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June 2016

## Industry preparing for the ITS revolution

Advances in technology to have a key impact in NZ

Intelligent Transport Systems (ITS) are becoming a major player in the global vehicle industry and developments in New Zealand are also gathering pace.

These advanced vehicle-infrastructure cooperative systems use a wireless frequency and allow road-to-vehicle and vehicle-to-vehicle communication. Encompassing information about oncoming traffic, pedestrians, radar, safety measures and so much more, ITS is becoming a key component in manufacturing and consumer decisions.

It is also central to the development of the electric vehicle (EV) sector, with technology giants challenging the traditional automaker.

But General Motors (GM) is hitting back, having recently acquired Cruise Automation, the self-driving car start-up. Just last month, an electric Chevrolet Bolt prototype was fitted with a sensor

array on its roof and driven around San Francisco. It was the first time GM and Cruise had officially revealed a self-driving version of Chevy's low-cost electric car, scheduled to be in US dealerships later this year.

In January 2016, GM announced

roads, which is where the Cruise Automation relationship comes in.

Tesla's efforts are well documented, while Google has already logged more than two million kilometres of test driving on public roads in autonomous vehicles. Google's autonomous driving project

officially began six years ago and the online giant has confirmed a minivan supply agreement with Fiat Chrysler Automobiles.

An engineering and development centre in Detroit will also be established. A main focus is the development of self-driving technology into 100 Pacifica hybrid minivans.

Not to be outdone, Apple is reportedly eyeing up 74,000 square metres of space in San Francisco – reportedly for self-driving cars. Former Tesla vice-president of vehicle engineering, Chris Porritt, has also been hired by Apple for a 'special project', although when



Installation of a Smart Motorway Variable Message Sign (VMS) in Wellington

a long-term strategic alliance with Lyft – the fastest-growing rideshare company in the US. GM invested US\$500m, with president Dan Ammann saying: "We see the future of personal mobility as connected, seamless and autonomous."

Within a year, they will begin testing a fleet of self-driving Chevrolet Bolt electric taxis on public



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PROFILE: Leo Mortimer

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## GUEST EDITORIAL

# Government needs to take action

This month's guest contributor is chief executive of the Motor Industry Association, David Crawford

Despite the best known practice in vehicle manufacturing, it is not always possible to 100 per cent guarantee any particular model will run trouble-free over the expected life of the vehicle. As they increasingly become more complex and more individual parts are sourced from third-party suppliers, the challenges increase.

Vehicle recalls become a necessary, albeit slightly inconvenient, part of owning a vehicle.

A safety recall is issued by the manufacturer when a problem arises in a vehicle part that could affect its safe operation. The challenge with this is that the trouble only appears with a few vehicles with the affected part, and it is impossible to know which vehicle fitted with the affected part will fail and which will not. Hence the need to err on the conservative side and issue a recall to replace that particular part in all vehicles it has been fitted to.

Once a recall has been agreed with the NZTA and issued by a New Zealand distributor, that distributor will contact all known owners of the affected vehicles and ask that they come in and have the affected part replaced. The cost of the part and labour to undertake the work is met by the distributor, not the owner of the vehicle. Over a period of time

it is common to complete about 80 to 85 per cent of the recall, but the remaining 15 to 20 per cent of vehicles can be difficult to locate. Or, worse still, the owner chooses not to respond to the recall letter.

The Motor Industry Association (MIA) has been liaising with government to explore ways of tracking down these vehicles and undertaking the recall. The best



**“It seems government does not care about the potential safety risk to the remaining vehicle owners.”**

way to do this is to issue a ban flag at warrant of fitness time – but the government seems reluctant. Why? Because it will cost them some money to make the motor vehicle register and warrant of fitness system talk to each other. They just don't want to spend the money. Worse still, they consider a recall closed when 85 per cent of the recalls have been completed.

It seems government does not care about the potential safety risk to the remaining vehicle owners. It is in our view inexplicable that they have this cavalier attitude, which puts owners at unnecessary risk.

The MIA has approached the Motor Trade Association and Automobile Association, who both agree we need to improve our system to ensure all vehicles affected by a safety recall have the recall undertaken. It is high time government took this seriously. ☺

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an actual vehicle will appear is still a matter for conjecture but does seem inevitable.

#### TECHNOLOGY CONFLICT

A key ITS issue currently being worked through here in New Zealand is how to identify and disable Japanese imported vehicles that are able to transmit on a frequency not permitted in this country, as reported in the April issue of *Autofile*.

Cars are currently being manufactured in Japan, for the Japanese domestic market, using the radio spectrum of 760MHz, for which a New Zealand licence cannot be obtained. Although the Lexus RX, Toyota Prius and Toyota Crown are the only models currently suitable for the NZ market that are fitted with 760MHz frequency, there is a potential risk that these vehicles could enter at any time and immediately become an illegal import.

A workshop, organised by the Imported Motor Vehicle Industry

Association (IMVIA) and Ministry of Transport (MoT), was held at Ports of Auckland in April and brought together representatives from interested government departments and key industry service providers to try and develop a plan to combat the issue.

John Davies is managing director of vehicle logistics company Autohub and says work is ongoing.

"From the basic point of view,

it's evident that any form of detection prior to shipment needs to be done in Japan, well before the car is alongside the shipment vessel. It needs to be one of the first inspections in Japan, as is the radiation inspection.

"However, there are obviously logistical issues around this, with more than one vehicle in an area at a time, so a simple detection machine needs to be shielded from

other vehicles. Even a car going past on the road a kilometre away has a signal that can be detected – so which car is it? There's still plenty of work to be done on the practicalities of the issue and not having to cancel cars, turn them around and send them back.

"Another issue is who pays for the cancellation, the transport back to auction and the other costs. We are looking at solutions but

**"Already ITS plays a major role in New Zealand, whether embedded in the infrastructure or in the systems that control and influence vehicle movements and actively manage the networks."**

**- Peter McCombs, ITS New Zealand**



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haven't got any working models at this stage. If it was just a matter of getting the equipment and checking it, then OK. But there's complicated, convoluted transport systems in Japan and it's difficult to put permanent structures in place there," says Davies.

Joe Barnett is European general manager at Autohub.

"I'm working with the MoT, NZTA and various other people to try and understand what can be brought into play and what we can try and do to assist. It's more of a problem of identification, rather than solving, because as far as I'm aware the technology is imbedded and interacts with other systems within the vehicle – therefore cannot be separated and removed if it's fitted on the production line."

New Zealand law states that not only is it illegal to use the 760MHz frequency, but it is illegal to possess unlicensed equipment that can transmit on the frequency.

"The wavelengths were sold off to the telecoms and they are in a position to obviously identify who is using it and it will affect the modulation of their frequencies. But it would be handy to get model code information from Japan based upon which model codes have this technology embedded within them – that would be the simplest way," says Barnett.

David Vinsen chief executive of the IMVIA, says. "Since that meeting in April, we've been talking to the ministry and doing a lot of research. It's about the industry working to resolve the matter so these vehicles don't come to New Zealand. There

are ongoing discussions with engineering consultancies and agencies and we've done some testing with Faraday cages.

"Basically we're trying to develop a system so we can determine whether a vehicle is emitting radio signals on the precluded spectrum and taking expert advice on that. We will also then enter into a proof-concept type of testing to develop a procedure for identification. A visit to Japan is also being organised and we're planning to travel there shortly."

#### NEW ZEALAND OUTLOOK

The arrival of ITS technologies on these shores is already underway, with numerous projects set to rapidly change the way we use our roads.

Management of transport networks has been a key ITS focus, with the Wellington Smart Motorway an example of an integrated Advanced Traffic Management System – this uses automation to adjust traffic flows to keep the road network moving as smoothly as possible.

ITS New Zealand is an organisation whose membership includes transport agency representatives, engineers and technology companies, and its chairman Peter McCombs says ITS is strongly influencing our transport sector.

"Already ITS plays a major role in New Zealand, whether embedded in the infrastructure or in the systems that control and influence vehicle movements and actively manage the networks. Cameras, radar and sensors pass

data via mobile networks, fibre optics and Bluetooth, tracking traffic and vehicles, identifying and communicating network performance and problems to users, commercial operations and those that manage the networks.

"Looking at the challenges ahead, New Zealand has to recognise our place in the world and make the most of it. While we are unlikely to become an

autonomous vehicle manufacturing hub, we can clear the path for technology testing and forward development in New Zealand and implement the latest international advances and reap the benefits they present for our economy."

In order to make this happen, the MoT has an ITS Action Plan in place and is openly courting testing of autonomous vehicles here. The NZTA has also been trialling world-first technologies such as fibre optic sensors, Bluetooth and mobile apps, digital communications channels and researching the readiness of our roads for autonomous vehicles.

Many of these ideas and ITS developments will be on show at the ITS World Congress at the Melbourne Convention and Exhibition Centre. It takes place on October 10-14, 2016, with more than 300 exhibitors and demonstrations. ITS NZ also has a booth at the event.

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# Numbers of plugin models revealed

Latest data will assist consumers and businesses planning to buy EVs

**T**here are expected to be 44 new models of electric vehicles (EVs) and plugin hybrid electric vehicles (PHEVs) imported and distributed into the New Zealand market by 2020.

The Motor Industry Association (MIA) completed a survey of manufacturers and has grouped the results into broad segments. Chief executive David Crawford says it's been an extensive process.

"The lead-up to undertaking the survey was based on discussions the industry had with the Minister of Transport Simon Bridges and businesses about what incentives would be necessary to increase the uptake of EVs and PHEVs. During those conversations, questions around model availability came up – comments were made that there aren't many new vehicle models



Porsche's first all-electrically powered four-seat sports car, the Mission E, is one of the 44 new EVs due for release by 2020

around. Also, knowledge of vehicle makes and models, and when they come to market, is commercially sensitive information and difficult to obtain," says Crawford.

"MIA discussed late last year gathering information around EV and PHEV rate of availability before

they come to market. This would then help businesses and consumers plan their investment decisions, while also providing interesting data for the government as evidence of an increase in uptake."

At its council meeting in April, MIA agreed the broad outline

and segments under which data would be collated and made publicly available. The survey was undertaken in April and May and reported back to members in June.

"The vast majority of distributors within the MIA contributed. It's for light vehicles only and there was a 90-95 per cent response rate," says Crawford.

While the news is positive, Crawford is aware of how much work needs to be done in the EV sector.

"We've liaised with the minister and officials around the challenge of bringing new vehicle models to New Zealand. There is a misconception that there are lots of models just waiting to come here – that's not correct. Most of them are left-hand drive and we're also a small market, which poses some interesting challenges. ▶



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MIA Plugin Vehicle Survey - Planned dates of introduction into the NZ market

| Vehicle Segment                 | 2016     |          | 2017     |          | 2018     |          | 2019     |          | 2020     |          | TOTAL     |
|---------------------------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|-----------|
|                                 | EV       | PHEV     | EV       | PHEV     | EV       | PHEV     | EV       | PHEV     | EV       | PHEV     |           |
| Passenger - Micro/Light/Small   | 1        |          | 2        |          | 1        |          | 1        | 1        | 2        | 1        | 9         |
| Passenger - Med/Lge/Upper Large | 1        | 2        | 2        | 2        |          | 1        |          | 2        | 2        |          | 12        |
| People Movers                   |          |          |          |          |          |          |          |          |          |          | 0         |
| Passenger - Sports              |          | 1        |          | 1        |          |          |          |          |          | 1        | 3         |
| SUV - Compact/Medium            |          | 1        |          | 1        |          | 3        | 1        | 2        | 1        | 2        | 11        |
| SUV - Large/Luxury              |          | 1        |          | 1        |          | 2        | 1        | 1        |          | 1        | 7         |
| Light Commercial Vehicles       | 1        |          |          | 1        |          |          |          |          |          |          | 2         |
| <b>Total new models</b>         | <b>3</b> | <b>5</b> | <b>4</b> | <b>6</b> | <b>1</b> | <b>6</b> | <b>3</b> | <b>6</b> | <b>5</b> | <b>5</b> | <b>44</b> |
| <b>Total EV</b>                 | <b>3</b> |          | <b>4</b> |          | <b>1</b> |          | <b>3</b> |          | <b>5</b> |          | <b>16</b> |
| <b>Total PHEV</b>               |          | <b>5</b> |          | <b>6</b> |          | <b>6</b> |          | <b>6</b> |          | <b>5</b> | <b>28</b> |

◀ “Australia and New Zealand are the only nations that aren’t providing incentives. So these vehicles get sold into markets where there are tax breaks and subsidies available – they tend to go there first, rather than here.

“There’s an expectation that a lot of models will become available in the next couple of years – but that’s not what the data is saying. It will take a few years to build momentum, but at least we now know the terms of availability of new models.”

Crawford believes the industry is changing dramatically.

“I’ve made the observation that both in terms of ITS safety technology and the move to vehicle-to-vehicle infrastructure and autonomous vehicles, along with how they’re fuelled, that in the next

10 years we will see more change in how they are built and propelled than we’ve seen in the last 50.

“Of course it’s very difficult to tell what the rate of sales is going to be, so we will be liaising with government as they undertake reviews of depreciation benefits and fringe benefit tax (FBT) – we believe any changes to FBT for a period of time will significantly make them more attractive to businesses.

“If the government really wants to increase the uptake of low-emission vehicles, then what we’ve continually said is do something around the way in which they are taxed to make it more attractive – even if it’s only up to say two or three per cent of the fleet, then progressively lift it off. But you’ve got to start the ball rolling in some shape or form.” ⊕

## Striking Accord for Honda

**H**onda has just launched its 2017 Accord hybrid (pictured) at dealerships in the United States, but the sector as a whole has had a tough start to the year.

The car is rated at 5.8 l/100km in the city and 6 l/100km on the motorways, making it the most fuel-efficient mid-sized sedan on the road, according to Honda.



However, there’s no escaping that hybrid car sales in the US have been struggling. Volume has dropped 32 per cent in May 2016, while the pattern for the first five months of the year is a fall of 21 per cent. Even the volume of the popular Toyota Prius is down 21 per cent this year.

But Toyota is still confident about its Prius Prime plugin hybrid, which will square off against the redesigned Chevrolet Bolt, whose sales shot up 79 per cent in May 2016.

The Prime goes on sale later this year, delivering an estimated 2.4l/100km. ⊕



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# Electric campaign gains pace

Council authorities all around New Zealand are developing plans for the EV revolution

**D**unedin City Council (DCC) recently announced plans to expand its electric vehicle (EV) fleet, but it's just one of many schemes being rolled out around New Zealand to encourage uptake.

DCC councillors are planning for 20 fully electric vehicles within five years, with Cr Kate Wilson putting forward the motion.

"Infrastructure of EVs is now being put in place by both public and private groups throughout New Zealand, but further development will only be stymied if EV conversions are not supported. In fact, not supporting it would be perverse when you consider how much renewable electricity New Zealand generates.

"This way the money generated from transport energy, and that which is saved, will be kept in New Zealand rather than going to multinational fossil fuel companies," Wilson says.

"This will also put us in a strong position given government moves to increase the number of EVs on New Zealand roads." The current DCC 113-vehicle fleet includes 48 cars, 20 of which are considered suitable for replacement with an

EV. The DCC already owns two hybrid vehicles and an electric bike.

EVs are a rapidly growing industry, illustrated by The Future is Electric: Electric Vehicle Symposium taking place in Wellington on June 27. The speaker program and attendees will include Minister of Transport Simon Bridges, MoT CEO Martin Matthews, NZ Bus CEO Zane Fulljames and Malcolm McCulloch, associate professor Oxford University.

Discussion points will include all-electric bus fleets, charging infrastructure and what overseas nations are putting in place.

Bridges recently stated New Zealand's national target of doubling the number of EVs every year to reach 64,000 by 2021. National has also announced more details surrounding its programme with regards to the contestable fund. In 2016/17 up to \$4 million is available, with up to \$6m proposed to be funded in subsequent years. While terms of reference and criteria are still being developed, the intention is for the first funding round to open in August 2016, with the initial funds

being awarded between December 2016 and February 2017.

But what do some of the regional authorities have in place right now?

**Christchurch:** A hot-bed of ideas and initiatives, Christchurch has been at the heart of EV development. Kevin Crutchley is Resource Efficiency Programme Manager at Christchurch City Council.

"Back in 2013, the council purchased three EVs, so that was

one of the earliest fleets – just to test the vehicles – and we're in the process of buying two more. But we are also looking at developing specialist vehicles, from vans to utes and even fire

engines. Basically a fit-for-purpose electrification of specialised vehicles over time.

"But a major initiative is a Christchurch shared electric vehicle scheme. The Energy Efficiency and Conservation Authority (EECA) came to us regarding the rebuild and organisations adding EVs to their fleet. We have done a business case alongside Environment Canterbury and Meridian Energy, which came

out a few weeks ago, and we're examining the feasibility of bringing in a third party operator. We're looking at a formal procurement process for a 100 per cent electric, zero-emission compact car fleet – hopefully that will get the go-ahead later this month," says Crutchley.

Business models are also being developed around electric buses and the Christchurch Electric Vehicle Forum was established last year.

"Simon Bridges has just been down to see us to talk about our plans and has announced new electric vehicle-charging signage (left) the council developed, which is now NZTA approved. And we are also looking to roll out level two charging infrastructure – we've mapped the city with strategic locations and negotiations are ongoing."

**Wellington:** Only last month, the Greater Wellington Regional Council (GWRC) added the first fully electric car to its vehicle fleet, on the same day the National government announced its blueprint for EVs in New Zealand. GWRC chair Chris Laidlaw said the move to electric vehicles was consistent with the council's role in environmental protection. "Forty-one per cent of GWRC's in-house greenhouse gas



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emissions come from our vehicle fleet, it's important we lead by example. Our new vehicle, a Nissan Leaf, produced 80 per cent less emissions than a petrol car."

Sigurd Magnusson is Electric Vehicle Advisor for GWRC and convenes the Wellington Regional Electric Vehicle working group.

"There are nine councils in the area that come together for the group. Its goal is more chargers in the region – anywhere south from Otaki and Masterton. We're in the early stages, but figuring out locations, the types of charger (fast and slow), destinations and who might provide funding. It's a strategic project looking across the region.

"Wellington has had a slow-charge station for about five years and was one of the first in the country. Just a few weeks ago, Hutt City Council launched a free three-hour car park, for vehicles plugged into the charging station installed on the kerb. It's next door to the Dowse Art Museum, so people can have a coffee, see exhibits and



Chris Laidlaw and a GWRC Nissan Leaf

really enjoy the area."

**Auckland:** The Auckland Council fleet includes two fully electric Nissan Leafs and eight Toyota Prius C hybrids – these cars replaced their petrol equivalents.

"The vehicles have received solid bookings from staff, which can be plugged into a charge point and receive 80 per cent renewable electricity rather than going to the petrol station," says Shaun Hoines, Auckland Council fleet services manager.

"The move for more

environmentally-friendly vehicles was an action from Low Carbon Auckland – Energy Resilience and Low Carbon Action Plan – and was a decision requiring considerable input from several areas of the business. The cars are used in the general pool located at 135 Albert Street, with designated parking for the electric vehicles alongside their charge points."

**Northland:** Northland Regional Council (NRC) purchased its first electric car in 2013 and currently operates three EVs and has an

order for more PHEV Outlanders. Joseph Camuso works for the NRC and is an expert in the field. "We operate a fleet of 19 pool cars but more importantly we identified early on that installing charging stations would accelerate the adoption of EVs in the region.

"NRC worked closely with Northpower to identify charging locations that would allow EVs to travel around Northland – I think this is why Northland claims to be the EV capital of New Zealand, with one of the highest adoption rates. We now have more than 100 on Northland roads, for a region with a low per-capita income."

The council has installed public charging at its office in Whangarei. Alongside the help of Northpower and charge.net.nz, they have identified and installed a network of chargers in the region, including Kaiwaka, Dargaville, Kawakawa, Whangarei (fast charging 20 min), Mangahawai, Tutukaka, Marsden Point and Ruakaka (slow charging four hours). Slow chargers are used

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# Hunter gatherer for Turners

It's been a busy few weeks for Turners Ltd Group and new chief executive Todd Hunter is raring to go.

Hunter initially joined Turners Auctions in 2006 and was appointed CEO in 2013. But his rise to group boss was a natural progression.

"The succession has been in place for a while and planned for a year or so," says Hunter.

"I've just been learning more about the Turners Ltd Group in terms of the transition from the old Turners Auctions business. In October 2015, I became chief operating officer of the group and have now taken the step to CEO. In that time I was just getting to know the people better and how the businesses operated and interacted."

Previous CEO Paul Byrnes will remain on the board and stay in



an executive director role on a two-year contract.

"Paul and I have worked together for more than three years and he's been a great mentor and adviser. Paul will still be in the business four days a week as an executive



director, focusing on mergers and acquisitions," says Hunter.

Those acquisitions are a key focus for Turners, after announcing higher than expected profits for the year to March 31.

Having acquired Greenwich Life in April 2015 and Southern Finance three months later, Hunter will be looking to continue Turners' expansion game-plan.

"The way we look at the business is integrated financial services, from customer origination at one end, a finance and insurance engine in the middle, through to debt and credit management at the end.

