



**IN THE COMPETITION**  
**APPEAL TRIBUNAL**

Case No: 1295/5/7/18 (T)

BETWEEN

- (1) DAWSONGROUP PLC  
(2) DAWSONGROUP UK LIMITED  
(3) DAWSONGROUP TRUCK AND TRAILER LIMITED  
(4) DAWSONGROUP MATERIAL HANDLING LIMITED  
(5) DAWSONGROUP SWEEPERS LIMITED

Claimants

-and-

- (1) DAF TRUCKS N.V.  
(2) DAF TRUCKS DEUTSCHLAND GMBH  
(3) PACCAR INC  
(4) DAF TRUCKS LIMITED  
(5) DAIMLER AG  
(6) MERCEDES-BENZ CARS UK LIMITED  
(7) AKTIEBOLAGET VOLVO (PUBL)  
(8) VOLVO LASTVAGNAR AB  
(9) VOLVO GROUP TRUCKS CENTRAL EUROPE GMBH  
(10) RENAULT TRUCKS SAS  
(11) VOLVO GROUP UK LIMITED

Defendants

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**CONSENT ORDER**

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**UPON** the parties having consented to the terms of the Order set out below

**BY CONSENT IT IS ORDERED THAT:**

**The First to Fourth Defendants (the “DAF Defendants”)**

1. By no later than 30 April 2021, the Claimants and the DAF Defendants shall each disclose by list, in respect of any Trucks weighing 6 tonnes or above manufactured by DAF and purchased (or sought to be purchased) by the Claimants during the Relevant Period (as defined at §5 of the Claimants’ Particulars of Claim):

### Communications within the DAF Defendants

2. In respect of the DAF Defendants only, any communications between or within any of the DAF Defendants, or between the DAF Defendants and another member of DAF's corporate group, relating to, and any documents recording, any of (a) to (e) below:
  - (a) sales price approvals (including communications regarding the pricing parameters for proposed sales to the Claimants and seeking approval for a sale to the Claimants at a particular price);
  - (b) sales price approvals (including communications regarding the pricing parameters for proposed sales to dealerships and seeking approval for a sale to a dealership at a particular price);
  - (c) intentions in relation to sales prices;
  - (d) elements considered when determining and/or negotiating prices (including list prices, other price lists, costs of new technology/features (including Euro 3 to 6 standards), warranties, repair and maintenance provisions, buyback options and/or complementary products and services (including bodies whether or not manufactured by DAF)); and
  - (e) the calculation of proposed sales prices, sales prices negotiated and/or agreed, or previously or actually charged.

### Communications between the DAF Defendants and dealerships

3. In respect of the DAF Defendants only, any communications between the DAF Defendants or other members of DAF's corporate group and Truck dealerships relating to, and any documents recording, any of (a) to (f) below:
  - (a) sales price approvals (including communications regarding the pricing parameters for proposed sales from DAF to dealerships and seeking approval for a sale to a dealership at a particular price);
  - (b) intentions in relation to sales prices;

- (c) elements considered when determining and/or negotiating prices (including list prices, other price lists, costs of new technology/features (including Euro 3 to 6 standards), warranties, repair and maintenance provisions, buyback options and/or complementary products and services (including bodies whether or not manufactured by DAF));
- (d) the calculation of proposed sales prices, sales prices negotiated and/or agreed, or previously or actually charged;
- (e) elements communicated to dealerships when determining and/or recommending prices to dealerships (including list prices, other price lists, costs of new technology/features (including Euro 3 to 6 standards), warranties, repair and maintenance provisions, buyback options and/or complementary products and services (including bodies whether or not manufactured by DAF)) at which Trucks should be sold to end customers (including the Claimants); and
- (f) pricing parameters afforded to dealerships for proposed sales from dealerships to end customers (including the Claimants).

Communications between the DAF Defendants and the Claimants

- 4. Any communications between the Claimants and the DAF Defendants in respect of the negotiations between them of the price of Trucks, including in relation to any of (a) to (d) below;
  - (a) sales or purchase price approvals (including communications regarding the pricing parameters for proposed sales to the Claimants and seeking approval for a sale to the Claimants at a particular price, and pricing parameters for proposed purchases from the DAF Defendants and seeking approval for a purchase from the DAF Defendants at a particular price);
  - (b) intentions in relation to sales or purchase prices;
  - (c) elements considered when determining and/or negotiating prices (including list prices, other price lists, costs of new technology/features (including Euro 3 to 6 standards), warranties, repair and maintenance provisions, buyback options

and/or complementary products and services (including bodies whether or not manufactured by DAF)); and

- (d) the calculation of proposed sales or purchase prices, sales or purchase prices negotiated and/or agreed, or previously or actually charged.

Communications between the Claimants and Truck dealerships

- 5. In respect of the Claimants only, any communications between the Claimants and dealerships in respect of the negotiations between them of the price of Trucks manufactured by the DAF Defendants, including in relation to any of (a) to (d) below;
  - (a) purchase price approvals (including communications regarding the pricing parameters for proposed purchases and seeking approval for a purchase from a dealership at a particular price);
  - (b) intentions in relation to purchase prices;
  - (c) elements considered when determining and/or negotiating prices (including list prices, other price lists, costs of new technology/features (including Euro 3 to 6 standards), warranties, repair and maintenance provisions, buyback options and/or complementary products and services (including bodies whether or not manufactured by DAF)); and
  - (d) the calculation of proposed purchase prices, purchase prices negotiated and/or agreed, or previously or actually charged.

