

autofile

Names of car buyers blacked out in report

A council is sticking to its decision to refuse to identify people and businesses involved in purchasing cars in a \$1.5 million fraud.

A report by Deloitte has been published by Dunedin City Council after the company was engaged to investigate major discrepancies on its Citifleet register.

The probe centred on it receiving no proceeds from selling about 150 of its fleet vehicles, while the scale of the fraud may be greater than what has been uncovered.

Deloitte's report was only released in December after the police advised the council that its own investigation, which started in August, was at a stage where findings could be made public.

The council cites "privacy reasons" for having redacted about eight pages in the 34-page public version of the document, excluding its appendices.

The blacked-out sections include the names of some registered motor vehicles traders and family members who bought cars from Brent Bachop, who was

Citifleet's team leader at the time.

Some dealers in Dunedin have objected to this – as reported in the January 13 issue of Autofile – because they fear their reputations may suffer by them all being associated with the case.

An application since lodged by Autofile for a full version of the report has been rejected by the council "pursuant to section 7(2)(a) of Local Government and Official Information and Meetings Act 1987 to protect the privacy of individuals".

The council started its own

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Review into parts supplier laws

The Japanese government is looking into strengthening legislation covering automotive suppliers in the wake of massive recalls caused by Takata airbags.

The authorities there describe the escalating problem as being of "great impact" after receiving reports from car manufacturers on the scale of the issues.

Takata-related faults have resulted in about 24 million cars worldwide being affected since 2008, with about 20,000 of them in New Zealand.

The problems have resulted in regulatory oversight in Japan and the US coming under close scrutiny.

Several manufacturers, particularly Honda, have become embroiled in the crisis as they

call back vehicles equipped with Takata airbags.

"I would like to consider whether we need to revise the vehicle law or not," says Akihiro Ohta, Japan's minister of transport.

Under current rules, its automotive regulator relies heavily on marques to solve problems with parts suppliers, with legal provisions preventing

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Simon's showroom and track success



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Stench of oversights and secrecy

The \$1.5 million fraud involving fleet vehicles in Dunedin, with one worker pocketing the proceeds after flogging them, reflects poor standards that sometimes prevail within our councils.

What's particularly galling about the Citifleet scandal is an elected member believes the unit should have investigated three years ago after expressing concerns it shut out firms, such as Turners, when it came to disposing of used cars.

Lee Vandervis says he alerted the previous chief executive in 2011, but nothing appeared to be done.

Without knowing the finer details, the budget blow-out on the Forsyth Barr Stadium is another example of Dunedin ratepayers' pockets being torched.

Just up the road, there has been criticism of too much hui and not enough doey with the rebuild. Christchurch City Council, the earthquake rebuild authority and central government have copped flak.

Then there's Auckland where the mayor blithers on about creating the world's most "liveable" city, whatever that means, while failing to create a half-decent public transport system.

But back to Dunedin and the fraud, which almost makes a folly of the Kiwi catch-cry of "fronting up".

There may be a modicum of logic in refusing to name people involved, willingly or unknowingly, in this case of grand theft auto by Brent Bachop, Citifleet's leader at the time.

But by not naming businesses involved, the council has cast aspersions on all dealerships in the city, and those not involved are furious about this.

This case has the trappings of the often spurious use of name suppression in court. Hiding defendants' identifies from the public without good reason means

justice isn't seen to be done.

A few years ago, a comedian's name was suppressed after he was charged with sexual assault on a child.

As a result, all male comics in Auckland were livid at being associated with the case by default. Some were even accosted by people who thought it was them.

Everyone in comedy and the media knows who this man is, everyone who knows someone in these two industries knows, and switched-on people know because he disappeared from our television screens.

Parallels can be drawn between this and Citifleet. Businesses questioned may doubt the veracity of an investigation paid by the council into its own failings, but the problem with Deloitte's redacted report is the public doesn't know who did what.

Bachop's spending on his council credit card over 12 years included \$131,000 on vehicle repairs through non-dealers, and \$28,000 on tyres and batteries. Then there was \$10,000 on Air NZ, \$8,000 on men's and boys' clothes, \$6,000 in supermarkets and on groceries, and \$3,000 on shoes.