"In terms of the framework, we are looking at opportunities to control origination and owning the customer transaction, because obviously we have a better chance of selling our finance and insurance products that way. Then we look at targets in the finance and insurance space."

The development of the website cartopia.co.nz is key for Turners, with a "new online-only car store".

"This is a standalone digital property and a major development for the business. Separately branded and a very different market execution than you would expect from Turners, we are putting our own platform in place to sell to our customers.

"It's a highly tailored, customised experience to make it as easy and convenient as possible

to buy vehicles. The seven-day right of return, haggle-free pricing and highly integrated finance and insurance offerings actually make it an antithesis to the auction process – which is why we're doing it.

"When you've done it one way for 48 years, there are a lot of built-in assumptions and perceptions. So our strategy is to launch with a new brand that will look different, so people will understand that it's new and innovative."

Turners is looking to "change the whole 'used-car buying experience'" and Hunter is confident they will.

"We are applying standard e-commerce models to the automotive market – our thinking is the sooner you do it, the quicker you can get better at it. The Turners Auction business is trying to shift away from just being a wholesale option. And Cartopia is an example that with our scale and resources, we want to deliver a better customer experience for people."

Back in 2012, shareholder funds were \$24m – that figure has increased to \$130m in 2016 for the last financial year

With the likes of Dorchester Finance, Southern Finance, Oxford Finance, Mainstream Insurance, EC Credit Control, Pacific Life and an investment in MTF vehicle finance all part of the Turners Group stable, and Cartopia to be launched in the next few months, there's a big responsibility on Hunter's shoulders.

"It's actually a really exciting next step in terms of my own career. I love the business and the markets we operate in and there is immense opportunity to do things differently. It feels to me that, not just with cars, but also trucks and machinery, finance and insurance, the way these markets have operated hasn't changed a lot over a period of time.

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[continued from page 9]

in places where people spend more time, i.e. the beach, while there is fast charging along SH1. Fast chargers cost \$40,000 plus installation, while slow chargers cost \$1,600 plus installation.

"EVs are good for Northland and New Zealand," says Camuso. "NZ imports eight billion dollars of oil each year, so using Northland electricity and keeping money local is good for the country."

Northpower is community owned with 100 per cent of all shares owned by consumers and held in trust by the Northpower Electric Power Trust, with dividends paid back to Northpower consumers.

"We are currently working with Whangarei District Council at identifying more areas in the CBD for slow charging (4-hour) and looking at free parking for EVs."

**Bay of Plenty:** Jo Willis is development manager of Sustainability Options and has been working closely with Tauranga City Council, Western Bay of Plenty District Council and



EV charging stations are located all over the country such as Hobson St, Auckland, Kaiwaka and some Spark phone boxes in Auckland

BOP Regional Council.

"Over the past 14 months, Sustainability Options has taken a leadership role in the Bay of Plenty in regards to EVs. We undertake research, engage with owners, form strong stakeholder relationships with councils, suppliers, utility companies and government agencies, as well as acting as a catalyst, contributing to and initiating EV infrastructure projects for Tauranga city.

"Sustainability Options has identified a need to address the opportunities EVs present to the region, and the value of a

coordinated approach to enabling uptake. This is further supported by the government's recent announcement of a \$6 million contestable fund.

"Sustainability Options, as part of its role with the Bay of Connections Regional Energy Strategy and in conjunction with Energy Efficiency and Conservation Authority, are holding a forum in Tauranga on July 20 to share a coordinated and strategic approach to electric vehicle infrastructure and uptake in the Bay of Plenty."

The overall picture for New Zealand is a national network of nearly 100 fast chargers being installed by [www.charge.net.nz](http://www.charge.net.nz), with fast chargers separately provided by electricity companies in Whangarei, Auckland, Hamilton, Hastings, Nelson and Dunedin. There is also a nationwide coverage of hotels, motels and campervan grounds where you can plug-in at powered car parks for slow charging. With Tesla also expected to build its own charging network, the electric vehicle project is certainly gaining pace. ☺

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# The month that was.... June

With more than 30 years of history, Autofile is delving into the past to see which stories previously made headlines

June 8, 1998

## Industry considers consequences of new MVD Act

Dealers were divided over whether they would support the MVDI when the new Motor Vehicle Dealers Act became law in 1999. Under new legislation, the MVDI would no longer have statutory functions and membership would not be compulsory. Gisborne used-vehicle dealer Fred Lewis said the deregulation of the industry would be the worst thing to ever happen.

“Every Tom, Dick and Harry will be able to get a licence and when things

go wrong they'll duck for cover, and pop up again using someone else's licence.” He predicted that the courts would be full, with the whole tribunal process taking months or even years to complete.

The benefits of belonging to the MVDI would also be under scrutiny in the next year as dealers decide whether to maintain their membership at \$1000 a year or buy insurance cover for half that amount.



## May sales continue downward trend

The new passenger vehicle market was another 21 per cent down in May 1998, mirroring April's result. Just 3,800 new cars and 850 new commercials were retailed, compared with 4,799 cars and 1,145 commercials in May 1997. Ford again led the way, selling 578 cars to Toyota's 514.

All three Korean companies had a good month. For the first time, Hyundai was up with the big boys, retailing as many passenger vehicles as Mitsubishi – 316. Daewoo sold 144 units, while Kia had its best month so far in its short NZ history – 44 vehicles, mostly Sportages.

June 7, 1999

## Ford Retail Network now a reality

The legal documents had all been signed and Mazda NZ had formally signed to join the network – a joint venture between Ford NZ and the

Colonial Motor Company (CMC). The group had completed the purchase of three Auckland Mazda dealership operations previously

owned by Sri Temasek Ltd. CMC had also added the Wellington Mazda dealership to its portfolio.

Sri Temasek was a joint venture company between Mazda New Zealand and Cycle and Carriage Ltd of Singapore, but managing director Stuart Jamieson had stated that all its assets had been sold. Cycle and Carriage now owned a Mitsubishi dealership in Pakuranga, three Nissan dealerships and two Chrysler Jeep dealerships. Ford Retail Network chairman, Orm



Hutchinson, said the addition of Mazda to the Auckland joint venture would strengthen the ability for the individual brands to compete.

## Changes to seatbelt rule due next month

The LTSA were pushing for a change in the rule governing the type of seatbelts fitted to imported cars. They were concerned at the waste of time and money involved in replacing what seemed to be perfectly good high-technology seatbelts.

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June 21, 1999

## Distributors see advantages in imports

More new vehicle distributors may move into the used import market following the success of the latest contract, BMW NZ. So far, only three distributors – Toyota, BMW and Honda – openly import used vehicles from Japan.

Of the 2500 used import BMWs sold in New Zealand in 1999, BMW NZ will have imported 300-400 of them. And managing

director Geoff Fletcher admitted that he would have preferred the company not to have become

involved in used imports but said: “We have to live with the reality, not the past.” He maintained that manufacturers have to look at the opportunities for their brands in the used-import sector.



# What do conversion ratios mean?

The majority of dealerships I've met with have a fairly good measure on their conversion ratios. While measurement is one thing, analysis of those figures and truly understanding what they mean for your dealership is something we all need to master.

Some very basic starting points for analysing conversion ratios are:

## ONLINE VIEWS TO ENQUIRY

This is an interesting indicator. As soon as you start measuring this across all vehicles, you will identify a consistent pattern for your stock. While there will be some fluctuation and variance, the two key areas you want to focus on are how you can increase this ratio and also identify any vehicles that are clearly not generating the enquiry level you would expect from the number of views it has received. This will allow you to proactively manage your poorest performing stock and understand why there is a lack of enquiry.

## ENQUIRY TO APPOINTMENT

This is the second phase of the journey towards a sale and now requires your focus to be less vehicle specific. It's more about the dealership and individual salesperson. It's really important to know what your dealership's overall ratio is, as this becomes your benchmark for salespeople to achieve - and also one which you want to consistently

increase. It's very likely that once you measure this across your sales team, you will notice that one individual has a much higher ratio. It is then important to understand what this staff member does differently and share that with the team, so they can learn and work towards increasing their own ratios. It could be the way they write emails, response times, phone manner and/or technique, etc.

## APPOINTMENT TO TEST DRIVE

Some would say they combine this with enquiry to appointment, but I feel best practice is to keep them separate and understand what is happening with your prospective customer once they are on the dealership. The old industry saying of "bums in seats sells cars" is still very true, so it is important to know exactly how each salesperson



MARK GREENFIELD  
Motorcentral

performs in relation to your dealership's overall ratio. Again, you will notice differing trends amongst team members that will need attention to maximise the result.

## TEST DRIVE TO SALE

You can split this ratio into two categories: Firstly, following the path from enquiry and appointment. Secondly, a ratio for walk-in traffic. Test drive to sale is where the most sales can be won or lost, and is also the most likely part of the process where the greatest variances feature between sales team members. There will be some with a ratio higher than 80 per cent, while others could be less than 30 per cent. This may be the dealership's biggest risk in terms of lost opportunity with a customer who has already chosen to engage with your company and purchase their next vehicle. They

are there for a reason and have been taken on a journey towards that all-important decision and commitment to buy. Therefore, you can't afford to ignore salespeople that aren't converting an acceptable level of test drives to sales. But the key here is not to focus on weaknesses, but to get them learning from those with high ratios that are in line with dealership expectations. The ones that have the biggest opportunity to improve need to go out on test drives with the high performer/s and learn what they can.

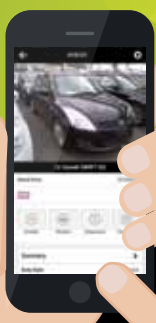
If you operate a dealership where the salesperson doesn't go on the test drive with the customer, you can still compare the closing ratios for those customers that have been out and driven the car - you will notice trends and differences. I would also encourage you to talk with other dealership owners about processes and ratios. You may find that the test drive to sale ratio of a dealership which has salespeople accompanying the customer is different to your numbers - but at least you will know.

Ultimately, measuring these ratios will give you a very accurate picture of how your dealership and salespeople are performing at any given moment in time. It will allow you to address areas where performance can be improved and ensure you maximise and convert every opportunity as it presents itself to your business. ☺



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# NEWS in brief

## Race membership added to Mustang auction

Bidding on a 2016 Ford Mustang had surpassed the \$100,000 mark when Autofile went to print.

Fifty-six bids had pushed the price to \$102,500, with

Hampton Downs and Highlands owner, Tony Quinn, adding a 12-month GT membership.

The membership allows the winner of the auction to race for free on the Hampton Downs and Highlands circuits for a year and is worth \$14,500. Before the addition of the membership, the total package was worth more than \$115,000.

The Mustang is being auctioned by John Andrew Ford and Mazda. John Andrew ran a series of polls last year to determine New Zealand's favourite Mustang and its features, which was used to 'upgrade' the Camp Quality Mustang with the top-voted packages.

Proceeds from the \$1 reserve Trade Me auction will go to Camp Quality. The auction closed at 10pm Thursday 16 June.



## Special FJ cruises off into the sunset

The Toyota FJ Cruiser will end production in August 2016. The SUV model has been part of the company's New Zealand line-up since 2010 and was launched to pay homage to the FJ40 that laid the foundations for the Land Cruiser.

"The FJ Cruiser was a special model introduced as a testament to the original FJ40," says Spencer Morris, Toyota NZ general manager of product. "Although we always knew the FJ Cruiser would have a limited production run, I am confident the model, with its rugged capability and retro design, will continue as a Toyota icon, sought-after and loved by enthusiasts."

## Land Rover aiming high in the crossover market

Land Rover are in the stages of building a new Range Rover, which is reportedly bigger than the Evoque and has coupe styling. Photographs from

Scotland reveal a longer version of the Evoque, while body cladding on the Range Rover may be hiding a coupe-like rear end. It's an obvious move into the sporty crossover market, as Land Rover follows in the footsteps of BMW and Mercedes-Benz. Media reports say the vehicle will have a sporty, tarmac-focused configuration with little regard for off-road prowess.



## Manley lands global auto-executive recognition

The British-born head of Jeep worldwide, Mike Manley, and chief operating officer of the Asia Pacific region of Fiat Chrysler Automobiles – which includes New Zealand – has been named 2016's most influential UK executive in the global automotive business.

Auto Express announced the accolade, recognising the impact Manley has had on the Jeep business, including spectacular sales. "Our number one Brit for 2016 is a guy who has transformed one of America's greatest brands, quadrupled sales in just six years and set his company on the road to a target of 1.9 million cars sold by 2018," says Steve Fowler, editor-in-chief of Auto Express. ☺



# Peugeot breaks ground with 3008

**M**aking its debut at the 2016 Paris motor show in September, Peugeot will unveil its new 3008 SUV.

It has a fresh design and is described as a "completely new proposition for the Peugeot SUV range".

It's the first SUV to sit on the EMP2 platform and will be combined with a six-speed automatic transmission. There's a range of diesel and petrol engines available, offering powerful performance and ultra-low consumption.

The vehicle is larger both in the interior and exterior and features a boot volume of 520 litres. It also offers its own rechargeable electric scooter that fits in the boot.

Interior wise, it's been completely restyled with a futuristic dashboard, all-new wireless charging dock, 200mm touch-screen, numerous state-of-the-art

driver aids and the latest generation i-Cockpit with head-up instrument unit and driving themes.

You will find larger wheels, raised ground clearance, wide protective bands (bumper skirts, wheel arches, bottom of doors), shaped roof bars and a stylish "Black Diamond" roof.

"The arrival of the new 3008 SUV is the first of multiple SUVs due to launch in 2017 and will mark a significant turning point for Peugeot in New Zealand, allowing us to actively compete in what is now the largest segment of the Kiwi market," says Simon Rose, divisional manager Peugeot New Zealand.

"Whilst the new 3008 SUV carries the same 3008 model name as its

predecessor, it is an entirely different vehicle from the ground up.

"If you look at the industry segments, the SUV sector has grown and expanded considerably



to the point where it's now ahead of the traditional passenger segment – there's a multitude of small segment and medium segment SUV options. So this vehicle is a real turning point for the brand, as we can finally head into the most dominant part of the market," says Rose.

"We're rationalising our range down in preparation for its launch and moving out of some of the entry-level hatches so we have a more premium GT range as well – but with space to move

into the key SUV small-medium-segment cars. Obviously we've been able to observe what's worked in the market and what hasn't, so we're likely to be delivering a high level of standard specifications on the range with a strong emphasis on new technology, including exceptional active safety features.

"When they arrive early next year in February, we're all very confident of a positive response and they will be in strong demand."

Pricing for the Peugeot 3008 should be released early next year. ☺

## We will Amarok you

**V**olkswagen's Amarok is getting a facelift, with the Aventura launch model.

The Amarok was globally launched onto the market six years ago, but the Aventura has many new features.

A 3.0 litre, V6 TDI engine offers a power upgrade of 550Nm of torque from as low as 1500rpm, with an output of 165kW/224PS and road handling enhanced by servotronic steering.

The Aventura will be equipped with a sports bar, 20-inch wheels, rear-view camera, bi-xenon headlights and LED running lights.

Its braking performance will be improved by new 17-inch discs up front and 16-inch discs at the rear, while the Automatic Post-Collision Braking

System is included as standard. This automatically initiates braking after a collision and brakes for as long as necessary to reduce the speed of the vehicle to 10km/h in order to prevent or minimise the severity of subsequent collisions.

John Frear, head of commercial vehicles Volkswagen NZ, says: "We are hugely excited by the addition of the V6 engine to the already powerful Amarok range. This will sit nicely alongside the existing 2.0L 420Nm powertrain which will remain a core part of the Amarok line-up."

Pricing and specification for New Zealand will be released over the coming months. ☺



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**SPEED DIARY**

**17-19 JUNE**

F1 - Grand Prix of Europe, Baku

**18 JUNE**

Taranaki Tarmac Rally, Classes A to F, New Plymouth

**24-25 JUNE**

North Island Endurance Series, Schedule A, Hampton Downs

**25-26 JUNE**

World Touring Cars - Vilareal, Portugal  
DTM - Norisring, Germany

**26 JUNE**

Indy Car - Kohler GP, Elkhart Lake  
MotoGP - Assen, Netherlands

**30 JUNE-3 JULY**

WRC - Rally Poland

**1-3 JULY**

F1 - Austrian Grand Prix, Spielberg

**2 JULY**

NZ Rally Championship - Rally Gisborne  
Dunlop 800 Endurance Series, Schedule A, Hampton Downs

**2-3 JULY**

World Rallycross - Hojjes, Sweden

**8-10 JULY**

F1 - British Grand Prix, Silverstone  
Superbikes - Laguna Seca

**9-10 JULY**

V8 Supercars - Townsville

**10 JULY**

F1 - British Grand Prix, Silverstone  
MotoGP - Sachsenring, Germany  
Indy Car - Iowa Corn 300, Newton

**16-17 JULY**

CRC Speedshow, ASB Showgrounds Auckland  
DTM - Zandvoort, Netherlands

**17 JULY**

MotoGP - Silverstone  
Indycar - Toronto

**23-24 JULY**

V8 Supercars - Queensland Raceway

**24 JULY**

F1 - Hungarian Grand Prix, Budapest

**29-31 JULY**

WRC - Rally Finland

**31 JULY**

F1 - German Grand Prix, Hockenheimring

# Christie setting goals for success

There's a new man at the helm of MotorSport New Zealand

**M**otorSport New Zealand (MSNZ) is the sole regulatory authority appointed by the FIA. It deals with safety, fairness and social responsibility, while also developing and maintaining the environment for the sport to be successful, policy, competitions and so much more.

It has responsibilities to the motor trade, government and public, with a dedicated fulltime staff at the national office in Wellington. So following a change of constitution at its AGM in 2015 and further revisions in 2016, the new president of MSNZ, Wayne Christie, is fully aware of the importance of his role.

"MSNZ has gone from an executive style of governance to a board governance structure, in line with current best practice determined by Sport NZ. My primary focus is to ensure that the incoming board adapts to the new structure, including the appointment of a new board member, and concentrates on making sure the goals set out in the strategic plan are aligned to the business plan in conjunction with Brian Budd (MSNZ chief-executive) and are being met."

Christie's fulltime job is as a practice manager for a law firm in Christchurch and he has a 20-year background in banking. His involvement in motorsport started with his father, John, competing for many years and becoming a mechanic for the likes of Inky Tulloch and the late BJ Lloyd.



MotorSport NZ's new president, Wayne Christie

Christie's own competition career started in 1992 in the Holden HQ series, before a significant contribution to the introduction of Super Six Saloons for later-model Ford Falcons and Holden Commodores.

Christie took to the winner's podium for two South Island series titles and NZ Series top three finishes, while son Michael has also competed in Super Six Saloons.

So how is motorsport looking currently?

"It's arguably as strong as it has ever been, with many Kiwi drivers and mechanics competing at the highest levels overseas. At home, rallying is enjoying record numbers of entries in the NZ Rally Championship and lower-status events. Racing and clubsport activities are also strong with participation numbers in 2015 across the sport being up around 10 per cent on the previous year.

"Circuit racing at the top level has in recent years endured some de-stabilisation and there is a

concerted effort by those involved to return our top-level saloon car racing to the highs it enjoyed around five or six years ago. Meanwhile, single-seater racing enjoys a very strong international presence in the five-round TRS series held in January and February, with classes such as Formula 1600 (previously Formula Ford) having an association with the Mazda Road to Indy feeder series in the United States."

Christie believes there are key areas the sport needs to focus on.

"Circuit racing has excellent competitor numbers at the lower levels through the recent introduction of classes such as 2KCup and our challenge is to keep these competitors not only in our sport, but to encourage those that desire to do so, to take their participation to higher levels. At the top, we need to ensure that our 'showcase' classes are strong to maintain a media presence, as well as attracting sponsors, spectators and new competitors.

"We must ensure that member clubs remain relevant in a world where club membership is less desirable to participants who are increasingly looking to turn up and compete, without the need to play a part in the event organisation or hold a club membership. Motorsport has also been overlooked in recent years by mainstream media, something that is changing with Hayden Paddon and others, and we need to build on those successes." ☺

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# Spotlight on stars of the future

New Zealand is blessed with an abundance of young motorsport talent and each month Autofile will highlight some of our brightest prospects

**E**ight competitors, ranging from 16 to 25, have been selected for the next Elite Motorsport Academy, by the MotorSport New Zealand Scholarship Trust.

This is a programme which spans a year in length, starting with a week-long camp in Dunedin next month, run in association with the Academy of Sport South Island and the University of Otago's School of Physical Education's Human Performance Centre. There's a tailored, 12-month follow-up package for academy graduates, to further develop training regimes and educational opportunities.

It's the 13th year of the Elite Academy, with past graduates including Shane Van Gisbergen, Hayden Paddon, Brendon Hartley and Mitch Evans.

Outgoing president of MotorSport New Zealand, Shayne Harris, chairs the trust.

"The array and calibre of applicants continues to increase each year, so I congratulate this year's participants for being selected for the Elite Academy," Harris says.

Here are the eight entrants:

New Zealand-born **Jaxon Evans**, 19, is a member of Southland Sports Car Club.

