by the first-phase manufacturer will be incorporated into the existing lists. That is why it is important to thoroughly check this list of exclusions before you start a conversion, because if it later turns out that a vehicle is excluded, it will be impossible to have it registered in Europe.