The number of vehicles three car dealers in Dunedin bought from Bachop and details about these transactions are covered in this issue of Autofile.

Not only are their names missing in the redacted report, much is absent from it. Did an opportunist take his chance, was a fresh-faced salesman duped by Bachop or were other people in cohorts with him?

Presumably, such matters are being investigated by the police and may come to light if and when anyone is prosecuted, but I wouldn't hold your breath.

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Dealers purchased council cars

investigation in May 2014 by comparing details of vehicles held by its insurance provider and in its Citifleet division with those on its fixed assets register.

Initially, 129 vehicles were identified by Bachop as no longer being council-owned. He said some had been sold to staff and the public, but it was unclear how proceeds were accounted for.

Bachop died suddenly two days after Deloitte was called in on May 21 with his death referred to the coroner.

"Our investigation has revealed fraudulent activities with Bachop at the centre of them," states Deloitte's report.

Bachop disposed of vehicles in two main ways. He sold council cars to third parties and kept all proceeds. In other cases, ownership was transferred to him shortly before sales to third parties.

They were also on-sold with proceeds being much less than wholesale values with Bachop "appearing to keep significant amounts".

Between July 2003 and May 2014, there were 274 vehicles disposed of for which ownership histories and valuations were

Deloitte says: "It was common practice for staff to buy vehicles from Citifleet with the process managed by Bachop."

Other than obtaining vehicles at discounted market values, Deloitte found no other council employee benefitted financially from the fraud.

before deals were struck. Proceeds of only one went to the council.

Deloitte asked the dealer how it was able to provide sale proceeds to Bachop for a vehicle not owned by him. One Madza Bounty sold for \$14,000 was used as part consideration for buying a Ford Territory.

"We asked what [the dealer's] processes were for ensuring individuals selling vehicles had authority to do so," the report states.

"We also asked if concerns were raised that ownership had transferred from the council to Bachop shortly before the sale of five to the dealer. It was aware of this with at least three vehicles."

The business said its staff couldn't recall specifics and it wasn't uncommon for vehicles previously subject to a private sale to remain registered in an ex-owner's name, or transferred shortly before when the vendor realised the change in registration was unaffected.

The trader added that "neither its management nor staff, past or present, had any knowledge of unlawful activity" and Bachop appeared to be trustworthy.

The loss to the council for these transactions was \$132,327 and the vehicles had wholesale

"Our investigation has revealed fraudulent activities with Brent Bachop at the centre of them." – Deloitte report

obtained and no proceeds received. The council received no money for 39.

It received proceeds from 103 sales for which ownership details and values couldn't be verified.

On some occasions, vehicles were on-sold to car dealers shortly after ownership was transferred to Bachop. One purchased seven, another bought four and the third took ownership of three.

"In certain instances, proceeds were paid by dealers to Bachop despite Motochek or information reports showing they were owned by the council."

THE FIRST CAR DEALER

Seven vehicles were sold to one trader between August 2006 and October 2012, with ownership of five transferring to Bachop shortly



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Vehicle repair contracts

Concerns were raised in 2006 about Citifleet expenditure on repairs and maintenance, which centred on significant sums spent with one supplier.

Some Dunedin City Council staff felt best value wasn't being obtained and increases on annual expenditure year of year were getting out of hand.

Cardlink Systems, which specialises in fleet management activities, carried out a review.

Its recommendations of January 2007 included work being approved by Cardlink before being carried out.

It also recommended

vehicles should be repaired by make and model specialists, rather than all repairs going to one supplier.

The council's accounts show changes made in 2007 have helped to cut expenditure.

Deloitte says: "We have been aware of rumours of whether dealings with suppliers are being conducted at arm's length.

"Our recommendation is a full tender process. It is encouraging the council has a process under way to improve tendering procedures on an organisation-wide basis."



A Mazda BT-50 owned by Dunedin City Council was sold to a trader for \$32,000. Payment was due to be made on October 18, 2012, but wasn't processed. A deposit for the same amount went in the bank account of Brent Bachop, Citifleet team leader, the next day.

◀ values ranging from \$11,783 to \$37,261. The dealer told Deloitte \$117,000 was paid to Bachop in cash or trade-in values.