Evans has competed in the Australia Rotax Protour and NZ Pro-Kart series. He has also contested three rounds of the 2015-16 NZ Toyota 86 Championship and made a one-off appearance at the NZ Formula

Ford Championship at Timaru. He's scheduled to race a Porsche 997 Cup car in the Australia Porsche GT Cup Challenge and contest the Hampton Downs and Highlands 101 Endurance races later this year.

Auckland's **Connor Adam**, 16, is a member of Auckland Kart Club where he finished second in the most recent club championships and is a consistent top finisher in the Pro Kart series. In his tenth consecutive season of kart racing, his plan is to compete in the highest tier KZ2 class of karting.

**Alexandra Whiteley**, 22, is also from Auckland, but Australian by birth. She is the sole female applicant selected for the Academy and is a member of the Historic Car Club. She races in the SsangYong Ute Series and has also contested endurance events. Her ambition is to compete in the NZ Touring Cars Championship and the Australian V8 Supercars Development Series.

**Michael McLean** is 21 and a rally driver from Dannevirke. He has competed all over the North Island in his Subaru Impreza WRX STI, with class wins in the Hawke's Bay and Wairarapa rallies – he also took out the Rookie of the Year title at the Central Region Rally Champs. McLean competed at the 2016 Leadfoot Festival and has been co-driver for his father Donald, before taking the wheel himself in 2014.



Connor Adam



Alexandra Whiteley



Michael McLean



Brock Cooley



Jacob Smith



Hunter McElrea

**Brock Cooley**, 25, is from Wellington and won the Class Two title in the 2015-16 BNT NZ Touring Cars Championship in his Ford Falcon. His driving coach is John McIntyre and Cooley aims to move into Class One of the NZTC next season. He has also competed nationally in mountain bike downhill racing.

**Kieran Anstis** is 19-years-old and has secured great results in a number of North Island rallies and sprints in his Mitsubishi Evo. Having been a co-driver for a number of seasons, the member of the Pukekohe Car Club has set his sights on the higher level NZ Rally Championship over the next few years.

**Jacob Smith**, 17, competed in the 2014-15 NZ Formula First Championship, coming sixth, and also contested the Toyota Finance 86 Champs the following season. Smith won the Formula First Driver Development Programme aged 12 and is mentored by racing legend Ken Smith.

**Hunter McElrea** is the son of Kiwi racer Andy. Based on the Gold Coast, the 16-year-old stepped up from karts last season to compete in the South Island Formula Ford rounds. He also won the NZ Historic Formula Ford GP. McElrea is a member of the Canterbury Car Club and is continuing his trans-Tasman schedule, with the Australian and New Zealand Formula Ford competitions. ☺



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# A safe pair of hands for the industry

Leo Mortimer is saying goodbye to the Ministry of Transport after nearly three decades of trying to improve road safety for all New Zealanders

**L**eo Mortimer has an acute understanding of reliability and duty of responsibility, with only three employers in the space of 50 years – and it's these characteristics which made him the perfect man to oversee the Ministry of Transport's safety legislation.

Born in Picton, but having grown up in Nelson, Leo initially harboured ambitions relating to education.

"I did consider becoming a school-teacher. But as I got towards the end of school days, I thought why the hell would I want to look after a pack of ratbags like me?"

Instead, he began his working life in 1965 as a management cadet at Griffins confection factory.

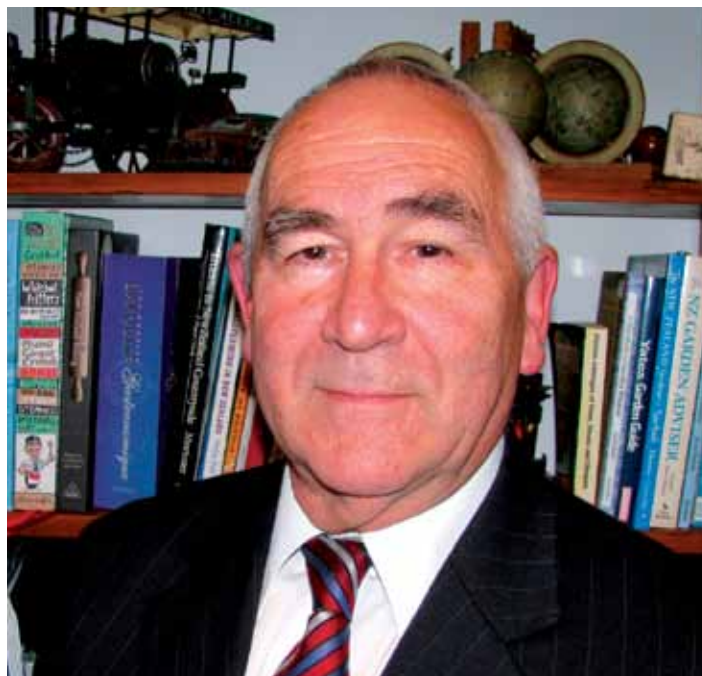
"It was a wonderful family business which started in Nelson. I was mostly in warehousing and transport, so that's where I had my first taste of the vehicle sector and driving. I got my Heavy Trade licence as soon as I turned 18 and drove port clearance and took the big-rig biscuit trucks around Marlborough, Golden Bay and the West Coast region, delivering product."

Seven years later, a new family business came calling.

"Newmans was another major, Nelson-based company, specialising in coach tours, coach-line services and rental cars. I really enjoyed my time there, as I got involved with transport, logistics, tourism and travel.

"Because I had driven a lot in my previous role, it didn't take long for people to suggest that I get my passenger licence. So I would spend a lot of time outside the normal working day driving coaches, doing overloads on weekends. I'm a people person and it was great being on that side of the business."

But his time in Nelson was soon coming to an end, with a relocation to the political capital of New Zealand.



**"I think I came onto the scene when the assembly industry in New Zealand was kind of leaving town. It was quite a shift and setting up a lot of the vehicle standards changes was required."**

"When Newmans offered me a management role in Wellington, I jumped at the opportunity. In total I spent 14 years there, learning about management."

However, Leo's next step was a tad unconventional.

"I actually decided to open a bookshop. It was something I had always wanted to do – picture Bill Bailey in the TV show *Black Books*!

"But it just didn't work out – it was actually boring. There wasn't a great deal of thinking and I didn't last long."

#### A POLITICAL DIRECTION

So in mid-1988, when the Ministry of Transport advertised for an advisory officer, Leo found a new career.

"Well, at that stage the industry was looking to have a major reform of the operator licensing area, relating to buses, taxis and the

rental industry – I had already had a taste of that at Newmans, so straight away it was an interesting job.

"My first major role was to prepare and be involved in what we called the Transport Law Reform Bill, which resulted in the Transport Services Licensing Act 1989 – this stood the test of time until just recently. That Act was a major piece of work that was reforming the industry I had just left, to some degree."

After a decade at the ministry, Leo's role took on greater significance.

"I became a manager in about 2000, involved in a lot of major policy work, transport bills and exciting legislation. Railway safety was also part of my remit, with the Railway Safety and Corridor Management Act 1994, then later on the Wilson Report

[ministerial enquiry into Tranz Rail, addressing gaps in safety framework] and the current Railways Act 2005."

In the automotive sector, Leo has seen his fair share of ups and downs.

"I think I came onto the scene when the assembly industry in New Zealand was kind of leaving town. It was quite a shift and setting up a lot of the vehicle standards changes was required.

"We did a major piece of work driven by the land transport division, examining the regulatory framework. One of the first was on July 1, 1990, mandating the high-mounted stop lamps. Then we moved to vehicle repair rules and brakes on heavy vehicles.

"There was even a proposal by some parties for micro-dotting, so we could trace stolen vehicles. It was promoted as a crime prevention tool – but was withdrawn at the last minute. I believe this was the right decision.

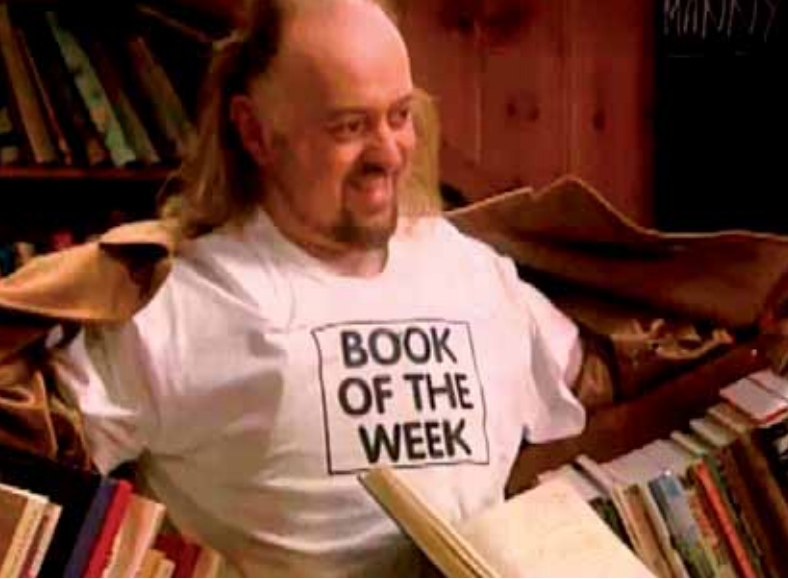
"Another major issue was the mandatory fitting of immobilisers, but the industry had indicated that the vehicles coming in with fitted immobilisers were sufficient to suggest we were going to get a high level of compliance without having to regulate. The market was responding to the issue.

"People see the ministry as merely making regulations, but that's too simplistic. We need to find the appropriate tools to manage an issue, get industry- and market-driven initiatives, then work out a solution from there. It's far better if you can get voluntary compliance rather than using regulatory intervention."

#### TASMAN NEIGHBOURS

A hot topic for the industry currently is the closure of vehicle manufacturing in Australia over the next two years and Leo has an in-depth knowledge of the sector.

"The Trans-Tasman Mutual



Bill Bailey was far more successful in the books sector



Leo steering a launch on Lake Wakatipu

◀ Recognition Arrangement (TTMRA) [came into effect on August 20, 1997] enabled the free-flow of goods between Australia and New Zealand. The TTMRA was like the machinery that detailed a lot of the component parts – with a linkage to Closer Economic Relations (CER), which was established in January 1983.

“While I wasn’t involved in the initial introduction of the TTMRA, I did work extensively on the two reviews during the last 19 years – and imported motor vehicles were always an exclusion to that arrangement. Initially it was temporary, but later became permanent. The Australians weren’t keen on the thought that used-imports could come in via New Zealand through that means.

“However, with the changes now happening and the manufacturing industry leaving town in Australia, so to speak, it’s time to fully reconsider that provision.

“The Ministry of Business, Innovation and Employment (MBIE) was driving the latest review, from our side, along with the Australian Productivity Commission, in December of last year. They have been looking to do away with the exemption, or at least set a goal to get rid of it.

“The majority of cars now are built to standards enforced by the United Nations Economic Commission for Europe (UNECE) and there’s no reason to maintain that exemption any more. However, we haven’t got it right as far as written-off and flood-affected vehicles from Australia are concerned – we must keep a close eye on that.

“But our used-import sector in

New Zealand is in good shape and the balance between new and used cars is more equal than it was, which is healthy – and it’s also competitive.”

#### KEY INDUSTRY PLAYERS

Many people have an interest in the growing numbers of used-imports coming into New Zealand and Leo believes it’s imperative they work together.

“We have a responsible market and the industry is sound. And organisations such as the Imported Motor Vehicle Industry Association (IMVIA) and Motor Industry Association (MIA) are doing well, but there are always ways to improve collaboration.

“I actually think they can come together more. They have made improvements in recent years, but of course the IMVIA and MIA had something of a rivalry, managing two different parts of the industry – kind of looking after their own patch. Recently they have been more aligned on issues, but they have some way to go. Particularly in terms of improving safety and the make-up of the fleet.”

Equally important is the ever-changing world of advanced safety systems, technology, Intelligent Transport Systems and electric vehicles (EVs).

“The ministry wants to be looking ahead and removing barriers, to make sure we are in a position to recognise change – NZ is a taker of standards when it comes to motor vehicles. And we want to remove barriers so we can realise some of these standards quicker than we otherwise would. The question we ask is: Will the industry respond or do we have to regulate?”

“A good example has been

mandating Electronic Stability Control (ESC). I was managing the project and we needed to look at life-saving technology and bringing it in quicker – delivering safety benefits at the earliest opportunity. The latest plan lists a few things, such as ESC for heavy vehicles, anti-lock braking system (ABS) for motorcycles and autonomous emergency braking. They’re the next areas to look at.

“With ITS, I was actually the ministry’s representative back in the early 1990s. It was initially called

Intelligent Vehicle and Highway Systems and I had the opportunity to go to the United States and observe what was happening.

“I remember in Washington D.C. in 1994, attending an ITS conference and seeing a vehicle that had been driven from Los Angeles to D.C. and it had gone 90 per cent of the distance autonomously. Back then, the rear of the car was filled with electronics – now it can go in the glove-box.

“But once the technology is fine-tuned, as it is being, the

[continued on page 20]

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[continued from page 19]



A Mini Leo restored



The Cologne Capri holds lots of great memories



Leo also has a passion for tractors

uptake will be very fast. It's taken a wee while for the concept to be deliverable, but we will hit the ground running soon. And there's a deliberate thrust in New Zealand to promote the EV uptake, which is a positive move. The more vehicles that hit the market, the more people will respond."

Leo has witnessed a clear development in how standards are achieved.

"One fundamental change is that everything you do has to be fully justified and evidence based. As our technology moves forward, so does our understanding and knowledge. We have improved on the data we

capture, with New Zealand having a great crash analysis system. We've also got better at using the industry and public to support and inform our issues, debates and policies."

THE FUTURE

Having been with the Ministry of Transport for 28 years, many faces have come and gone.

"I've had 22 ministers, including associate ministers, during my time there, so it's fair to say that continuity hasn't always been prevalent. There are times when you have to re-programme and re-invent issues. I mean when we were going through the used-

import spike at its peak – that was particularly challenging. But inspection processes are now strong and the quality of the fleet is better, we just need to avoid future spikes."

And while retirement beckons, there's no doubt Leo will stay busy.

"My wife Helen and I live on the Kapiti Coast and there's lots of work to do. Ironically we had to move off our farm when the Expressway was built, so we returned to suburbia. But there's plenty to do around the house, including building a new workshop and kitchen."

A passion for cars is also obvious. "Well my first car was a Ford Prefect, about 1939 vintage, but

my favourite car was undoubtedly my 2.8 Cologne Capri. That was beautiful.

"I love tractors, too, and still have an old one that I work on – a Ford 3000. You can tart them up, make them look better and still use them. And there's a local shed group in Waikanae that I'm interested in. It's like-minded people playing with machinery and producing goods to support the community."

Having handed over the managerial Land Transport Safety reins to Brent Johnston, it appears Leo will continue to connect with his community, much as he did in his role at the Ministry of Transport. ☺

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This role will suit someone strong at rapport building, enjoys the thrill of the chase, and can deliver in an enthusiastic, professional, disciplined, sales focused manner.

If you are self motivated and have previous demonstrable successful experience in a corporate business to business sales role, preferably in the automotive or related industries, and are ready for a new challenge, then please register your interest to Sarah at Kinetic on 04 472 7878.



## VINZ in running for award

Vehicle Inspection New Zealand (VINZ) has been selected as a finalist in the AUT Excellence in Business Support Awards 2016.

The NZTA-accredited vehicle inspection, testing and certification company is one of four companies recognised in the \$5 million-\$20 million turnover category, sponsored by IBM.

There are finalists across 10 categories at this year's awards and VINZ chief executive Gordon Shaw says the news is wonderful recognition.

"VINZ is delighted to have our performance recognised by AUT's Business School. It's heartening to have the contribution of organisations that provide essential support services to business recognised in this manner – and gratifying to be included amongst this year's finalists.

"It's a testament to the skills, expertise, high standards and hard work of our 150 qualified

inspectors, technicians and support staff throughout the country and to the commitment and capability of our leadership team."

The awards are based on the NZ Business Excellence Foundation's highly-regarded criteria for performance excellence and include an assessment of VINZ's performance, its results as compared with competitors and its future projections.

The AUT Excellence in Business Support Awards are the only national performance measure for NZ business support organisations.

"AUT's Business School differentiates itself with the depth of engagement with industry for the benefit of staff and students," says acting dean Professor Kate Kearins.

"These annual awards are one of the ways we demonstrate our commitment to industry."

All winners will be announced at a gala dinner on October 5. ☺

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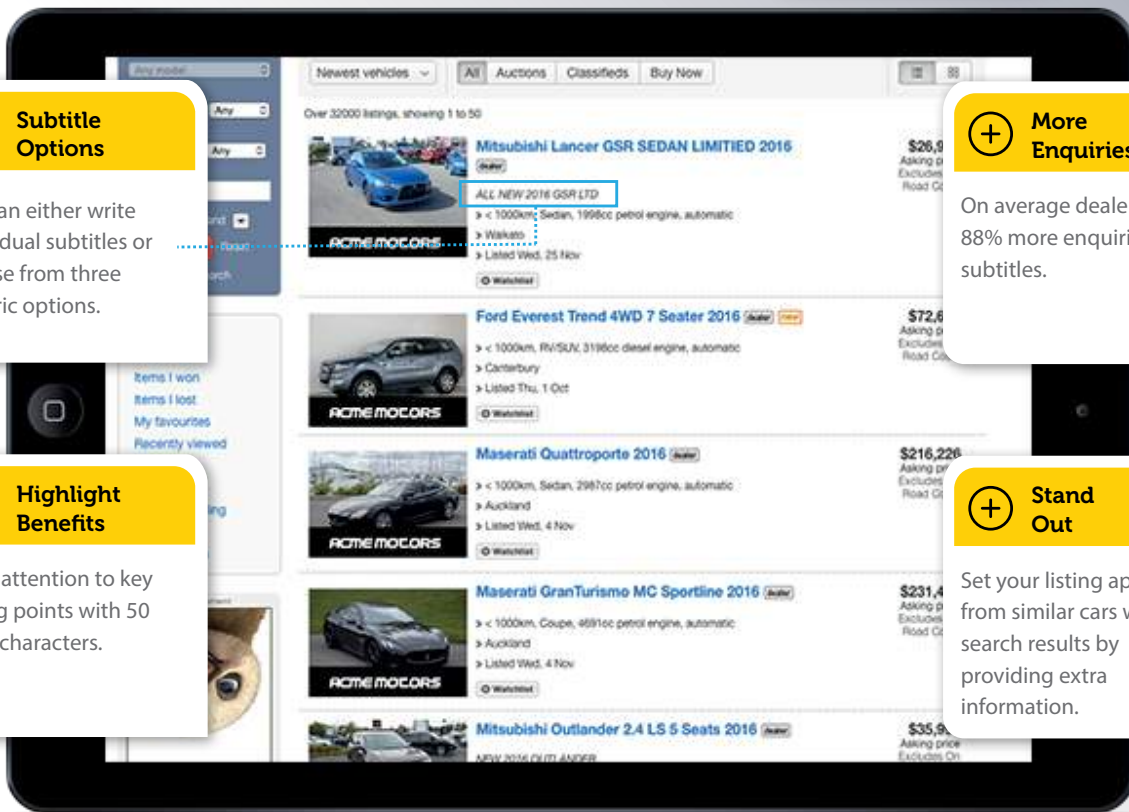
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Most popular car makes searched\*

- 1 Toyota
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Most popular car models searched\*

- 1 Hilux
- 2 Corolla
- 3 Commodore
- 4 Golf
- 5 Falcon

Most popular body styles searched\*

- 1 RV/SUV
- 2 Ute
- 3 Sedan
- 4 Station wagon
- 5 Hatchback

Most popular makes of motorbike searched\*

- 1 Honda
- 2 Harley-Davidson
- 3 Suzuki
- 4 Yamaha
- 5 Triumph

The ultimate in petrolhead work utes has been listed for \$247,800. The Ford F150 Lariat has had extensive Shelby modifications including a supercharger, giving the 5.0l V8 a whopping 700hp, plus a Shelby exhaust, adjustable suspension, and myriad engine and cosmetic enhancements.



# Industry movers

**BRENT JOHNSTON** is the new manager of Land Transport Safety at the Ministry of Transport (MoT). He comes into the role after managing the ministry's strategy team for the previous two years. Johnston joined MoT in 2008 and has worked across a wide range of transport policy areas. In 2012, he completed a secondment to the Policy Advisory Group at the Department of the Prime Minister and Cabinet.



**TONY HEADLAND** is the new general manager – sales at Protecta. He initially joined the company in 2014 as an insurance consultant. Headland has an extensive knowledge of insurance, having previously held senior management positions with Vero. His passion for the motor industry and ownership of classic cars makes him a great fit for the Protecta team.



**KEVIN MCKAY** has been appointed Protecta general manager – operations. McKay started with Protecta in 2007 as financial controller. His understanding of the business and the motor industry means he has been able to add huge value to Protecta, their sales team and customers with process development, quality data and information.



Vehicle Inspection New Zealand (VINZ) has added the following new roles:

**WILLIAM RIEPMA** has been appointed to the newly created role of regional manager – southern. Riepma has been promoted from the branch manager role in Dunedin, where he was instrumental in developing the new Gore site. Prior to his time at VINZ, Riepma held branch and service management roles within the heavy truck repair industry, spanning more than 20 years.