Communications within the Claimants

- 6. In respect of the Claimants only, in respect of Trucks manufactured by the DAF Defendants, any communications within the Claimants relating to, and any documents recording, any of (a) to (d) below:
  - (a) purchase price approvals (including communications regarding the pricing parameters for proposed purchases from the DAF Defendants and/or dealerships and seeking approval for a purchase from the DAF Defendants and/or a dealership at a particular price);

- (b) intentions in relation to purchase prices;
- (c) elements considered when determining and/or negotiating prices (including list prices, other price lists, costs of new technology/features (including Euro 3 to 6 standards), warranties, repair and maintenance provisions, buyback options and/or complementary products and services (including bodies whether or not manufactured by DAF), the receipt of competing offers by the Claimants); and
- (d) the calculation of proposed purchase prices, purchase prices negotiated and/or agreed, or previously or actually charged.

**The Seventh to Eleventh Defendants (the “Volvo/Renault Defendants”)**

7. By no later than 30 April 2021, the Claimants and the Volvo/Renault Defendants shall each disclose by list, in respect of any Trucks weighing 6 tonnes or above manufactured by the Volvo/Renault corporate group and purchased (or sought to be purchased) from the Volvo/Renault Defendants by the Claimants during the Relevant Period (as defined at §5 of the Claimants’ Particulars of Claim):

Communications within the Volvo/Renault Defendants

8. In respect of the Volvo/Renault Defendants only, any communications between or within any of the Volvo/Renault Defendants, or between the Volvo/Renault Defendants and another member of Volvo/Renault's corporate group, relating to, and any documents recording, any of (a) to (d) below:
- (a) sales price approvals (including but not limited to communications regarding the pricing parameters for proposed sales to the Claimants and seeking approval for a sale to the Claimants at a particular price);
  - (b) intentions in relation to sales prices to be proposed to the Claimants;
  - (c) elements considered when determining and/or negotiating prices with the Claimants (including but not limited to list prices, other price lists, costs of new technology/features (including Euro 3 to 6 standards), warranties, repair and maintenance provisions, buyback options); and

- (d) the calculation of proposed sales prices, sales prices negotiated and/or agreed, or previously or actually charged to the Claimants.

Communications between the Volvo/Renault Defendants and the Claimants

- 9. Any communications between the Claimants and the Volvo/Renault Defendants in respect of the negotiations between them of the price of Trucks, including in relation to any of (a) to (d) below;
  - (a) sales or purchase price approvals (including but not limited to communications regarding the pricing parameters for proposed sales to the Claimants and seeking approval for a sale to the Claimants at a particular price, and pricing parameters for proposed purchases from the Volvo/Renault Defendants and seeking approval for a purchase from the Volvo/Renault Defendants at a particular price);
  - (b) intentions in relation to sales or purchase prices (as appropriate);
  - (c) elements considered when determining and/or negotiating prices (including but not limited to list prices, other price lists, costs of new technology/features (including Euro 3 to 6 standards), warranties, repair and maintenance provisions, buyback options); and
  - (d) the calculation of proposed sales or purchase prices, sales or purchase prices negotiated and/or agreed, or previously or actually charged to the Claimants.

Communications within the Claimants

- 10. In respect of the Claimants only, any communications within the Claimants relating to, and any documents recording, any of (a) to (d) below:
  - (a) purchase price approvals (including but not limited to communications regarding the pricing parameters for proposed purchases from the Volvo/Renault Defendants and seeking approval for a purchase from the Volvo/Renault Defendants at a particular price);
  - (b) intentions in relation to purchase prices from the Volvo/Renault Defendants;

- (c) elements considered when determining and/or negotiating prices with the Volvo/Renault Defendants (including but not limited to list prices, other price lists, costs of new technology/features (including Euro 3 to 6 standards), warranties, repair and maintenance provisions, buyback options, and the receipt of competing offers by the Claimants); and
- (d) the calculation of proposed purchase prices, purchase prices negotiated and/or agreed, or previously or actually charged to the Claimants.

**Procurement disclosure**

11. By no later than 30 April 2021, the Claimants shall disclose by list:

#	Claimants' disclosure
Scope	<i>All Trucks procured in the UK from January 1997 to September 2017 (inclusive).</i>
Proc1	Policies used by the Claimants in the process of procuring Trucks.
Proc2	NOT USED
Proc3	NOT USED
Proc4	Documents providing the best available evidence of the selection criteria and reasons for selecting a particular Defendant manufacturer's Truck following a procurement process, including but not limited to: <ul style="list-style-type: none"> <li>(a) evidence of the Claimants' internal consideration/evaluation of prices/terms upon which Trucks should be purchased including details of any bundled purchases;</li> <li>(b) evidence of the Claimants' consideration of and decisions as to whether to purchase a Truck compliant with a new Euro standard before the mandated date; and</li> <li>(c) evidence of consideration of alternative suppliers (including, without limitation, evidence of how the Claimants viewed the UK market for Trucks and the implications of this for the Claimants' approach to negotiations with different suppliers).</li> </ul>

**Disclosure Statement**

12. The Claimants', DAF Defendants' and Volvo/Renault Defendants' disclosure pursuant to this order shall be accompanied by a disclosure statement by an

appropriate person which shall (a) set out the extent of the search that has been made in order to locate the data to be disclosed, (b) specify the manner in which the search has been limited on reasonableness and proportionality grounds and why, and (c) certify to the best of his knowledge and belief that the disclosure ordered has been provided.

### **Costs**

13. The costs of the making of this Order shall be in the case.

**Hodge Malek QC**  
Chairman of the Competition Appeal Tribunal

Made: 30 October 2020  
Drawn: 30 October 2020