A payment of \$32,000 for a Mazda BT-50 was scheduled to be made to an ASB account on October 12, 2012, but this wasn't processed and a cheque was written. Deloitte found the same amount was paid into Bachop's account the next day.

THE SECOND CAR DEALER

Three vehicles were sold to a different trader between August and October 2008 with ownerships transferring to Bachop beforehand.

One was sold to the council on June 30, 2008, for \$36,250. This was bought by a dealer from Bachop on October 26, 2008, for \$29,000. The proceeds were used as part consideration of another vehicle.

Deloitte asked the dealership why the car was used for this trade-in, if it was concerned ownership had been transferred and if it queried why three late-model vehicles were sold by Bachop in a short space of time.

Deloitte identified a Suzuki DRZ 400 trail bike bought by Dunedin City Council in 2008 that appeared to be purchased for Brent Bachop's personal use



"The dealer provided information on payments for two vehicles," states the report.

This company was "subsequently wound up", no further information was provided to Deloitte and no former employees could be found to question.

The loss to the council for the three vehicles – worth \$14,739, \$21,087 and \$27,174 – was \$63,000. Bachop received \$57,000 in cash and trade-in values from them.

THE THIRD CAR DEALER

Four cars were sold between October 2003 and March 2006. Three transferred to third-party ownership beforehand.

The car dealer was unable to provide any documents and the council's loss was \$14,783.

One vehicle was worth \$15,348 with the council receiving \$14,400. Another was valued at \$14,478. In this case, it got \$11,556.

It received \$13,846 for another

Deloitte was unable to value. The council lost \$10,913 on the fourth car after receiving no proceeds.

Deloitte requested all available paperwork in respect to these sales and none was provided.

The Red Book was used to reach wholesale valuations on all vehicles, except for those sold at auction.

Some cars were sold via Turners, with the auction house supplying a full list to Deloitte for which cheques were made payable to the council. These proceeds were accounted for.

"We are satisfied vehicles sold via Turners are not part of the fraud," says Deloitte.

THRUST OF INVESTIGATION
Deloitte identified "clusters of family groups" who bought more than one vehicle from Bachop.

They believed he had authority to sell 11, 14 and 17 vehicles respectively, and proceeds were paid to Bachop on behalf of the council. He also transferred the ownership of 19 into his name before on-selling them.

Deloitte reviewed other areas of Citifleet's operation. It found the council had "all service" fuel cards to make purchases of any kind.

It identified at least \$102,908 of personal expenditure up to May 2014 that appeared to have been incurred by Bachop.

The investigation showed \$104,800 in cash cheques was

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Police investigation continues

approved by Bachop to replenish pay stations at car parks, but it was impossible to establish if he cashed them and kept the money.

He also replaced worn parts, such as door handles and mats, on his personal car with replacements from council vehicles.

Deloitte calculated a total council loss of \$1,586,380, with \$1,140,539 coming from fraudulently disposing cars and interest of \$335,600.

It was unable to quantify losses from Bachop's personal use of vehicles, inappropriate use of cash from council cheques and replacing car parts.

"It has been problematic identifying a complete picture of Bachop's proceeds," it says. "Analysis of statements has identified a minimum of \$349,000 of deposits likely related to sales of council vehicles.

"In addition, Bachop received at least \$72,000 for cars traded to purchase new vehicles. It's likely the total he received in respect of fraudulent sales is greater than the sum of these two amounts.

"The \$349,000 has been mainly spent on low-dollar transactions. Subject to legal advice, the council may have a claim against the purchasers of vehicles."

Deloitte says red flags, including Bachop's lifestyle exceeding his salary, were ignored, and the lack of a meaningful fleet replacement programme resulted in an inability to track disposal proceeds.

"Recommendations in respect of verifying Citifleet assets made

in internal reports were not investigated or implemented."

DEALERS' AND COUNCIL'S VIEWS

The actions of employees at three car dealerships detailed in Deloitte's have cast a shadow over those operating legitimately, says John Marsh.

He is the managing director of Cooke Howlison, which holds franchises in Dunedin for Toyota, Holden, Hyundai, BMW, Mini and Isuzu.

He has expressed concern that suspicion has fallen on all city dealers and believes it's important the public know who was implicated in the investigation.