**WARREN KENDALL** has taken the newly created role of manager – compliance services. Kendall has been promoted from branch manager – Auckland Airport. He is a qualified mechanic with extensive experience in entry compliance and returns to VINZ having spent more than seven years in management roles within the fleet management and fuel card solutions industry.



**GRADY STEVENS** is the new regional manager – central. Grady brings a wealth of experience with more than 15 years of managing Vehicle Inspection Centres and workshops, most recently as Christchurch vehicle inspections manager with the Automobile Association. Grady will manage vehicle inspection operations in Wellington, Nelson and Christchurch.



**TERRY MANSFIELD** has been appointed to the newly created role of regional manager – northern. Originally from the UK, Mansfield has more than 30 years of experience in the transport service industry, in both technical and managerial roles. The role will be based in Palmerston North and cover VINZ operations in Palmerston North, Hamilton and Auckland.



**TO FEATURE IN INDUSTRY MOVERS**  
EMAIL EDITOR@AUTOFILE.CO.NZ

# NZ labour market report

**THE QUARTERLY LABOUR** Market Scorecard – May 2016 – produced by the Ministry of Business, Innovation and Employment (MBIE) says the current state of the market is strong.

Following a good December result, employment grew much more strongly than expected. However, this was not enough to absorb all of the increase in the labour force resulting from a higher participation rate and a record increase in working age population. This meant that unemployment also rose moderately.

Employment increased by 28,000 (1.8 per cent) over the March quarter, while fulltime employment increased by 1 per cent and part-time employment 1.2 per cent.

At an industry level, the largest increase was again in construction employment (up 17,500 and mostly in Auckland), but also in the professional, scientific, technical, administrative and support services industries.

In terms of the unemployment rate, they rose for men and women by 0.2 and 0.4 percentage points respectively. And while unemployment rates increased over the year in most parts of the country, for the North Island as a whole they were down, due to a 0.3 percentage decline in Auckland.

In the year ending March 2016, New Zealand had a net gain of 67,600 migrants, continuing the record-breaking trend seen over the last 20 months. The labour force participation rate increased 0.5 percentage points over the March quarter to 69 per cent, but down 0.4 percentage points over the year.

The number of people in the working age population increased by 0.8 per cent, the largest quarterly increase since the series began in 1986, with the largest growth in the 20-34-year-old age groups.

Workplace performance is moderate and has improved. Average weekly wages rose by 2.3 per cent over the year, compared

with annual Consumers Price Index (CPI) growth of 0.4 per cent.

Meanwhile, the Jobs Online monthly report shows that online job vacancies grew in April 2016.

Jobs Online measures changes in job vacancies advertised by businesses on three internet job boards – SEEK, Trade Me and the Education Gazette.

The All Vacancies Index showed online job vacancies increased by 0.6 per cent. Vacancies also increased in five out of the eight industry groups – the main contributor was education and training (up 2.1 per cent).

Vacancies increased in three out of five skilled occupation categories, with those for semi-skilled jobs having the biggest increase (0.8 per cent), followed by unskilled job vacancies (up 0.7 per cent).

In the regions, all 10 had an increase in vacancies with the strongest figure in the Bay of Plenty – up 1.8 per cent.

There was a jump of 1.6 per cent in Auckland, 1.3 per cent in Northland and 1 per cent in the Waikato and Wellington.

While the All Vacancies Index increased, this is consistent with the growth in employment of 1.2 per cent, shown in the Household Labour Force Survey in March 2016. Over the past year, online vacancies increased by 7.7 per cent.

Over the year to April, job vacancies increased in seven out of eight of the industry groups. Among the biggest increases were construction and engineering (up 13 per cent), followed by education and training (up 9.5 per cent). Information technology vacancies fell by 6.6 per cent over the year.

The fastest-growing occupations were for health and welfare services managers, multimedia specialists and web developers, air-conditioning and refrigeration mechanics, other clerical and office support workers, real-estate agents, other mobile plant operators and freight and furniture handlers. ☺

# Getting the right fit first time

**F**inding the right person at the right time to fit perfectly into team culture has been very difficult in our industry over the years. So often recently I see and hear how time-consuming this area of the business can be for dealer principals around the country. We see people who are not ideally suited, or trained, thrown into roles as a quick easy fix. As a result, job satisfaction and performance tend to slide very quickly and increases in staff turnover put the dealership back to square one - or worse, with a sticky employment dispute.

There are several lines of thought on the subject around recruiting people from outside the industry with fresh ideas and who are willing to learn, or trying to poach an experienced campaigner from another dealership. You could advertise the role yourself or go

through any one of a large number of generic recruitment agencies to market the role.

The first option may cause a flood of CVs from here and abroad which you would have to spend time sifting through, while the second option could be just as time-consuming, with mixed results from someone who does not have a clear understanding of your business and your existing team members.

As a trusted advisor to so many dealerships around the country, this is where we step in. Thanks to feedback over the years, Protecta is offering to assist and



**SIMON MOORE**  
Motor-trader development manager  
Protecta Insurance

**Increases in staff turnover put the dealership back to square one - or worse, with a sticky employment dispute**

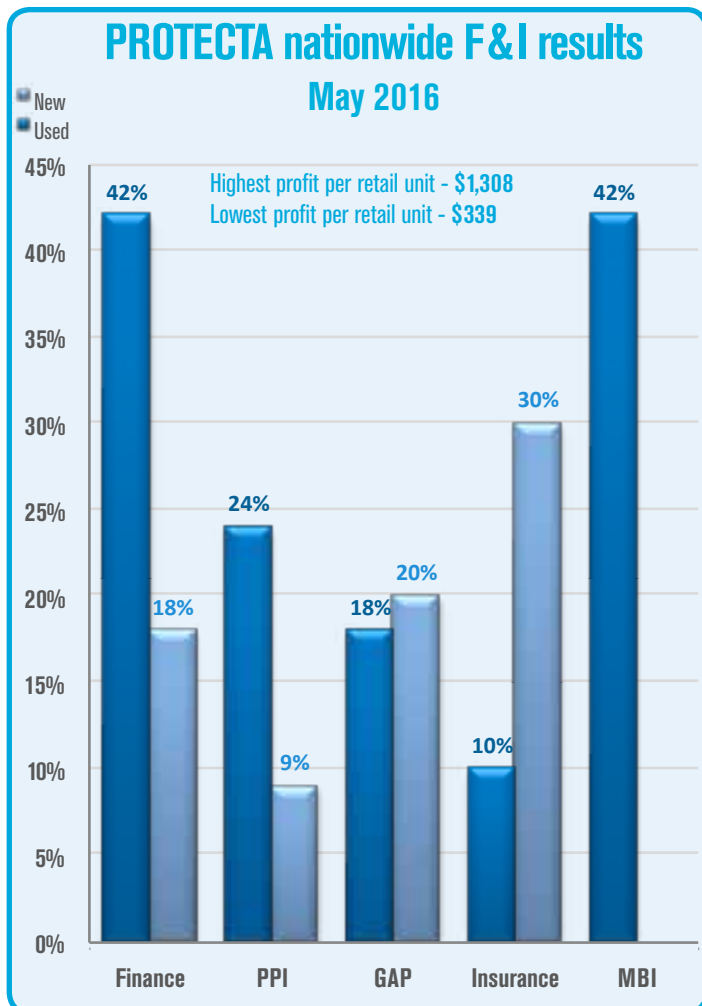
cut down this process for you. For existing agents we advertise for business manager roles at our expense, cull applicants to a shortlist, carry out initial phone or skype interviews, then arrange to meet in person where possible, before forwarding on the information for the dealer principal to review.

From there we can also attend the interview within the dealership or stand back and allow you to make your own observations before hiring. We can also follow up on verbal references before discussing a final choice.

With our extensive knowledge of your dealership and team, we hope to find the perfect person, while saving you time and money on agency fees and advertising. There is nothing worse than to invest all your time and effort on the wrong person and then go back to the drawing board within 90 days. Unfortunately we have seen this on a more regular basis in recent times.

It goes without saying that from the day they enter the dealership to start work for you, they are already at ease with our team at Protecta having met them through the recruitment process. This would then flow on to the new starter being more receptive to our coaching and mentoring in the early days and right throughout their career within your dealership.

Your success is our success. ☺



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# Purchaser fails to give trader enough time to rectify minor faults

## Background

Tania Batt bought a 2007 Mazda Axela from Buythiscar Limited, trading as Stuck for Transport, sight unseen, for \$10,995, on January 20, 2016. The purchaser borrowed the full purchase price on a collateral credit contract with Avanti Finance Ltd.

Four days later, the purchaser purported to reject the vehicle for faults. The purchaser sought the Tribunal's order upholding her rejection and vesting the Avanti Finance Ltd agreement in the trader.

The trader claims it has not had the opportunity to appraise and repair the faults and denies the purchaser is entitled to reject the vehicle.

The issues for consideration were: i) Whether the vehicle complied with the guarantee of acceptable quality in section 6 of the Consumer Guarantees Act 1993; ii) Did the purchaser require the trader to remedy the faults before she rejected the vehicle?; iii) If not, is the purchaser entitled to reject the vehicle?

## The case

Ms Batt bought the vehicle from the trader who operates an online vehicle brokerage business and receives applications from purchasers seeking finance. They are then sent details and photographs of vehicles which may be of interest. The trader can then arrange any finance agreement to be signed, obtains the vehicle from the selling trader and supplies it to the purchaser. The trader does not demonstrate the vehicle before

selling and says that most vehicles are sold without a test drive.

Batt claims the trader wouldn't let her inspect or test drive the vehicle before supply, but the trader says the purchaser did not request a test drive before agreeing to buy it. The odometer at time of sale was 87,000km according to the Vehicle Offer and Sale Agreement and Consumer Information Notice.

Batt says that when she got the vehicle home, she noticed the following faults, which she initially missed due to her being "excited" at getting a new car: Passenger seat backrest had different pattern to driver's seat; right front headlight was faded; two dents in roof; rattle in the left rear; carpet in passenger's foot well had been cut.

She had since noticed three other faults: Air-conditioning clutch had a rattle, paint on driver's door did not match with rest of vehicle and there was no jack or tools to change a wheel.

Batt sent an email to the trader on January 24, 2016, rejecting the vehicle. The trader sought to have the purchaser return the vehicle so the trader could inspect the faults, but Batt refused.

On January 27, 2016, the purchaser's partner took the vehicle to Greg Bracewell Panelbeaters who estimated \$1,917.81 to repair the dents in the roof, the headlight and the left-front seat.

On February 17, 2016, the purchaser had the vehicle inspected by VTNZ Pukekohe, who recorded its odometer as 89,871km, or 2,871km more than at time of sale.

The VTNZ report rates the vehicle's overall condition as good for its age and mileage. Faults found were as follows: Engine slightly rough at idle; intermittent rattle from left rear; air-con clutch slightly noisy; small cover missing from roof rack; left-front carpet has been cut; front passenger backrest has different pattern; no jack or wheel brace supplied.

The purchaser then took the vehicle to Brian Roberts 1998 Ltd, who had a Mr McLaughlin assess it. They quoted \$5,777.89 for repairs.

The trader, represented by Mr and Mrs Pye at the Tribunal, acknowledged that Mrs Pye had described the vehicle's condition to the purchaser as "beautiful" for its age and mileage. Mrs Pye says she did not see any dents in the roof. Mr Pye says he requested the purchaser bring the vehicle back for inspection on numerous occasions, but they refused to do so.

## The finding

The Tribunal inspected the vehicle in good sunlight on Federal Street.

The Tribunal considers that a reasonable consumer paying \$10,995 for a nine-year-old Mazda Axela would not consider the following faults to be acceptable: Dents in the roof which are minor and can be knocked out without having to replace roof skin; discoloured headlamp; passenger seat back needs to be replaced to match driver's seat; carpet in front well has been cut and needs repairing; vehicle should have jack and tools to change wheel;

**The case:** The purchaser wanted to reject her Mazda Axela saying it had substantial faults and sought a refund of purchase price. The trader was willing to undertake the repairs and denies the purchaser's claims to a full refund.

**The decision:** The purchaser's application was dismissed. The trader was ordered to rectify the outstanding faults.

**At:** The Motor Vehicle Disputes Tribunal, Auckland.

air-conditioning clutch rattle.

The Tribunal found that the vehicle did not comply with the Guarantee of Acceptable Quality at time of sale because it had six minor faults.

On the question of whether the purchaser required the trader to remedy the faults before she rejected the vehicle, the purchaser did not give the trader an opportunity to do so.

The purchaser appeared to be under the impression that she could reject the vehicle on January 24, 2016, because of the dents, different coloured passenger backrest, discoloured headlamp and a rattle. These faults were considered minor and cheaply repaired. None of them amounted to a failure of substantial character.

## Order

The purchaser failed to require the trader to remedy the vehicle's faults in accordance with her obligation under s18(2) of the Act. She was not entitled to reject the vehicle and her application was dismissed.

The purchaser should arrange a return of the vehicle to the trader to enable it to complete the repairs within 10 business days. ☺



# Trader misrepresented identity and true costs of compliance

## Background

Mrs S Sanders agreed to buy a 1995 Nissan Skyline, sight unseen, for \$19,500. The purchaser claims the seller of the vehicle was Good as Gold Motors Limited.

The purchaser says she was misled by the trader's advertisement as to the cost of obtaining compliance approval. Sanders says that instead of costing \$1,000 to \$2,000 to get the vehicle complied, she had been told that it may cost her in excess of the cost price of the vehicle. The purchaser says that had she known the true cost of obtaining compliance, she would not have bought the vehicle.

The trader denies that it sold the vehicle to the purchaser and says it has never owned the vehicle. The trader's director says his former business partner Mr Samuel Clough sold the vehicle to the purchaser as a private sale without the knowledge of the trader.

The issues raised by the application are: (i) Whether the trader or Clough sold the vehicle. (ii) If the vehicle was sold by the trader, did it misrepresent the cost of obtaining compliance approval to the purchaser in breach of the Fair Trading Act 1986? (iii) If so, what loss has the purchaser suffered and what remedy is appropriate?

## The case

Sanders saw the vehicle advertised on Trade Me on October 18, 2015, as a Nissan GTR R33 Skyline Genuine GTR 1995 with a 'start price' of \$26,000. The odometer was listed at 84,000km, as was the

fact it was an import, with a full roll-cage, two-seater, then listed the following modifications.

"I have just picked the car up from compliance on Friday and there are no major concerns. Requirements to make this car 'On Road' are: Cert plates for suspension, Roll Cage & Custom Wide Body Kit. Two new tyres & remove rear spacers on hubs. Remove surface rust under body, quoted \$300. Remove tints. Skim rear rotors. At a guess this will be between \$1,000-2,000. I will be happy to part with this beautiful Godzilla for \$26,000 as is – compliance notes/requirements will be provided as above or \$29,9990 all on road."

Sanders lives in Ruakaka and said she made contact by email and, without inspecting, agreed to purchase for \$19,500. The purchaser did not complete a vehicle offer and sale agreement with the seller, nor was she provided with a Consumer Information Notice (CIN).

Sanders arranged a mortgage over her property and, on October 23, 2015, deposited \$19,500 in four tranches in the bank account as instructed by Clough. Sanders says she did not know the name of the payee's bank account when she lodged the funds.

The details on the purchaser's bank account alongside each tranche show the payee abbreviated to "Gold Motors Ltd Gtr". Mr Orsbourne [director representing the trader] confirmed that the \$19,500 from the purchaser's bank had been lodged to the trader's bank account.

On October 24, Sanders says she asked Clough for his email address

and other information and he sent her a copy of the vehicle ad from the trader's website and an email showing his address as goodasgoldmotors@gmail.com.

Sanders arranged for the vehicle to be delivered on the evening of October 24, 2015. Clough delivered it to Sanders in Waipu at 10pm. The vehicle had not been complied, was unregistered, unwarranted and should not have been driven.

Sanders says it had dealer plates. And Clough sent Sanders the Japanese export certificate, she says, but he has not supplied her with legible compliance documentation as promised.

## The finding

The adjudicator accepted that the trader was not named as the advertiser in the Trade Me listing. Orsbourne gave evidence that although he and Clough were business partners, they ended their partnership on September 29, 2015. Orsbourne also claims that Clough bought the vehicle himself.

However, Clough was found to be named as the trader on the Register of Motor Vehicle Traders. The trader allowed Clough to use its bank account to receive payment on October 23, 2015. The trader also allowed Clough to use its website to send material to the purchaser – probably to comfort her that she was dealing with the trader. Clough also sent the purchaser his email address, which was the traders', and used its dealer plates to deliver the vehicle.

**The case:** The purchaser says she was misled in terms of the identity of the vehicle trader and the costs of compliance. The trader denied ownership of the vehicle, claiming that a former business partner made a private sale.

**The decision:** The purchaser's application was upheld. The trader must refund the purchase price immediately and collect the vehicle.

**At:** The Motor Vehicle Disputes Tribunal, Auckland

It was concluded that Clough appears to have had ostensible authority, if not actual, to represent the trader. The seller of the vehicle was found to be the trader.

In terms of misrepresenting the cost of obtaining compliance, on November 6, 2015, the purchaser took the vehicle to VINZ for compliance inspection. Numerous defects were found, with the mechanic Mr Ferguson confirming it was not suitable for road use and required more than \$10,000 worth of repairs.

On notes obtained from VTNZ Mt Wellington, the vehicle was border checked on May 14, 2015, and found to be imported as damaged.

The purchaser showed deplorable judgement and a lack of any commercial common sense, but was entitled to expect an honest and truthful description of the vehicle and compliance costs.

The Tribunal found that the description of the work needed to obtain compliance certification contained in the Trade Me advert was incomplete and misleading.

## Order

The trader was ordered to refund the purchaser \$19,500 and collect the vehicle. ☺

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# Data knowledge is the ultimate power

**T**his article is not about autonomous or connected vehicles, at least not directly. I want to introduce another riveting topic... data. Okay, okay, how about we question motives and ownership?

We are currently seeing two worlds colliding in the automotive space. Traditional car manufacturers with single, multi-year research and design cycles are being challenged both internally and externally by nimbler software design paradigms.

Large software companies such as Apple and Google are becoming more involved with vehicle development. It almost makes one wonder, will cars eventually become devices second to the software they run?

The near future will see an increase in the use of technology such as general web networking and wearable technology; we can expect more software-driven homes as a means of increasing convenience, security and efficiency. Our cars will simply be a segment of the digital environment we have surrounded ourselves with. Of course we will want the segments of this environment to mesh as closely as possible.

This highlights a part of the auto industry that is already dominated by the big software companies, infotainment systems: Blackberry QNX, Google Android Auto, and Apple CarPlay.

I have to ask myself, what motives do these software companies have to get involved with vehicle manufacturing? Leaving aside the obvious point

that a future monopoly on autonomous vehicles as a service could be extremely lucrative, the current interest is our data. These companies want more of it.

Drivers create data when there is a way to capture it. These companies are more than happy to provide us with those means. The value of this data is greatly increased when it can be "triangulated" with data from other devices. Data captured and aggregated can give deep insights into things such as personality, health, commercial intent and even risk.

This insight can be used for good, such as offering useful information or advice, or even to create an immersive customer experience. I dislike intrusive ads, but I appreciate being informed of my next life-changing purchase. Data can be used to tailor this sort of interaction at the personal level.



**KIT WILKERSON**  
 Policy adviser and analyst  
 kit@imvia.co.nz

Data can also be used in ways that negatively impact the person creating the data. Imagine a medical insurer gains access to the data direct from your wearable device which suggests you have some level of risk in your lifestyle; premiums are increased without

reference. Does the insurer need to declare where they acquired data they used to make determination? Do you have any right to challenge why the premiums were raised or where/how they acquired the data used in the decision?

Owning and operating this data seems to potentially open significant legal liability. These liabilities, however, are hidden under so many layers they might as well not exist. No consumer has the resources to follow the causal chain from the data collected by their watch, cellphone, or even their car to their medical premiums being increased. It is likely this

trail involved numerous sales and aggregations of their data. In fact, even if consumers were able to draw the connection, the process and the way data from many sources is compiled, mitigates legal liability by removing the ability to prove X caused Y. It becomes impossible to prove any one piece of data was necessary and sufficient to be a cause.

This issue actually boils down to a single, simple question: Who owns the data we create? Many companies would argue it is the company who created the device with the sensor in it. Use of the device entails either implicit or explicit permission for them to use the data as they see fit.

Many privacy groups, on the other hand, are arguing that this information should rightfully be the property of the consumer and that the consumer should be able to authorise (or de-authorise) the use of it. Consumers, they argue, should be made aware of the value of their data and be given rights to control who accesses it, perhaps even being compensated for its use.

As our world becomes more digital, as even our cars become part of this reality, this is a discussion we should be having.