"There had been a disproportionate level of Citifleet business with one dealer, who enjoyed a close relationship with Bachop," Marsh told Autofile.

He confirms his company wasn't involved in the fraud, hasn't been involved in any investigation and never bought cars off Bachop.

In declining Autofile's request for a non-redacted version of Deloitte's report, the council says: "We have considered whether public interest overrides the privacy interests of individuals, but believe the public interest has been met with the redacted copy of the report.

"The council has not confirmed which dealers have been involved with the alleged fraud. It can confirm three are part of the investigation."



"Deloitte is clear a single person committed the fraud over an extended period of time."

– Sue Bidrose, CEO of Dunedin City Council

Autofile also asked if the council had referred the matter to the Ministry for Business, Innovation and Employment, which oversees the registration of traders, or any other government departments.

"All relevant ministries were kept informed about the progress of the investigation. The council is looking at other avenues it may pursue.

"The council is continuing to work with the police and is still pursuing recovery options."

Sue Bidrose, chief executive officer, adds: "Deloitte is clear a single person committed the fraud over an extended period of time.

"The fact this could happen was an indictment on our processes and we've made efforts to improve these. This work was under way and was how the fraud was uncovered."

The city council had \$1 million fidelity insurance with QBE paying that out.

Inspector Jason Guthrie, area commander for Dunedin, Clutha and Waitaki, says there are different aspects to the police investigation.

Autofile put a number of questions to him, including how long it will be until its final review is carried out and if prosecutions are likely.

"The investigation is active and still in progress," he says. "Police will be in a position to comment further once the investigation is completed." ☺

Previous red flag

A Dunedin city councillor requested information in October 2011 to help him understand fleet disposal policy and practices, and the sale of Mazda Bountys – especially one Bachop allegedly sold to himself.

He requested details about businesses that bought vehicles, valuation processes for sales to council workers and a schedule of sales, which didn't include four Bountys, from Bachop.

Three vehicles had registration numbers not owned by the council and it received no proceeds for four vehicles. Deloitte concludes "information provided was fabricated".



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Dealer Directory makes comeback

The first issue of Dealer Directory has been published under new ownership.

The popular publication is back after the assets of Dealer to Dealer Marketing Ltd (DDML) were bought by 4 Media Ltd, which owns Autofile magazine.

"We purchased DDML almost two years ago, but the timing wasn't right until now to produce a new Dealer Directory," says Brian McCutcheon, director of 4 Media.

"First, we needed to update the database of dealerships in New Zealand.

"New businesses open while others change hands, so it was important to have as accurate information as possible. That said, I'm sure there will even be a few that have changed since going to print."

The new-look Dealer Directory focuses on passenger vehicle and light commercial traders, which

form Autofile's target market.

They are listed based on the NZTA's regions used for reporting motor-vehicle sales statistics.

Listings for each area come with a map of the motor vehicle registry's postal area and its make-up in terms of local authorities.

Also included is the region's population and proportion when compared to how many people live in New Zealand, and automotive sales by first-time registration and change of ownership – by number of units and as a percentage of national figures.

Following the snapshot of each area, franchise dealers are listed first followed by all dealers.

Another section lists all new and used passenger and light

commercial vehicle statistics for first-time registrations in New Zealand during 2014.

Automotive industry services are listed at the start of Dealer Directory in eight different categories.

These include agents and auctions, compliance and entry certification, dealer management and technology, finance, industry associations, inspection services, insurance and

warranty, and logistics and shipping.

"Dealers use these services on a daily basis, so we've located these at the start of the directory," says McCutcheon.

"The publication has a new layout that makes it easier to find details, such as areas dealers

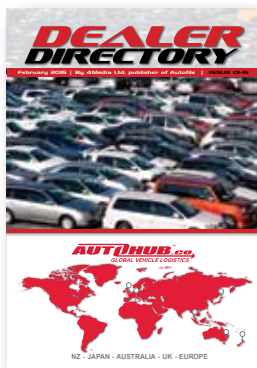
operate from, phone numbers, email addresses, the contact person and website addresses where applicable."

Dealer Directory, which is currently free to people in the industry, will be published by 4 Media twice a year.