Let me finish by saying this: Assuming the ease of collecting data will only increase as sensors improve; the ability to gain insight from that data will only increase; and data, once collected, will be available forever. What choices are you making today that someone can charge you for in the future? ☹





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|-------|------------|-----------------|---------------|-----------------------|-----------------|---------------|
| JAPAN | Moji       | 2 Jun           | -             | -                     | -               | -             |
|       | Osaka      | 3 Jun           | 15 Jun        | 2 Jul                 | 16 Jul          | 2 Aug         |
|       | Nagoya     | 4 Jun           | 17 Jun        | 3 Jul                 | 17 Jul          | 4 Aug         |
|       | Yokohama   | 5 Jun           | 18 Jun        | 4 Jul                 | 18 Jul          | 5 Aug         |
| NZ    | Auckland   | 25 Jun          | 7 Jul         | 21 Jul                | 7 Aug           | 21 Aug        |
|       | Wellington | 29 Jun          | 11 Jul        | 25 Jul                | 11 Aug          | 25 Aug        |
|       | Lyttelton  | 10 Jul          | 10 Jul        | 23 Jul                | 9 Aug           | 23 Aug        |
|       | Nelson     | 12 Jul          | 12 Jul        | 26 Jul                | 7 Aug           | 18 Aug        |

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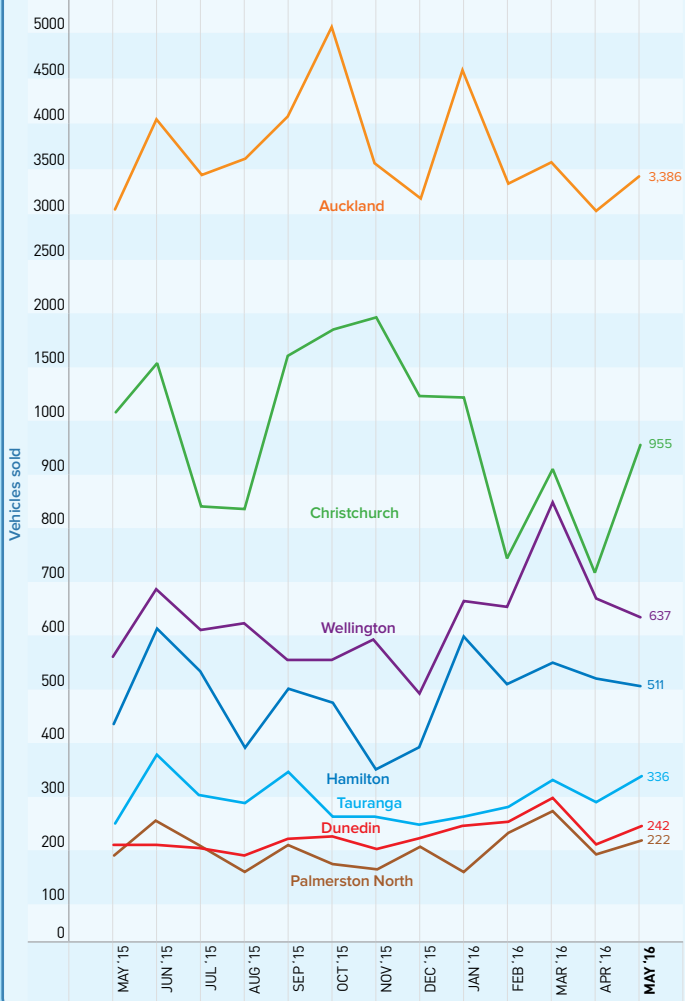
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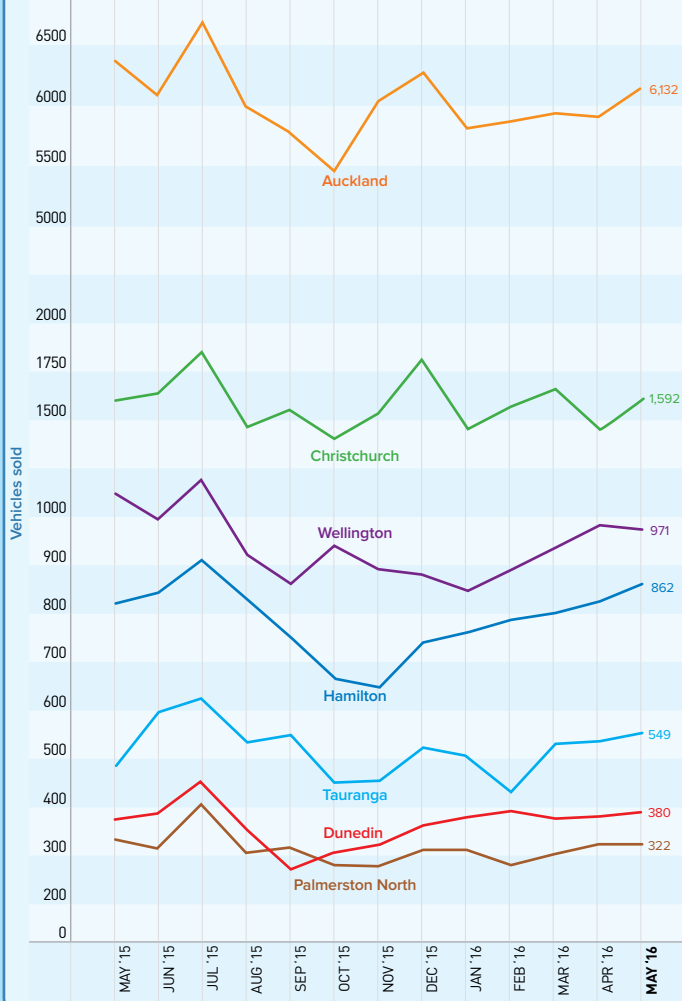




**New passenger vehicle registrations by city**



**Used import passenger vehicle registrations by city**



**New and used cars registered in May 2016 by region**

|                   | WHA        | AUC          | HAM          | THA        | TAU        | ROT        | GIS        | NAP        | NEW        | WAN        | PAL        | MAS        | WEL          | NEL        | BLE        | GRE       | WES       | CHR          | TIM        | OAM       | DUN        | INV        | TOTAL         |
|-------------------|------------|--------------|--------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|--------------|------------|------------|-----------|-----------|--------------|------------|-----------|------------|------------|---------------|
| New cars          | 269        | 6,132        | 862          | 97         | 549        | 133        | 78         | 270        | 146        | 74         | 322        | 69         | 971          | 251        | 61         | 45        | 8         | 1,592        | 101        | 17        | 380        | 140        | 12,567        |
| Used cars         | 179        | 3,386        | 511          | 54         | 336        | 90         | 37         | 203        | 139        | 70         | 222        | 69         | 637          | 100        | 47         | 17        | 2         | 955          | 71         | 14        | 242        | 121        | 7,502         |
| <b>Total cars</b> | <b>448</b> | <b>9,518</b> | <b>1,373</b> | <b>151</b> | <b>885</b> | <b>223</b> | <b>115</b> | <b>473</b> | <b>285</b> | <b>144</b> | <b>544</b> | <b>138</b> | <b>1,608</b> | <b>351</b> | <b>108</b> | <b>62</b> | <b>10</b> | <b>2,547</b> | <b>172</b> | <b>31</b> | <b>622</b> | <b>261</b> | <b>20,069</b> |

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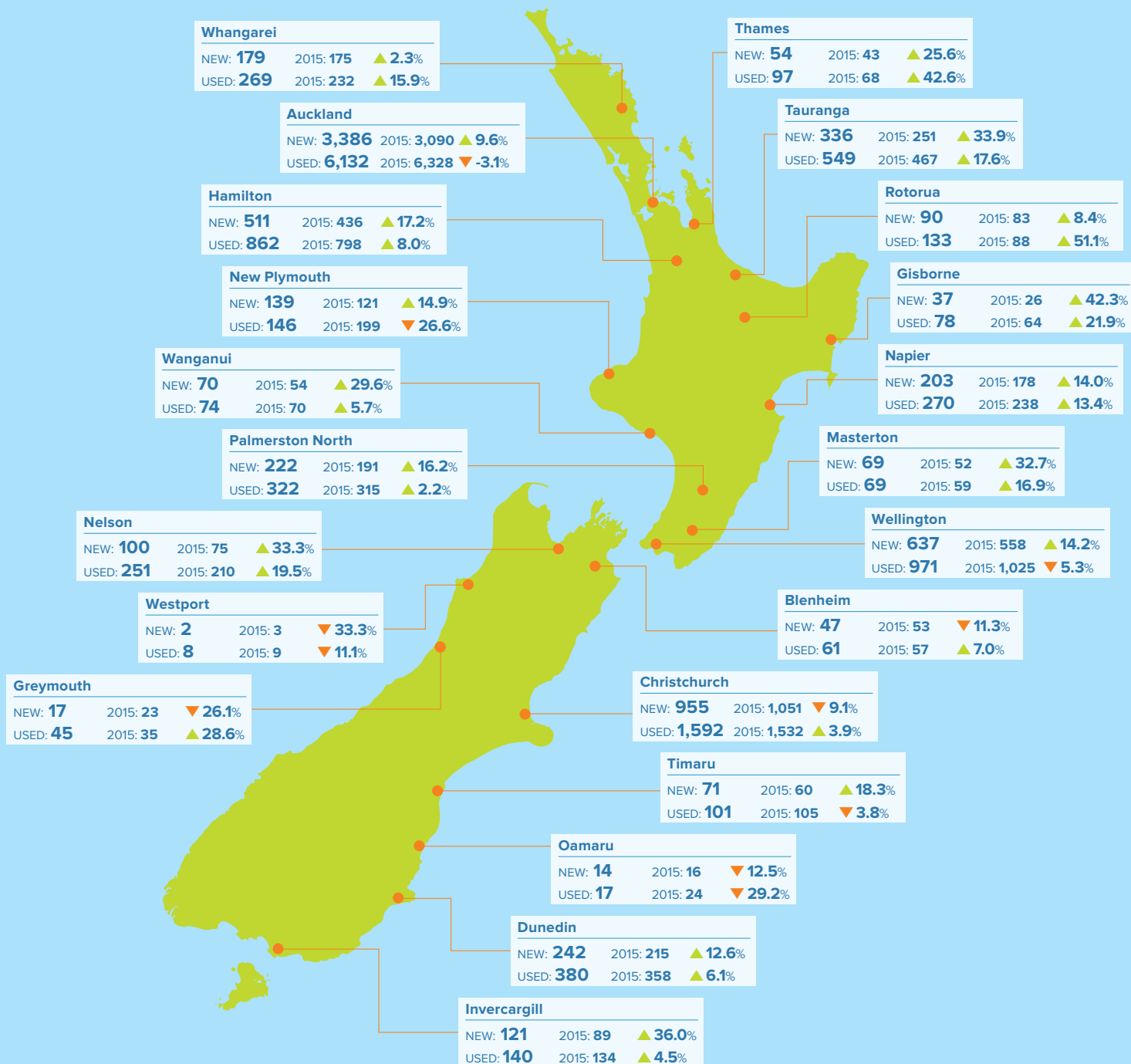


Total new cars  
**7,502**

2015: **6,843** ▲ **9.6%**

Total imported used cars  
**12,567**

2015: **12,415** ▲ **1.2%**



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### Imported Passenger Vehicle Sales by Make - May 2016

| MAKE          | MAY '16       | MAY '15       | +/- %      | MAY '16<br>MKT SHARE | 2016 YEAR<br>TO DATE | 2016<br>MKT SHARE |
|---------------|---------------|---------------|------------|----------------------|----------------------|-------------------|
| Toyota        | 3,103         | 2,721         | 14.0       | 24.7%                | 14,545               | 24.1%             |
| Nissan        | 2,429         | 2,106         | 15.3       | 19.3%                | 11,244               | 18.7%             |
| Mazda         | 1,895         | 1,989         | -4.7       | 15.1%                | 9,259                | 15.4%             |
| Honda         | 1,267         | 1,391         | -8.9       | 10.1%                | 6,433                | 10.7%             |
| Suzuki        | 628           | 736           | -14.7      | 5.0%                 | 3,286                | 5.5%              |
| Subaru        | 579           | 739           | -21.7      | 4.6%                 | 2,915                | 4.8%              |
| BMW           | 542           | 599           | -9.5       | 4.3%                 | 2,448                | 4.1%              |
| Volkswagen    | 511           | 495           | 3.2        | 4.1%                 | 2,362                | 3.9%              |
| Mitsubishi    | 438           | 427           | 2.6        | 3.5%                 | 2,080                | 3.5%              |
| Mercedes-Benz | 242           | 264           | -8.3       | 1.9%                 | 1,122                | 1.9%              |
| Audi          | 222           | 253           | -12.3      | 1.8%                 | 1,138                | 1.9%              |
| Ford          | 151           | 153           | -1.3       | 1.2%                 | 706                  | 1.2%              |
| Volvo         | 91            | 82            | 11.0       | 0.7%                 | 416                  | 0.7%              |
| Lexus         | 58            | 58            | 0.0        | 0.5%                 | 263                  | 0.4%              |
| Hyundai       | 50            | 36            | 38.9       | 0.4%                 | 218                  | 0.4%              |
| Holden        | 46            | 33            | 39.4       | 0.4%                 | 216                  | 0.4%              |
| Chevrolet     | 44            | 56            | -21.4      | 0.4%                 | 246                  | 0.4%              |
| Mini          | 43            | 46            | -6.5       | 0.3%                 | 218                  | 0.4%              |
| Jaguar        | 32            | 40            | -20.0      | 0.3%                 | 175                  | 0.3%              |
| Land Rover    | 27            | 35            | -22.9      | 0.2%                 | 132                  | 0.2%              |
| Peugeot       | 23            | 15            | 53.3       | 0.2%                 | 94                   | 0.2%              |
| Jeep          | 18            | 6             | 200.0      | 0.1%                 | 86                   | 0.1%              |
| Chrysler      | 17            | 7             | 142.9      | 0.1%                 | 58                   | 0.1%              |
| Porsche       | 16            | 17            | -5.9       | 0.1%                 | 65                   | 0.1%              |
| Dodge         | 13            | 22            | -40.9      | 0.1%                 | 93                   | 0.2%              |
| Renault       | 12            | 21            | -42.9      | 0.1%                 | 64                   | 0.1%              |
| Daihatsu      | 7             | 10            | -30.0      | 0.1%                 | 51                   | 0.1%              |
| Alfa Romeo    | 6             | 4             | 50.0       | 0.0%                 | 19                   | 0.0%              |
| Rover         | 6             | 1             | 500.0      | 0.0%                 | 24                   | 0.0%              |
| Kia           | 4             | 4             | 0.0        | 0.0%                 | 39                   | 0.1%              |
| Cadillac      | 3             | 1             | 200.0      | 0.0%                 | 16                   | 0.0%              |
| Citroen       | 3             | 5             | -40.0      | 0.0%                 | 18                   | 0.0%              |
| Mercury       | 3             | 2             | 50.0       | 0.0%                 | 11                   | 0.0%              |
| Pontiac       | 3             | 2             | 50.0       | 0.0%                 | 16                   | 0.0%              |
| Rolls-Royce   | 3             | 0             | 300.0      | 0.0%                 | 10                   | 0.0%              |
| Others        | 32            | 39            | -17.9      | 0.3%                 | 185                  | 0.3%              |
| <b>Total</b>  | <b>12,567</b> | <b>12,415</b> | <b>1.2</b> | <b>100.0%</b>        | <b>60,271</b>        | <b>100.0%</b>     |

### Imported Passenger Vehicle Sales by Model - May 2016

| MAKE         | MODEL     | MAY '16       | MAY '15       | +/- %      | MAY '16<br>MKT SHARE | 2016 YEAR<br>TO DATE | 2016<br>MKT SHARE |
|--------------|-----------|---------------|---------------|------------|----------------------|----------------------|-------------------|
| Nissan       | Tiida     | 631           | 527           | 19.7       | 5.0%                 | 3,003                | 5.0%              |
| Mazda        | Axela     | 591           | 596           | -0.8       | 4.7%                 | 2,728                | 4.5%              |
| Suzuki       | Swift     | 512           | 630           | -18.7      | 4.1%                 | 2,728                | 4.5%              |
| Mazda        | Demio     | 424           | 489           | -13.3      | 3.4%                 | 2,232                | 3.7%              |
| Honda        | Fit       | 424           | 534           | -20.6      | 3.4%                 | 2,212                | 3.7%              |
| Volkswagen   | Golf      | 314           | 304           | 3.3        | 2.5%                 | 1,415                | 2.3%              |
| Toyota       | Wish      | 314           | 298           | 5.4        | 2.5%                 | 1,483                | 2.5%              |
| Mazda        | Atenza    | 280           | 268           | 4.5        | 2.2%                 | 1,312                | 2.2%              |
| Toyota       | Vitz      | 265           | 237           | 11.8       | 2.1%                 | 1,198                | 2.0%              |
| Subaru       | Legacy    | 259           | 408           | -36.5      | 2.1%                 | 1,433                | 2.4%              |
| Mitsubishi   | Outlander | 239           | 214           | 11.7       | 1.9%                 | 1,061                | 1.8%              |
| Toyota       | Mark X    | 212           | 132           | 60.6       | 1.7%                 | 796                  | 1.3%              |
| Mazda        | MPV       | 208           | 236           | -11.9      | 1.7%                 | 1,102                | 1.8%              |
| Toyota       | Corolla   | 207           | 218           | -5.0       | 1.6%                 | 1,094                | 1.8%              |
| Nissan       | Note      | 192           | 168           | 14.3       | 1.5%                 | 797                  | 1.3%              |
| Toyota       | Auris     | 187           | 120           | 55.8       | 1.5%                 | 833                  | 1.4%              |
| Toyota       | Prius     | 185           | 97            | 90.7       | 1.5%                 | 862                  | 1.4%              |
| Toyota       | Blade     | 169           | 90            | 87.8       | 1.3%                 | 663                  | 1.1%              |
| Mazda        | Premacy   | 167           | 149           | 12.1       | 1.3%                 | 781                  | 1.3%              |
| Nissan       | Dualis    | 158           | 144           | 9.7        | 1.3%                 | 691                  | 1.1%              |
| Nissan       | Murano    | 156           | 127           | 22.8       | 1.2%                 | 776                  | 1.3%              |
| Honda        | CR-V      | 147           | 94            | 56.4       | 1.2%                 | 685                  | 1.1%              |
| Honda        | Odyssey   | 146           | 206           | -29.1      | 1.2%                 | 769                  | 1.3%              |
| Toyota       | Estima    | 140           | 157           | -10.8      | 1.1%                 | 644                  | 1.1%              |
| Nissan       | Skyline   | 139           | 105           | 32.4       | 1.1%                 | 581                  | 1.0%              |
| Toyota       | Ist       | 138           | 123           | 12.2       | 1.1%                 | 694                  | 1.2%              |
| Nissan       | Bluebird  | 133           | 156           | -14.7      | 1.1%                 | 541                  | 0.9%              |
| Honda        | Accord    | 126           | 156           | -19.2      | 1.0%                 | 603                  | 1.0%              |
| Honda        | Stream    | 126           | 118           | 6.8        | 1.0%                 | 594                  | 1.0%              |
| Subaru       | Impreza   | 119           | 145           | -17.9      | 0.9%                 | 564                  | 0.9%              |
| Subaru       | Outback   | 117           | 119           | -1.7       | 0.9%                 | 464                  | 0.8%              |
| Toyota       | RAV4      | 115           | 119           | -3.4       | 0.9%                 | 495                  | 0.8%              |
| Nissan       | Teana     | 114           | 120           | -5.0       | 0.9%                 | 641                  | 1.1%              |
| BMW          | 320i      | 113           | 120           | -5.8       | 0.9%                 | 506                  | 0.8%              |
| Nissan       | March     | 108           | 103           | 4.9        | 0.9%                 | 522                  | 0.9%              |
| Others       |           | 4,692         | 4,588         | 2.3        | 37.3%                | 22,768               | 37.8%             |
| <b>Total</b> |           | <b>12,567</b> | <b>12,415</b> | <b>1.2</b> | <b>100.0%</b>        | <b>60,271</b>        | <b>100.0%</b>     |



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# Housing boom helps used imports

Sales for used imported passenger vehicles increased from 12,140 in April to 12,567 last month, a 3.52 per cent jump.

Compared to the same month last year registrations rose just slightly, from 12,415 units in May 2015, an increase year on year of 1.2 per cent or 152 units.

Toyota continue to top the table with 3,103 sales for the month, up by 14 per cent from May 2015. Nissan was the second marque with 2,429 registrations and Mazda rounded out the top three with 1,895. Year-to-date, Toyota has sold 14,545 units for a market share of 24.1 per cent.

For the second month in a row, the Nissan Tiida came out on top with sales of 631 units – an increase of 19.7 per cent on the 527 it sold in May 2015. Mazda's Axela was second with 591 sales and 4.7 per cent market share, followed by Suzuki Swift on 512 units and a 4.1 per cent market share for the month. In May 2015 the Swift was the top-selling model.

Rotorua came up trumps this month, with an increase of 51.1 per cent on last year's registrations – 133 units up from 88 last year. Thames followed closely behind with an increase of 42.6 per cent from 68 in May last year to 97 last month.

Stacey Fraser from Motorsports Limited in Rotorua says that sales have been steady for the last year.

"The economy seems to have picked up quite a bit and the whole of Rotorua is busy. People are working harder and smarter too – everyone is fighting for their piece of the pie."

Fraser believes that the secret behind Rotorua's success has a



**"A few years were rough down here but we probably have the right amount of dealers for the town size now." – Stacey Fraser, Motorsports Ltd, Rotorua**

lot to do with the camaraderie between dealers in the region.

"A few years were rough down here but we probably have the right amount of dealers for the town size now. Each of us enjoy our own niche within the industry. We are managing to stay out of each other's hair. If someone wants a van, they will go down to Peter at Clark's Cars; if they want a late-model Mazda, they'll come to me. We've all found a market that we can survive in."

Networking is incredibly important to Fraser and he appreciates the relationship he

enjoys with fellow dealers. "Most of us, along the strip that we're on, have been here for 10 or 15 years and all get on pretty well. We're happy to go to the pub and shout each other a beer and quite often we'll pass on a few deals too." With 80 per cent of his clients based outside Rotorua, Peter Clark from Clark's Cars says the property boom is influencing the whole country. He has noticed a lot of interest from commercial clients, such as builders and tradespeople, which he believes could be related to more people renovating their homes.

Fraser says that locals could be borrowing money against their mortgage to upgrade their cars or refurbish their homes.

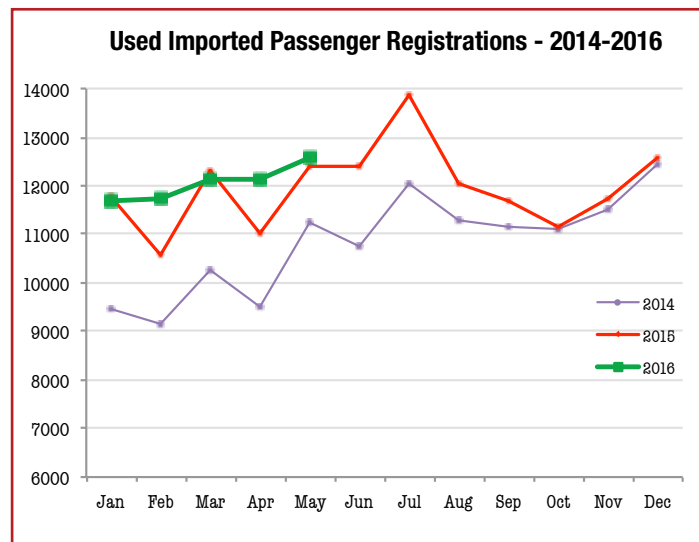
"They pay the builder to build a new ensuite, that builder buys a new van from a dealer and every bit of the money that gets spent, ends up getting spent elsewhere."

Justin Patterson from Cars and More in Rotorua enjoyed a bumper month in May, but he attributes the secret behind the company's success to good, old-fashioned customer service.

With a recent restructure of the sales yard, Patterson says there has been a good deal of foot traffic and a lot of positive energy. "Quite a few of our sales came along thanks to a new salesperson calling on existing customers and being proactive by hunting for new business deals."

Although he is happy with the figures for the last month, Patterson admits that it isn't always smooth sailing and salespeople need to have more than good patter to make it in the industry.

"You can't do the hard-sell these days – people can see through you straight away. It's about having a good product and being genuine, honest and trustworthy." ☺



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# Seasonal changes affect numbers

There was a drop in used imported passenger vehicles in May 2016.

However, the April 2016 figure has been considerably revised by New Zealand Customs. Initially it was reported that a total of 18,133 vehicles came across the border – this was a record-breaking number and Autofile contacted Customs directly to query it.

After initially confirming the figure, Customs later amended it to 16,690.

They released this statement: "In April 2016, Customs' system recorded 18,133 used car imports under the tariff heading 87.03. Of

these, 1,157 vehicles (and spares) were recorded as carnet imports – 646 from Australia and 511 from Japan. Customs has checked these carnet imports, which have now been amended by the broker. There were 10 carnet vehicle imports in total, five from Australia and five from Japan, and the provisional figure has now been updated to 16,960 used car imports. This is still subject to change.

"Please also note the caveat of the report: the data is extracted based on date of entry clearance. This means a number of vehicles that have been cleared during reference period may not enter the country

until the following month or later. As such, about 3,300 used cars have been cleared in April, while actual import date is May and June.

Meanwhile, the May 2016 figure of 12,618 is down 3,324 from the previous month, even with that revised figure for April.

Imports from Japan dropped significantly to 11,898 – compared to 16,283 in April 2016. The figure from Australia was 396, a difference of only two, while imports from the USA actually increased to 103 in May 2016, compared to 66 one month earlier.

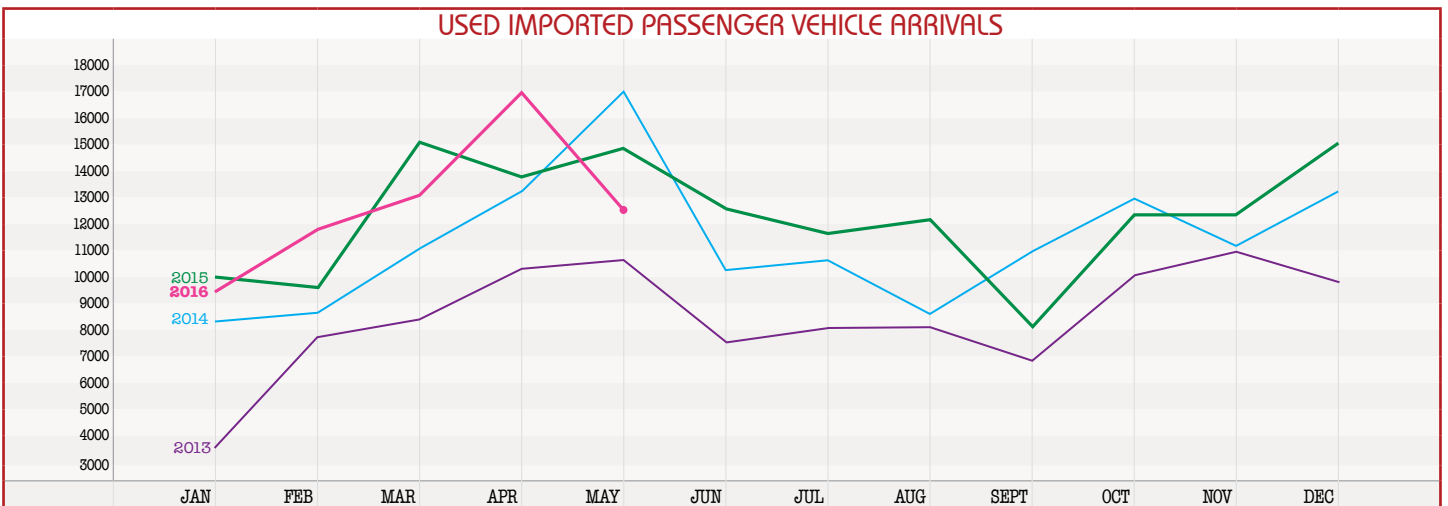
The number from Great Britain also increased – up to 73 from 65

the previous month, with Singapore imports sitting at 99 – down on the April 2016 figure of 121.

Chris Nichols is managing director of Metro Christchurch.

"We import everything from Japan and don't buy much locally but the market over there is very light on stock and high on prices at the moment, so if you combine that with the weakened dollar since late last year it's pretty tough buying.

"Also, the market in Japan is very seasonal so there are times of the year when it's quite cheap, then over-priced – this obviously affects what we have to pay for cars," says Nichols. ☺



## Used Imported Passenger Vehicles By Country Of Export

| COUNTRY OF EXPORT | 2016         |               |               |               |               |                  |               | 2015          |               |               |               |                |               | 2014           |               |
|-------------------|--------------|---------------|---------------|---------------|---------------|------------------|---------------|---------------|---------------|---------------|---------------|----------------|---------------|----------------|---------------|
|                   | JAN '16      | FEB '16       | MAR '16       | APR '16       | MAY '16       | MAY MARKET SHARE | 2016 TOTAL    | Q1            | Q2            | Q3            | Q4            | 2015 TOTAL     | MRKT SHARE    | 2014 TOTAL     | MRKT SHARE    |
| Australia         | 316          | 445           | 473           | 398           | 396           | 2.3%             | 2,028         | 1,079         | 1,232         | 1,258         | 1,324         | 4,893          | 3.2%          | 3,167          | 2.3%          |
| Great Britain     | 65           | 39            | 62            | 65            | 73            | 0.4%             | 304           | 283           | 252           | 194           | 210           | 939            | 0.6%          | 1,885          | 1.4%          |
| Japan             | 9,181        | 11,266        | 12,275        | 16,283        | 11,898        | 96.0%            | 60,903        | 33,293        | 41,594        | 30,804        | 37,434        | 143,125        | 94.9%         | 130,770        | 95.0%         |
| Singapore         | 76           | 46            | 79            | 121           | 99            | 0.7%             | 421           | 77            | 160           | 182           | 192           | 611            | 0.4%          | 252            | 0.2%          |
| USA               | 89           | 79            | 83            | 66            | 103           | 0.4%             | 420           | 259           | 246           | 258           | 278           | 1,041          | 0.7%          | 1,278          | 0.9%          |
| Other countries   | 21           | 12            | 28            | 27            | 49            | 0.2%             | 137           | 75            | 66            | 50            | 62            | 253            | 0.2%          | 286            | 0.2%          |
| <b>Total</b>      | <b>9,748</b> | <b>11,887</b> | <b>13,000</b> | <b>16,960</b> | <b>12,618</b> | <b>100.0%</b>    | <b>64,213</b> | <b>35,066</b> | <b>43,550</b> | <b>32,746</b> | <b>39,500</b> | <b>150,862</b> | <b>100.0%</b> | <b>137,638</b> | <b>100.0%</b> |



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# Increases across the board

Dealer to public sales continue to be strong this year, with May 2016 figures revealing that only six of the 22 regions of New Zealand experienced a drop in year-on-year sales.

There was a total of 18,547 dealer to public sales, compared to 17,269 in May 2015 – an increase of 7.4 per cent.

Public to public sales also had a slight increase compared to a year ago. The May 2016 figure was 43,643, up 5.6 per cent on the 41,343 number of the same month last year.

Trade-ins hit 15,021 in May 2016, a 7.3 per cent jump on May 2015.

In the regions, Auckland had increased numbers across the board. Dealer to public sales were 6,316, which is a 10.7 per cent jump on the corresponding time last year.

Wellington also saw an increase of 6.1 per cent, while Hamilton experienced an increase to 1,575 dealer to public sales, compared to 1,472 in May 2015, a jump of 7 per cent.

Regionally the biggest jump in trade-in numbers came in Whangarei and Thames, where both experienced a 40.6 per cent increase compared to May 2015. Of the bigger centres, Christchurch had an impressive

year-on-year growth of 19.2 per cent, with 2,187 trade-ins.

Ross Thurston is dealer principal of Nissan Kia in Palmerston North.

“Our cheaper trades are going OK. We are part of the Robertson Motor Group and have also opened another yard which used to be the Holden corner. We’ve done a second-hand commercial style yard, with vans, utes and SUVs – but also incorporated our trade-in sector on that yard, Trade M Autos.

“Selective second hand vehicles such as vans and ex-Japan and a few Kiwi ones have been plodding along, so used wise we have probably been a bit flatter than

we have been in the past, but still quite a lot of interest. In the next few months, I think we will be stronger there,” says Thurston.

“Palmerston North tends to be all go or quiet as a mouse, but it gets quite cold and wet this time of year and slows a little.

“But second hand SUV stock is selling, Kia in particular and the Sportage. We’ve done quite a few in the last month or so. Utilities like Navara, in the price range of \$25,000-\$35,000, is a good area. I’ve had the odd second hand Ranger but they’ve been hard to sell. They should be well-priced, but people are just buying a new one.” ☺

## SECONDHAND CAR SALES - May 2016

|                  | DEALER-TO-PUBLIC |               |            |               | PUBLIC-TO-PUBLIC |               |            |  | PUBLIC-TO-DEALER |               |            |  |
|------------------|------------------|---------------|------------|---------------|------------------|---------------|------------|--|------------------|---------------|------------|--|
|                  | MAY '16          | MAY '15       | +/- %      | MARKET SHARE  | MAY '16          | MAY '15       | +/- %      |  | MAY '16          | MAY '15       | +/- %      |  |
| Whangarei        | 630              | 553           | 13.9       | 3.4           | 1,951            | 1,866         | 4.6        |  | 291              | 207           | 40.6       |  |
| Auckland         | 6,316            | 5,703         | 10.7       | 34.1          | 15,124           | 14,279        | 5.9        |  | 5,668            | 5,033         | 12.6       |  |
| Hamilton         | 1,575            | 1,472         | 7.0        | 8.5           | 3,422            | 3,136         | 9.1        |  | 1,503            | 1,254         | 19.9       |  |
| Thames           | 240              | 184           | 30.4       | 1.3           | 587              | 468           | 25.4       |  | 90               | 64            | 40.6       |  |
| Tauranga         | 1,067            | 944           | 13.0       | 5.8           | 2,297            | 2,058         | 11.6       |  | 668              | 569           | 17.4       |  |
| Rotorua          | 348              | 288           | 20.8       | 1.9           | 907              | 734           | 23.6       |  | 104              | 119           | -12.6      |  |
| Gisborne         | 149              | 191           | -22.0      | 0.8           | 385              | 349           | 10.3       |  | 90               | 117           | -23.1      |  |
| Napier           | 652              | 579           | 12.6       | 3.5           | 1,529            | 1,476         | 3.6        |  | 521              | 431           | 20.9       |  |
| New Plymouth     | 383              | 454           | -15.6      | 2.1           | 939              | 1,028         | -8.7       |  | 239              | 258           | -7.4       |  |
| Wanganui         | 211              | 199           | 6.0        | 1.1           | 533              | 463           | 15.1       |  | 113              | 126           | -10.3      |  |
| Palmerston North | 793              | 813           | -2.5       | 4.3           | 1,703            | 1,590         | 7.1        |  | 885              | 1,352         | -34.5      |  |
| Masterton        | 198              | 161           | 23.0       | 1.1           | 474              | 359           | 32.0       |  | 100              | 74            | 35.1       |  |
| Wellington       | 1,645            | 1,550         | 6.1        | 8.9           | 2,950            | 2,805         | 5.2        |  | 1,233            | 1,213         | 1.6        |  |
| Nelson           | 330              | 307           | 7.5        | 1.8           | 1,003            | 954           | 5.1        |  | 211              | 245           | -13.9      |  |
| Blenheim         | 180              | 177           | 1.7        | 1.0           | 430              | 419           | 2.6        |  | 125              | 130           | -3.8       |  |
| Greymouth        | 62               | 79            | -21.5      | 0.3           | 209              | 200           | 4.5        |  | 37               | 49            | -24.5      |  |
| Westport         | 20               | 19            | 5.3        | 0.1           | 82               | 98            | -16.3      |  | 0                | 0             | 0.0        |  |
| Christchurch     | 2,365            | 2,321         | 1.9        | 12.8          | 5,416            | 5,416         | 0.0        |  | 2,187            | 1,835         | 19.2       |  |
| Timaru           | 232              | 221           | 5.0        | 1.3           | 497              | 570           | -12.8      |  | 134              | 160           | -16.3      |  |
| Oamaru           | 60               | 71            | -15.5      | 0.3           | 166              | 207           | -19.8      |  | 22               | 25            | -12.0      |  |
| Dunedin          | 669              | 625           | 7.0        | 3.6           | 1,984            | 1,901         | 4.4        |  | 492              | 429           | 14.7       |  |
| Invercargill     | 422              | 358           | 17.9       | 2.3           | 1,055            | 967           | 9.1        |  | 308              | 314           | -1.9       |  |
| <b>NZ total</b>  | <b>18,547</b>    | <b>17,269</b> | <b>7.4</b> | <b>100.00</b> | <b>43,643</b>    | <b>41,343</b> | <b>5.6</b> |  | <b>15,021</b>    | <b>14,004</b> | <b>7.3</b> |  |

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New Passenger Vehicle Sales by Make - May 2016

| MAKE          | MAY'16       | MAY'15       | +/- %      | MAY'16 MKT SHARE | 2016 YEAR TO DATE | 2016 MKT SHARE |
|---------------|--------------|--------------|------------|------------------|-------------------|----------------|
| Toyota        | 965          | 958          | 0.7        | 12.9%            | 5,401             | 14.0%          |
| Ford          | 697          | 457          | 52.5       | 9.3%             | 3,251             | 8.4%           |
| Holden        | 677          | 778          | -13.0      | 9.0%             | 3,483             | 9.0%           |
| Mazda         | 671          | 695          | -3.5       | 8.9%             | 3,735             | 9.7%           |
| Hyundai       | 628          | 645          | -2.6       | 8.4%             | 2,930             | 7.6%           |
| Mitsubishi    | 474          | 428          | 10.7       | 6.3%             | 2,273             | 5.9%           |
| Suzuki        | 427          | 325          | 31.4       | 5.7%             | 2,165             | 5.6%           |
| Kia           | 400          | 221          | 81.0       | 5.3%             | 1,932             | 5.0%           |
| Nissan        | 394          | 328          | 20.1       | 5.3%             | 2,195             | 5.7%           |
| Volkswagen    | 301          | 309          | -2.6       | 4.0%             | 1,521             | 3.9%           |
| Honda         | 268          | 261          | 2.7        | 3.6%             | 1,451             | 3.8%           |
| Subaru        | 234          | 174          | 34.5       | 3.1%             | 1,133             | 2.9%           |
| Mercedes-Benz | 202          | 159          | 27.0       | 2.7%             | 987               | 2.6%           |
| Audi          | 159          | 174          | -8.6       | 2.1%             | 752               | 1.9%           |
| SsangYong     | 114          | 108          | 5.6        | 1.5%             | 495               | 1.3%           |
| BMW           | 113          | 134          | -15.7      | 1.5%             | 841               | 2.2%           |
| Skoda         | 112          | 101          | 10.9       | 1.5%             | 549               | 1.4%           |
| Land Rover    | 101          | 80           | 26.3       | 1.3%             | 531               | 1.4%           |
| Jeep          | 94           | 77           | 22.1       | 1.3%             | 465               | 1.2%           |
| Peugeot       | 63           | 64           | -1.6       | 0.8%             | 316               | 0.8%           |
| Volvo         | 58           | 29           | 100.0      | 0.8%             | 253               | 0.7%           |
| Lexus         | 55           | 48           | 14.6       | 0.7%             | 276               | 0.7%           |
| Citroen       | 45           | 21           | 114.3      | 0.6%             | 102               | 0.3%           |
| Porsche       | 34           | 45           | -24.4      | 0.5%             | 221               | 0.6%           |
| Mini          | 31           | 49           | -36.7      | 0.4%             | 241               | 0.6%           |
| Dodge         | 26           | 35           | -25.7      | 0.3%             | 171               | 0.4%           |
| Alfa Romeo    | 17           | 3            | 466.7      | 0.2%             | 78                | 0.2%           |
| Chery         | 17           | 11           | 54.5       | 0.2%             | 92                | 0.2%           |
| Isuzu         | 16           | 16           | 0.0        | 0.2%             | 112               | 0.3%           |
| Jaguar        | 16           | 7            | 128.6      | 0.2%             | 135               | 0.3%           |
| Can-Am        | 15           | 3            | 400.0      | 0.2%             | 31                | 0.1%           |
| Fiat          | 15           | 47           | -68.1      | 0.2%             | 195               | 0.5%           |
| LDV           | 9            | 0            | 900.0      | 0.1%             | 25                | 0.1%           |
| Renault       | 8            | 18           | -55.6      | 0.1%             | 43                | 0.1%           |
| Maserati      | 7            | 4            | 75.0       | 0.1%             | 37                | 0.1%           |
| Others        | 39           | 31           | 25.8       | 0.5%             | 155               | 0.4%           |
| <b>Total</b>  | <b>7,502</b> | <b>6,843</b> | <b>9.6</b> | <b>100.0%</b>    | <b>38,573</b>     | <b>100.0%</b>  |

New Passenger Vehicle Sales by Model - May 2016

| MAKE         | MODEL        | MAY'16       | MAY'15       | +/- %      | MAY'16 MKT SHARE | 2016 YEAR TO DATE | 2016 MKT SHARE |
|--------------|--------------|--------------|--------------|------------|------------------|-------------------|----------------|
| Toyota       | Corolla      | 323          | 310          | 4.2        | 4.3%             | 1,770             | 4.6%           |
| Toyota       | RAV4         | 249          | 188          | 32.4       | 3.3%             | 1,241             | 3.2%           |
| Mazda        | CX-5         | 246          | 242          | 1.7        | 3.3%             | 1,191             | 3.1%           |
| Kia          | Sportage     | 232          | 70           | 231.4      | 3.1%             | 1,054             | 2.7%           |
| Hyundai      | Tucson       | 216          | 0            | 21600.0    | 2.9%             | 899               | 2.3%           |
| Holden       | Commodore    | 198          | 225          | -12.0      | 2.6%             | 1,041             | 2.7%           |
| Suzuki       | Swift        | 188          | 190          | -1.1       | 2.5%             | 1,048             | 2.7%           |
| Holden       | Captiva      | 187          | 229          | -18.3      | 2.5%             | 636               | 1.6%           |
| Suzuki       | Vitara       | 164          | 0            | 16400.0    | 2.2%             | 664               | 1.7%           |
| Hyundai      | Santa Fe     | 151          | 206          | -26.7      | 2.0%             | 854               | 2.2%           |
| Nissan       | Qashqai      | 141          | 125          | 12.8       | 1.9%             | 778               | 2.0%           |
| Mazda        | Mazda3       | 137          | 144          | -4.9       | 1.8%             | 927               | 2.4%           |
| Mitsubishi   | Outlander    | 135          | 142          | -4.9       | 1.8%             | 607               | 1.6%           |
| Nissan       | X-Trail      | 133          | 90           | 47.8       | 1.8%             | 731               | 1.9%           |
| Ford         | Mustang      | 129          | 0            | 129.0      | 1.7%             | 513               | 1.3%           |
| Mazda        | Mazda2       | 125          | 111          | 12.6       | 1.7%             | 615               | 1.6%           |
| Subaru       | Outback      | 117          | 75           | 56.0       | 1.6%             | 593               | 1.5%           |
| Ford         | Focus        | 115          | 66           | 74.2       | 1.5%             | 601               | 1.6%           |
| Honda        | HR-V         | 114          | 0            | 11400.0    | 1.5%             | 504               | 1.3%           |
| Toyota       | Yaris        | 112          | 126          | -11.1      | 1.5%             | 704               | 1.8%           |
| Mazda        | CX-3         | 109          | 115          | -5.2       | 1.5%             | 644               | 1.7%           |
| Ford         | Mondeo       | 107          | 71           | 50.7       | 1.4%             | 523               | 1.4%           |
| Toyota       | Highlander   | 105          | 101          | 4.0        | 1.4%             | 667               | 1.7%           |
| Honda        | Jazz         | 104          | 142          | -26.8      | 1.4%             | 649               | 1.7%           |
| Volkswagen   | Golf         | 103          | 105          | -1.9       | 1.4%             | 518               | 1.3%           |
| Mitsubishi   | Mirage       | 102          | 28           | 264.3      | 1.4%             | 435               | 1.1%           |
| Mitsubishi   | ASX          | 101          | 182          | -44.5      | 1.3%             | 520               | 1.3%           |
| Ford         | Kuga         | 94           | 100          | -6.0       | 1.3%             | 494               | 1.3%           |
| Hyundai      | i20          | 90           | 45           | 100.0      | 1.2%             | 366               | 0.9%           |
| Ford         | Territory    | 81           | 100          | -19.0      | 1.1%             | 359               | 0.9%           |
| Ford         | Everest      | 76           | 0            | 7600.0     | 1.0%             | 236               | 0.6%           |
| Mitsubishi   | Lancer       | 70           | 51           | 37.3       | 0.9%             | 489               | 1.3%           |
| Nissan       | Pulsar       | 69           | 50           | 38.0       | 0.9%             | 371               | 1.0%           |
| Mitsubishi   | Pajero Sport | 65           | 0            | 6500.0     | 0.9%             | 197               | 0.5%           |
| Hyundai      | i30          | 64           | 106          | -39.6      | 0.9%             | 329               | 0.9%           |
| Others       |              | 2,750        | 3,108        | -11.5      | 36.7%            | 14,805            | 38.4%          |
| <b>Total</b> |              | <b>7,502</b> | <b>6,843</b> | <b>9.6</b> | <b>100.0%</b>    | <b>38,573</b>     | <b>100.0%</b>  |

# SUVs and Toyota dominate sales

**T**oyota Corolla has returned to the top of the new passenger vehicles segment, for the first time since January 2016.

Selling 323 units in May 2016, the Corolla has increased 4.2 per cent compared to the same month last year. Its 2016 market share currently sits at 4.6 per cent.

The RAV4 completes a Toyota-dominated top two placings, with 249 registrations in May. This is an increase of 32.4 per cent on the May 2015 figure.

Mazda's CX-5 sold 246 units, up 1.7 per cent on May 2015, while the Kia Sportage had dropped from first to fourth. It sold 232 units, compared to 70 the same time last year. The Hyundai Tucson rounds out the top five with 216 units.

Toyota is the number-one make, selling 965 units compared to 958 the same month last year, with a dominant 2016 market share of 14 per cent.

Ford is continuing to show strong numbers, sitting

in second place on 697 registrations. This is up 52.5 per cent on the May 2015 number of 457. Holden is third with 677 sales – down 13 per cent on the same time last year, 778.

Mazda is just behind in fourth with 671 registrations – another drop, this time 3.5 per cent compared to May 2015. Hyundai complete the top five with 628 registrations.

David Baines is general sales

manager of North Shore Toyota, Auckland.

“Currently, 2-litre RAV4 stock is really hard to get because it is selling so unbelievably well worldwide. Corolla is always number one generally – it sells well everywhere and has such a good reputation and is a reliable car. Also, the new Corolla was revamped last year and they also facelifted the RAV4 in November and the CVT transmission is just

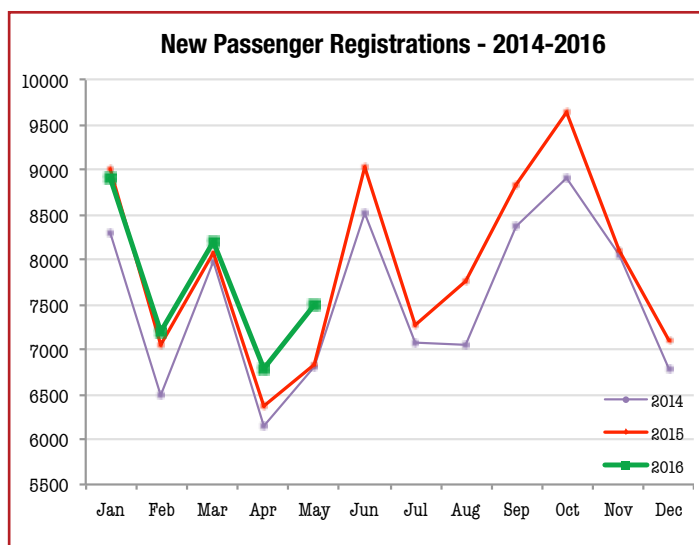
so much more responsive.

“We have also caught up with other manufacturers in terms of standard features. The RAV4 has become extremely popular because the GXL now has features like blind-spot monitoring, lane departure, pre-crash safety radar cruise and a lot of features that you would expect in a luxury car.

“But basically the RAV4 is just a great vehicle. We were selling a lot of diesel RAVs at one point, but the 2-litre RAV4 is so economic to drive, it's almost as cheap to run as a diesel, with less costs for the customer after warranty.”

One segment is just going from strength to strength.

“We are a very big SUV dealer so we sell a lot of RAV4, Highlander and Land Cruiser Prado and we're also retailing a lot of Land Cruiser 200. It's a big vehicle that generally sold better in the South Island and they're not that convenient for Auckland, in terms of parking especially. But we're selling two or three a month, every month.” ☺



| NEW VEHICLE SALES BY BUYER TYPE - May 2016 |               |               |              |               |               |             |
|--|---------------|---------------|--------------|---------------|---------------|-------------|
|  | MAY '16       | MAY '15       | MTH%         | 2016 YTD      | 2015 YTD      | % YTD       |
| <b>Passenger</b>                           | <b>3,524</b>  | <b>3,406</b>  | <b>3.5</b>   | <b>19,119</b> | <b>20,132</b> | <b>-5.0</b> |
| Private                                    | 1,586         | 1,393         | 13.9         | 8,077         | 8,158         | -1.0        |
| Business                                   | 1,531         | 1,658         | -7.7         | 8,374         | 9,179         | -8.8        |
| Gov't                                      | 243           | 216           | 12.5         | 1,031         | 981           | 5.1         |
| Rental                                     | 164           | 139           | 18.0         | 1,637         | 1,814         | -9.8        |
| <b>SUV</b>                                 | <b>3,930</b>  | <b>3,406</b>  | <b>15.4</b>  | <b>19,226</b> | <b>16,953</b> | <b>13.4</b> |
| Private                                    | 1,776         | 1,356         | 31.0         | 8,623         | 6,822         | 26.4        |
| Business                                   | 1,704         | 1,538         | 10.8         | 8,941         | 8,271         | 8.1         |
| Gov't                                      | 69            | 61            | 13.1         | 333           | 311           | 7.1         |
| Rental                                     | 381           | 451           | -15.5        | 1,329         | 1,549         | -14.2       |
| <b>Light Commercial</b>                    | <b>3,223</b>  | <b>2,767</b>  | <b>16.5</b>  | <b>14,778</b> | <b>13,264</b> | <b>11.4</b> |
| Private                                    | 795           | 737           | 7.9          | 3,749         | 3,377         | 11.0        |
| Business                                   | 2,263         | 1,863         | 21.5         | 10,129        | 9,047         | 12.0        |
| Gov't                                      | 91            | 90            | 1.1          | 480           | 480           | 0.0         |
| Rental                                     | 74            | 77            | -3.9         | 420           | 360           | 16.7        |
| <b>Sub Total</b>                           | <b>10,677</b> | <b>9,579</b>  | <b>11.5</b>  | <b>53,123</b> | <b>50,349</b> | <b>5.5</b>  |
| Private                                    | 4,157         | 3,486         | 19.2         | 20,449        | 18,357        | 11.4        |
| Business                                   | 5,498         | 5,059         | 8.7          | 27,444        | 26,497        | 3.6         |
| Gov't                                      | 403           | 367           | 9.8          | 1,844         | 1,772         | 4.1         |
| Rental                                     | 619           | 667           | -7.2         | 3,386         | 3,723         | -9.1        |
| <b>Heavy Commercial</b>                    | <b>416</b>    | <b>395</b>    | <b>5.3</b>   | <b>1,842</b>  | <b>1,875</b>  | <b>-1.8</b> |
| <b>Other</b>                               | <b>87</b>     | <b>42</b>     | <b>107.1</b> | <b>409</b>    | <b>313</b>    | <b>30.7</b> |
| <b>Total</b>                               | <b>11,180</b> | <b>10,016</b> | <b>11.6</b>  | <b>55,374</b> | <b>52,537</b> | <b>5.4</b>  |

| NEW VEHICLE MARKET SEGMENTATION - May 2016 |               |               |             |               |               |            |
|--|---------------|---------------|-------------|---------------|---------------|------------|
|  | MAY '16       | MAY '15       | MTH% DIFF   | 2016 YTD      | 2015 YTD      | % YTD      |
| Passenger                                  | 3,524         | 3,406         | 3.5         | 19,119        | 20,132        | -5.0       |
| SUV  | 3,930         | 3,406         | 15.4        | 19,226        | 16,953        | 13.4       |
| Light Commercial                           | 3,223         | 2,767         | 16.5        | 14,778        | 13,264        | 11.4       |
| Heavy Commercial                           | 416           | 395           | 5.3         | 1,842         | 1,875         | -1.8       |
| Other                                      | 87            | 42            | 107.1       | 409           | 313           | 30.7       |
| <b>TOTAL MARKET</b>                        | <b>11,180</b> | <b>10,016</b> | <b>11.6</b> | <b>55,374</b> | <b>52,537</b> | <b>5.4</b> |
| Micro                                      | 220           | 141           | 56.0        | 941           | 892           | 5.5        |
| Light                                      | 972           | 973           | -0.1        | 5,489         | 6,170         | -11.0      |
| Small                                      | 1,171         | 1,246         | -6.0        | 6,805         | 7,595         | -10.4      |
| Medium                                     | 552           | 584           | -5.5        | 2,813         | 2,848         | -1.2       |
| Large                                      | 331           | 354           | -6.5        | 1,749         | 1,839         | -4.9       |
| Upper Large                                | 16            | 14            | 14.3        | 121           | 115           | 5.2        |
| People Movers                              | 57            | 23            | 147.8       | 242           | 194           | 24.7       |
| Sports                                     | 205           | 71            | 188.7       | 959           | 479           | 100.2      |
| SUV Small                                  | 1,036         | 1,130         | -8.3        | 5,212         | 5,152         | 1.2        |
| SUV Medium                                 | 1,569         | 1,108         | 41.6        | 7,495         | 6,308         | 18.8       |
| SUV Large                                  | 1,288         | 1,142         | 12.8        | 6,280         | 5,307         | 18.3       |
| SUV Upper Large                            | 37            | 26            | 42.3        | 239           | 186           | 28.5       |
| Light Buses                                | 43            | 41            | 4.9         | 261           | 280           | -6.8       |
| Vans                                       | 461           | 402           | 14.7        | 2,199         | 2,124         | 3.5        |
| Pick Up/Chassis Cab 4x2                    | 1,138         | 827           | 37.6        | 5,209         | 4,127         | 26.2       |
| Pick Up/Chassis Cab 4x4                    | 1,581         | 1,497         | 5.6         | 7,109         | 6,733         | 5.6        |
| Heavy Commercial                           | 416           | 395           | 5.3         | 1,842         | 1,875         | -1.8       |
| Other                                      | 87            | 42            | 107.1       | 409           | 313           | 30.7       |
| <b>TOTAL MARKET</b>                        | <b>11,180</b> | <b>10,016</b> | <b>11.6</b> | <b>55,374</b> | <b>52,537</b> | <b>5.4</b> |

# Fieldays boost as BT-50s make move

The top two brands in the new commercial sales market have switched again, with Ford back on top for May 2016.

Ford had 814 registrations last month, compared to 568 in May 2015 – this is an increase of 43.3 per cent and gives Ford a 22.1 per cent market share for the month. Toyota is in second place, with 788 new commercial sales in May 2016 – but this is still an increase of 22 per cent compared to the same month last year when 646 units were registered. Toyota's market share for last month was 21.4 per cent.

Holden has edged its way back

into the top three for the first time since January, with 411 units – a jump of 25.7 per cent on its 327 sales in May last year. Holden's share in the new commercial market was 11.2 per cent for the month.

In terms of model, the Ford Ranger moved back to number one with a strong sales month of 755 registrations in May. That compares with 511 this time last year and is an increase of 47.7 per cent – delivering a market share of 20.5 per cent.

The Toyota Hilux is second on



Mt Maunganui, says the outlook is very good.

"Well supply has definitely improved. We were short of supply for a while and now have the right mix of double-cab autos, which are always the popular models.

"With Fieldays, people are

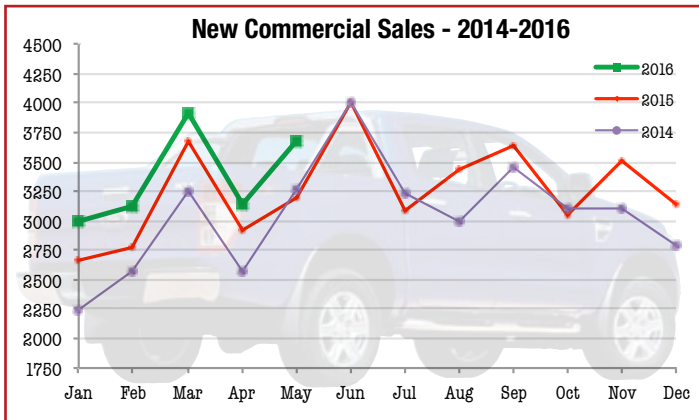
more aware of the ute specials being offered – and we've already had the Fieldays pricing available and been selling them based on that. It's been going very well. Even the order banks for July are strong, selling BT-50s, so it's very positive. The BT-50 is basically great value for money.

"But growth has been incredible and we're enjoying the ride. Our industry does have its ups and downs but it's continually growing. I think the manufacturers and dealers themselves are sort of expecting it to level out at some stage – but I know for the Bay of Plenty, in particular, it's strong growth in all other parts of the industry and we're enjoying it."

573 registrations, with 404 sales in May 2015 – a jump of 41.8 per cent. Holden's Colorado has moved back into the top three after a couple of months in fourth position – with 382 sales – up 22 per cent on the same month last year.

In terms of year-to-date sales, Toyota still leads that race but only just, with 20.9 per cent market share and 3,520 units followed closely by Ford on 3,507 sales for a 20.8 per cent share. These two marques are well ahead of the rest with Holden coming in third on 8.7 per cent.

A major mover last month was the Mazda BT-50, which sold 183 units, 72.6 per cent up on May 2015. John Cross, managing director of Ultimate Motor Group



## New Commercial Sales by Make - May 2016

| MAKE            | MAY'16       | MAY'15       | +/- %       | MAY'16 MKT SHARE | 2016 YEAR TO DATE | 2016 MKT SHARE |
|-----------------|--------------|--------------|-------------|------------------|-------------------|----------------|
| Ford            | 814          | 568          | 43.3        | 22.1%            | 3,507             | 20.8%          |
| Toyota          | 788          | 646          | 22.0        | 21.4%            | 3,520             | 20.9%          |
| Holden          | 411          | 327          | 25.7        | 11.2%            | 1,464             | 8.7%           |
| Isuzu           | 281          | 235          | 19.6        | 7.6%             | 1,303             | 7.7%           |
| Mitsubishi      | 246          | 192          | 28.1        | 6.7%             | 1,356             | 8.0%           |
| Nissan          | 194          | 385          | -49.6       | 5.3%             | 1,206             | 7.2%           |
| Mazda           | 183          | 106          | 72.6        | 5.0%             | 681               | 4.0%           |
| Volkswagen      | 104          | 120          | -13.3       | 2.8%             | 533               | 3.2%           |
| LDV             | 92           | 44           | 109.1       | 2.5%             | 348               | 2.1%           |
| Hyundai         | 77           | 35           | 120.0       | 2.1%             | 342               | 2.0%           |
| SsangYong       | 66           | 62           | 6.5         | 1.8%             | 388               | 2.3%           |
| Hino            | 51           | 69           | -26.1       | 1.4%             | 242               | 1.4%           |
| Mitsubishi Fuso | 49           | 57           | -14.0       | 1.3%             | 196               | 1.2%           |
| Mercedes-Benz   | 47           | 45           | 4.4         | 1.3%             | 234               | 1.4%           |
| Fiat            | 42           | 38           | 10.5        | 1.1%             | 238               | 1.4%           |
| DAF             | 29           | 17           | 70.6        | 0.8%             | 95                | 0.6%           |
| Foton           | 28           | 33           | -15.2       | 0.8%             | 241               | 1.4%           |
| MAN             | 24           | 20           | 20.0        | 0.7%             | 83                | 0.5%           |
| UD Trucks       | 24           | 20           | 20.0        | 0.7%             | 97                | 0.6%           |
| Iveco           | 21           | 12           | 75.0        | 0.6%             | 78                | 0.5%           |
| Others          | 107          | 160          | -33.1       | 2.9%             | 713               | 4.2%           |
| <b>Total</b>    | <b>3,678</b> | <b>3,191</b> | <b>15.3</b> | <b>100.0%</b>    | <b>16,865</b>     | <b>100.0%</b>  |

## New Commercial Sales by Model - May 2016

| MAKE            | MODEL        | MAY'16       | MAY'15       | +/- %       | MAY'16 MKT SHARE | 2016 YEAR TO DATE | 2016 MKT SHARE |
|-----------------|--------------|--------------|--------------|-------------|------------------|-------------------|----------------|
| Ford            | Ranger       | 755          | 511          | 47.7        | 20.5%            | 3,166             | 18.8%          |
| Toyota          | Hilux        | 573          | 404          | 41.8        | 15.6%            | 2,453             | 14.5%          |
| Holden          | Colorado     | 382          | 313          | 22.0        | 10.4%            | 1,369             | 8.1%           |
| Mitsubishi      | Triton       | 246          | 189          | 30.2        | 6.7%             | 1,354             | 8.0%           |
| Toyota          | Hiace        | 200          | 205          | -2.4        | 5.4%             | 999               | 5.9%           |
| Nissan          | Navara       | 194          | 385          | -49.6       | 5.3%             | 1,206             | 7.2%           |
| Isuzu           | D-Max        | 187          | 146          | 28.1        | 5.1%             | 868               | 5.1%           |
| Mazda           | BT-50        | 183          | 106          | 72.6        | 5.0%             | 681               | 4.0%           |
| Hyundai         | iLoad        | 74           | 33           | 124.2       | 2.0%             | 326               | 1.9%           |
| SsangYong       | Actyon Sport | 66           | 62           | 6.5         | 1.8%             | 388               | 2.3%           |
| Volkswagen      | Amarok       | 57           | 72           | -20.8       | 1.5%             | 296               | 1.8%           |
| Ldv             | V80          | 50           | 38           | 31.6        | 1.4%             | 201               | 1.2%           |
| Ford            | Transit      | 49           | 52           | -5.8        | 1.3%             | 300               | 1.8%           |
| Isuzu           | N Series     | 44           | 37           | 18.9        | 1.2%             | 217               | 1.3%           |
| Fiat            | Ducato       | 41           | 22           | 86.4        | 1.1%             | 228               | 1.4%           |
| Ldv             | G10          | 41           | 6            | 583.3       | 1.1%             | 146               | 0.9%           |
| Mercedes Benz   | Sprinter     | 35           | 35           | 0.0         | 1.0%             | 185               | 1.1%           |
| Isuzu           | F Series     | 33           | 34           | -2.9        | 0.9%             | 143               | 0.8%           |
| Hino            | 500          | 29           | 33           | -12.1       | 0.8%             | 128               | 0.8%           |
| Mitsubishi Fuso | Canter       | 26           | 29           | -10.3       | 0.7%             | 89                | 0.5%           |
| Others          |              | 413          | 479          | -13.8       | 11.2%            | 2,122             | 12.6%          |
| <b>Total</b>    |              | <b>3,678</b> | <b>3,191</b> | <b>15.3</b> | <b>100.0%</b>    | <b>16,865</b>     | <b>100.0%</b>  |



# Supply not meeting demand

There were 884 used commercial vehicles sold in New Zealand last month, which was a 19.1 per cent increase on the total of 742 for May last year.

Toyota lead the pack with 430 registrations and a market share of 48.6 per cent. This was a 19.1 per cent increase from 361 during the same month last year. Nissan followed with 176 registrations and Mazda were third with 65 units sold. With only 32 sales for the same month last year, this was an increase of 103.1 per cent.

The Toyota Hiace topped the commercial vehicle models table again, enjoying a 34.6 per cent increase from 243 in May 2015 to 327 last month for a market share of 37 per cent. Year-to-date there have been 1,473 Hiaces sold, equating to a market share of 36.5 per cent, ahead of the second placed Nissan Caravan on 8.7 per cent year-to-date with 352 units sold.

It's a case of lack of supply versus demand when it comes



to commercial vehicles in New Zealand, a problem that commercial used-car specialist Peter Clark from Clark's Cars in Rotorua comes across every day.

"Vans are the most expensive they have been for a long time. That's to do with last year when we lost 25 per cent on the New Zealand dollar. [The dollar] hasn't really recovered and there hasn't been a lot of New Zealand stock available to buy.

"All of the older vehicles have been absorbed into the fleet. There isn't even a lot of good quality older, second-hand ones available in the cheaper price ranges."

Clark says that although the supply is dwindling, it is a

matter of getting in quick and doing his best to find the right products at the right price.

"With 80 per cent of my business outside of Rotorua, it is obvious that this is a nationwide issue."

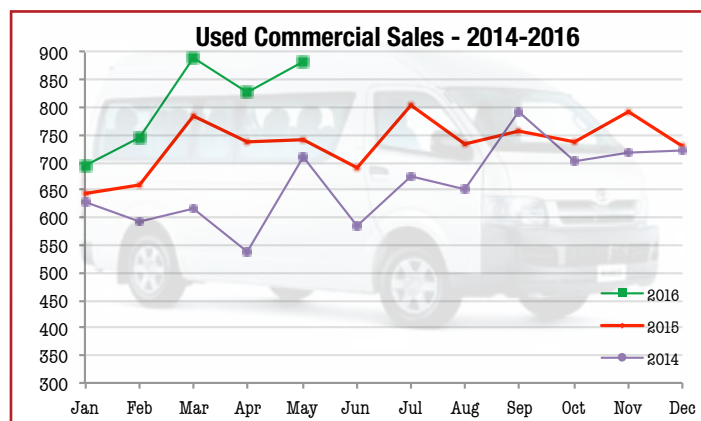
Leyland Stowe from Thames Autos is also concerned by the lack of stock. "Not a lot of that sort of stuff comes out of Japan used. Anything in this area, double-cab utes, diesel four wheel drives, or anything like that is good property... if you can get it."

Justin Patterson from Cars and

More in Rotorua says that he would sell more commercial vehicles if he could get hold of them. "If we can get good quality ones at the right price, we would, but they don't sit around for very long. They generally go out the door pretty quickly."

Overall sales of used commercial vehicles are heading towards another record year.

Between January and May this year there were 4,041 units registered compared to 3,589 for the same five months last year, an increase of 12.59 per cent over what was considered to be a bumper year in 2015. ☺



## Used Commercial Sales by Make - May 2016

| MAKE          | MAY'16     | MAY'15     | +/- %       | MAY'16 MKT SHARE | 2016 YEAR TO DATE | 2016 MKT SHARE |
|---------------|------------|------------|-------------|------------------|-------------------|----------------|
| Toyota        | 430        | 361        | 19.1        | 48.6%            | 1,944             | 48.1%          |
| Nissan        | 176        | 138        | 27.5        | 19.9%            | 879               | 21.8%          |
| Mazda         | 65         | 32         | 103.1       | 7.4%             | 260               | 6.4%           |
| Isuzu         | 50         | 27         | 85.2        | 5.7%             | 200               | 4.9%           |
| Mitsubishi    | 32         | 44         | -27.3       | 3.6%             | 151               | 3.7%           |
| Ford          | 29         | 30         | -3.3        | 3.3%             | 135               | 3.3%           |
| Hino          | 20         | 19         | 5.3         | 2.3%             | 82                | 2.0%           |
| Chevrolet     | 14         | 30         | -53.3       | 1.6%             | 73                | 1.8%           |
| Holden        | 13         | 21         | -38.1       | 1.5%             | 72                | 1.8%           |
| SsangYong     | 9          | 0          | 900.0       | 1.0%             | 13                | 0.3%           |
| Volkswagen    | 8          | 8          | 0.0         | 0.9%             | 36                | 0.9%           |
| Fiat          | 4          | 5          | -20.0       | 0.5%             | 31                | 0.8%           |
| Suzuki        | 4          | 3          | 33.3        | 0.5%             | 15                | 0.4%           |
| Cadillac      | 3          | 0          | 300.0       | 0.3%             | 3                 | 0.1%           |
| Dodge         | 3          | 3          | 0.0         | 0.3%             | 22                | 0.5%           |
| GMC           | 3          | 4          | -25.0       | 0.3%             | 14                | 0.3%           |
| DAF           | 2          | 0          | 200.0       | 0.2%             | 5                 | 0.1%           |
| Factory Built | 2          | 0          | 200.0       | 0.2%             | 7                 | 0.2%           |
| Kenworth      | 2          | 2          | 0.0         | 0.2%             | 10                | 0.2%           |
| Renault       | 2          | 2          | 0.0         | 0.2%             | 6                 | 0.1%           |
| Others        | 13         | 13         | 0.0         | 1.5%             | 83                | 2.1%           |
| <b>Total</b>  | <b>884</b> | <b>742</b> | <b>19.1</b> | <b>100.0%</b>    | <b>4,041</b>      | <b>100.0%</b>  |

## Used Commercial Sales by Model - May 2016

| MAKE         | MODEL   | MAY'16     | MAY'15     | +/- %       | MAY'16 MKT SHARE | 2016 YEAR TO DATE | 2016 MKT SHARE |
|--------------|---------|------------|------------|-------------|------------------|-------------------|----------------|
| Toyota       | Hiace   | 327        | 243        | 34.6        | 37.0%            | 1,473             | 36.5%          |
| Nissan       | Caravan | 70         | 62         | 12.9        | 7.9%             | 352               | 8.7%           |
| Mazda        | Bongo   | 47         | 23         | 104.3       | 5.3%             | 195               | 4.8%           |
| Toyota       | Dyna    | 37         | 40         | -7.5        | 4.2%             | 150               | 3.7%           |
| Nissan       | Vanette | 35         | 25         | 40.0        | 4.0%             | 168               | 4.2%           |
| Isuzu        | Elf     | 32         | 14         | 128.6       | 3.6%             | 125               | 3.1%           |
| Nissan       | NV200   | 21         | 11         | 90.9        | 2.4%             | 139               | 3.4%           |
| Toyota       | Regius  | 20         | 38         | -47.4       | 2.3%             | 125               | 3.1%           |
| Nissan       | Atlas   | 18         | 12         | 50.0        | 2.0%             | 86                | 2.1%           |
| Toyota       | Toyocae | 18         | 15         | 20.0        | 2.0%             | 78                | 1.9%           |
| Isuzu        | Forward | 14         | 10         | 40.0        | 1.6%             | 46                | 1.1%           |
| Toyota       | Hilux   | 13         | 17         | -23.5       | 1.5%             | 63                | 1.6%           |
| Toyota       | Delica  | 12         | 6          | 100.0       | 1.4%             | 34                | 0.8%           |
| Hino         | Dutro   | 12         | 8          | 50.0        | 1.4%             | 44                | 1.1%           |
| Nissan       | Navara  | 12         | 14         | -14.3       | 1.4%             | 59                | 1.5%           |
| Mazda        | Titan   | 12         | 4          | 200.0       | 1.4%             | 40                | 1.0%           |
| Mitsubishi   | Canter  | 11         | 33         | -66.7       | 1.2%             | 54                | 1.3%           |
| Nissan       | NV350   | 11         | 0          | 1100.0      | 1.2%             | 23                | 0.6%           |
| SsangYong    | Actyon  | 9          | 0          | 900.0       | 1.0%             | 13                | 0.3%           |
| Ford         | Ranger  | 9          | 10         | -10.0       | 1.0%             | 47                | 1.2%           |
| Others       |         | 144        | 157        | -8.3        | 16.3%            | 727               | 18.0%          |
| <b>Total</b> |         | <b>884</b> | <b>742</b> | <b>19.1</b> | <b>100.0%</b>    | <b>4,041</b>      | <b>100.0%</b>  |

# Variety of brands going well

Dealer stock numbers of new cars in New Zealand have fallen for the first time this year, in comparison to the previous month.

The statistics for last month show 8,527 new passenger vehicles entered New Zealand and 7,502 units were registered.

The import figure was 3.5 per cent down from the 8,840 units that came in April and down 9.2 per cent comparing May 2015 to last month.

Registration figures of 7,502 were positive when measured against April 2016 and May 2015, by 10.5 per cent and 9.6 per cent respectively.

The increase in imports over registrations resulted in new car stock rising by 1,025 units, taking the overall stock of unregistered new passenger vehicles to 57,874. Average daily sales, calculated on the previous 12 month's activity,

continue to increase and now sit at 264 units per day.

There are currently 219 days of stock at hand available.

Blair Woolford is prestige divisional manager at Farmer Auto Village in Tauranga.

"Our market share across the three brands, Audi, Skoda and Volkswagen, is actually down compared to last year, so it doesn't sound that good in terms of what the market is doing and is a bit of a concern. But overall things are pretty buoyant and we're actually selling lots of different models and styles, which I think is a real positive.

"We're not just selling one type of car. I know with Audi that we go from \$40,000 A1 to the \$200,000 RS 6. I would probably say the same with Volkswagen as well –



Skoda Fabia

A classic case with Skoda is that we've ordered lots of the Fabias, which are selling really well, in lots of unique colours – which is a bit of a different selling point to some of the other

dealers. It's working well for us. lots of different styles of vehicles, with vans and \$100,000 Touaregs, with \$25,000 Polos, so there's a real variety there," says Woolford.

"In terms of stock, it's like anything – the stuff that's desirable can be hard to get. I know that Audi in particular have really good stock levels at the moment. Skoda has been pretty good, provided you order your own stock right. And Volkswagen is actually strong as well, so the stock levels are consistently there.

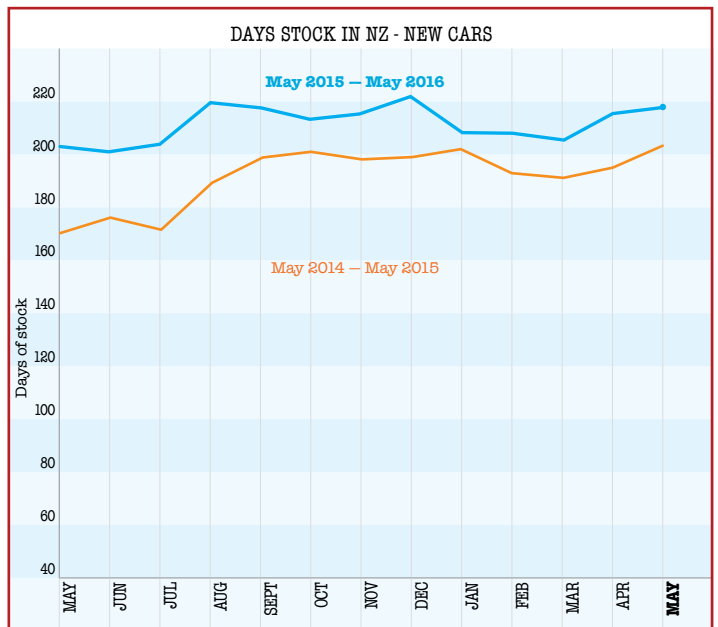
"You can definitely get stock levels wrong, so it's all about trying to hedge your bets a little bit.

"I think that our brands here have grown so fast in the last five or six years, it's actually quite difficult to obviously keep that momentum going and we're seeing that at the moment. Compared to last year, we're a touch behind our sales volume numbers, but if you relate that back to how fast we've grown it makes sense – you can't just keep maintaining growth every month.

"We are starting to get the Skoda name out there a bit more, as it's quite simply the best value-for-money car on the market." ☺

## Dealer stock of new cars in New Zealand

|                           | CAR SALES     |               | VARIANCE     | STOCK         | DAILY SALES<br>- 12-MONTH<br>AVERAGE | DAYS<br>STOCK<br>AT HAND |
|---------------------------|---------------|---------------|--------------|---------------|--------------------------------------|--------------------------|
|                           | IMPORTED      | REGISTERED    |              |               |                                      |                          |
| May '15                   | 9,395         | 6,843         | 2,552        | 51,943        | 253                                  | 206                      |
| Jun '15                   | 8,297         | 9,021         | -724         | 51,219        | 254                                  | 202                      |
| Jul '15                   | 8,842         | 7,272         | 1,570        | 52,789        | 254                                  | 207                      |
| Aug '15                   | 11,675        | 7,752         | 3,923        | 56,712        | 256                                  | 221                      |
| Sept '15                  | 8,254         | 8,835         | -581         | 56,131        | 258                                  | 218                      |
| Oct '15                   | 8,619         | 9,634         | -1,015       | 55,116        | 260                                  | 212                      |
| Nov '15                   | 8,753         | 8,115         | 638          | 55,754        | 260                                  | 215                      |
| Dec '15                   | 8,981         | 7,110         | 1,871        | 57,625        | 261                                  | 221                      |
| Jan '16                   | 6,648         | 8,899         | -2,251       | 55,374        | 260                                  | 213                      |
| Feb '16                   | 7,246         | 7,191         | 55           | 55,429        | 261                                  | 213                      |
| Mar '16                   | 7,561         | 8,191         | -630         | 54,799        | 261                                  | 210                      |
| Apr '16                   | 8,840         | 6,790         | 2,050        | 56,849        | 262                                  | 217                      |
| <b>May '16</b>            | <b>8,527</b>  | <b>7,502</b>  | <b>1,025</b> | <b>57,874</b> | <b>264</b>                           | <b>219</b>               |
| <b>Year to date</b>       | <b>38,822</b> | <b>38,573</b> | <b>249</b>   |               |                                      |                          |
| <b>Change on May 2015</b> | <b>-9.2%</b>  | <b>9.6%</b>   |              | <b>11.4%</b>  |                                      |                          |
|                           | LESS IMPORTED | MORE SOLD     |              | MORE STOCK    |                                      |                          |



# Difficult to get quality used vehicles

The total number of used cars imported last month was 12,618, which is a 25.6 per cent drop on the previous month when 16,960 were recorded. In comparison to the same month last year, the drop is 13.2 per cent, when the number was 14,531.

Current stock levels of used cars now sit at 29,505 units, just 51 units or 0.2 per cent more than the 29,454 figure last month.

Comparing the overall stock position to this time last year, there are 3,419 more stock units unregistered.

Daily sales, over a 12-month average, remain at 399 and the number of days stock at hand is also the same at 74.

In the regions, Palmerston North has seen a slight increase in used-car sales in May 2016 and Bruce Robertson of the Robertson Motor Group says they're travelling well.

"The SUV and ute market is



Robertson Motor Group in Palmerston North

still very strong. But the biggest problem is probably in used vehicles – it's just been difficult to get stock. You would think that late-model stock would be around, with all the new vehicles being sold and there would be an abundance of quality second-hand models, but that's certainly not the case. It's actually been a problem for around six months or more. It's even difficult getting good budget priced cars in the \$2,000 to \$8,000 range for the Regent Motors yard.

"Perhaps people have a need for an extra vehicle and someone

in the family takes that over, but it's hard to know exactly why it's happening," says Robertson.

"We source our stock from various wholesalers and have access to a little bit of ex-rental stock which is good to have. I do have a yard that imports from Japan, that doesn't have the stock shortage problem.

"Overall the market has generally been very good, especially considering where dairy prices have ended up. I thought that would have hit us hard, but it doesn't seem to have affected us at all.

"Mazda especially has been

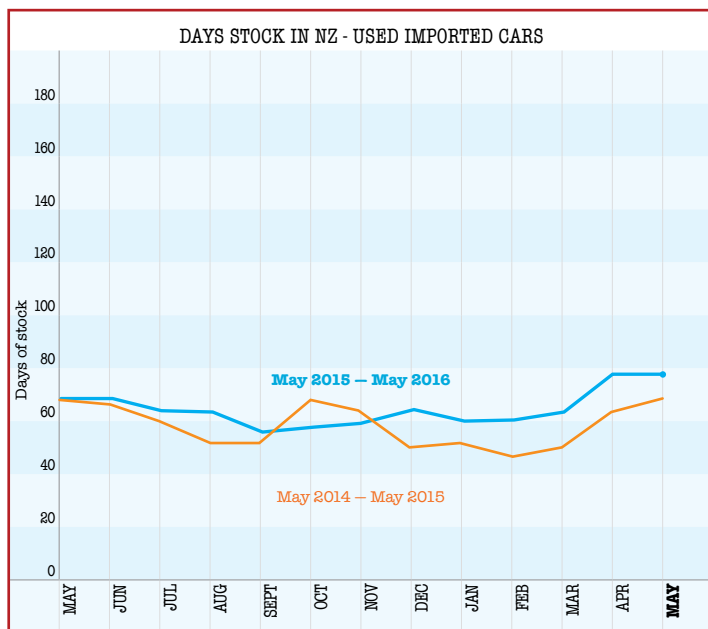
brilliant, with some good figures coming out of there – it's been strong more or less across the board.

"And our expectations for the year are looking pretty strong. Even Isuzu trucks are going well, we have some big orders there."

Fraser Hart is general sales manager at Manawatu & TRC Toyota.

"A positive couple of months and we're up on this time last year in terms of sales. There isn't one particular model that stands out – but we're going well across the whole range, especially commercials and SUV. Reasonably well spread through passenger and commercial.

"The challenge for us is getting the commercial stock – as it's going pretty fast. But overall we were pretty full of stock through April and May and a touch higher than we normally carry. We're trading a reasonable amount so that keeps things at a good level." ☺



|                           | CAR SALES                    |                          | VARIANCE     | STOCK                     | DAILY SALES - 12-MONTH AVERAGE | DAYS STOCK AT HAND |
|---------------------------|------------------------------|--------------------------|--------------|---------------------------|--------------------------------|--------------------|
|                           | IMPORTED                     | REGISTERED               |              |                           |                                |                    |
| May '15                   | 14,531                       | 12,415                   | 2,116        | 26,086                    | 379                            | 69                 |
| Jun '15                   | 12,864                       | 12,415                   | 449          | 26,535                    | 384                            | 69                 |
| Jul '15                   | 11,944                       | 13,891                   | -1,947       | 24,588                    | 389                            | 63                 |
| Aug '15                   | 12,129                       | 12,061                   | 68           | 24,656                    | 391                            | 63                 |
| Sept '15                  | 8,673                        | 11,667                   | -2,994       | 21,662                    | 392                            | 55                 |
| Oct '15                   | 12,381                       | 11,149                   | 1,232        | 22,894                    | 393                            | 58                 |
| Nov '15                   | 12,379                       | 11,732                   | 647          | 23,541                    | 393                            | 60                 |
| Dec '15                   | 14,620                       | 12,598                   | 2,022        | 25,563                    | 394                            | 65                 |
| Jan '16                   | 9,748                        | 11,675                   | -1,927       | 23,636                    | 393                            | 60                 |
| Feb '16                   | 11,887                       | 11,736                   | 151          | 23,787                    | 396                            | 60                 |
| Mar '16                   | 13,000                       | 12,153                   | 847          | 24,634                    | 396                            | 62                 |
| Apr '16                   | 16,960                       | 12,140                   | 4,820        | 29,454                    | 399                            | 74                 |
| <b>May '16</b>            | <b>12,618</b>                | <b>12,567</b>            | <b>51</b>    | <b>29,505</b>             | <b>399</b>                     | <b>74</b>          |
| <b>Year to date</b>       | <b>64,213</b>                | <b>60,271</b>            | <b>3,942</b> |                           |                                |                    |
| <b>Change on May 2015</b> | <b>-13.2%</b>                | <b>1.2%</b>              |              | <b>13.1%</b>              |                                |                    |
|                           | <small>MORE IMPORTED</small> | <small>MORE SOLD</small> |              | <small>MORE STOCK</small> |                                |                    |

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