"It means dealers have access to relevant and up-to-date listings for each region, plus vehicle sales statistics," adds McCutcheon. "It also provides time to make any changes and update information.

"For us, it's about adding value to our key market – and that's dealers selling cars, utes and vans, as well as businesses that supply them with products and services. I believe it will be very well-received."

A free copy of Dealer Directory has been included with the February 6 issue of Autofile magazine. Email brian@autofile.co.nz to request additional copies. ☺



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Global airbag recalls blow out

the Japanese government from investigating suppliers directly.

Ohta says transport officials have daily meetings to deal with developments, but there have been complaints Takata has provided insufficient information to the regulators.

A planned legal revision may make it mandatory for parts suppliers, such as Takata, to report defects to the regulator.

The transport ministry in Japan has started talks with industry groups and plans to seek cabinet approval for a revised act by mid-March, according to media reports there.

Efforts to deal with the airbag fall-out were stepped up late last year. Executives of car manufacturers were called to testify in the US Congress, while a task force in Japan aims to speed up the collection of potentially defective airbags.

HONDA PROBING PROBLEMS
The president of Honda says his company is investigating the possibility of a worldwide recall of airbags.

Takanobu Ito has expressed frustration with the response of Takata to the issue, but says the marque will offer support if the Japanese airbag supplier tips into financial difficulties.

Ito says he regrets not acting sooner to have Honda's own engineers assess the root cause of the potential for inflators to explode inside the airbags, which have been linked to five deaths – including four in the US.

"We cannot depend on Takata to find the cause," says Ito. "We should have taken action based on the view it's a vehicle problem instead of a parts problem."

His comments follow Honda's decision to extend a safety

improvement campaign of driver-side airbags across the US after initially limiting it to humid regions.

Its recall in the US alone now exceeds 8.7 million units, which includes about 3.5m in humid areas and another 3.3m subject to full recalls for faulty airbags already uncovered.

The company has implemented a similar campaign to inspect 134,584 vehicles in Japan to bring its global recall total on this matter to at least 13m units since 2008.

A spokesman for Honda confirms it is considering an expansion of its investigative recall beyond Japan and the US. Affected regions may include Asia and Europe.

The recalls are being extended to pinpoint the cause of problems in some driver-side airbags with their inflators being replaced.



TOYOTA TAKES MORE ACTION
Toyota has widened its US recall for defective airbags to include some of the same models in China and Japan after a device in one ruptured inside a car in its home country.

It has called back about 190,000 units in the two Asian



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Brakes issues discovered

The new Suzuki Celerio will only go on sale in New Zealand when issues with its braking system have been rectified after tests in the UK resulted in its recall.

Sales there – and in Ireland, Australia and this country – have been suspended following road tests by two magazines in England.

"Suzuki is recalling UK Celerio models that went on sale on February 1," says a spokesman. "This relates to retraction of the brake pedal."

Gary Collins, of Suzuki NZ, told Autofile: "We've received a small number of vehicles and haven't prepared those for sale."

"We are holding onto them until the recall has been resolved and won't be releasing any until modifications have been made. We intended for the vehicle to be on sale in March.

"This model has been sold in India for a number of months with no issues. However, the vehicle was manufactured at a different assembly line."

The New Zealand release of the Celerio, pictured, will now depend on advice from Suzuki's global headquarters. Visit www.autofile.co.nz for more on this story. ☺



◀ nations, including some Corollas, the company says.

The move makes Toyota the third company to add to recalls involving Takata airbags since a US congressional hearing in December added pressure on them to address the crisis.

Ford and Fiat Chrysler Automobiles have since widened the scope of their US safety actions.

The latest move by Toyota was triggered by the report of an airbag in a 2003 model-year WILL Cypha that ruptured during its dismantling at a scrapyards in the central Gifu prefecture.

It was the seventh case of this happening at scrapyards in Japan since June 2012 where about

350,000 Takata devices are evaluated and recycled annually.

The previous ruptures – four in Honda Fits, known as the Jazz in some market, and two in Corollas – were reported around July 2012 and led to an extra three million units being recalled globally.



David Crawford, CEO of the MIA

NEW ZEALAND PERSPECTIVE

The Motor Industry Association (MIA) has a code of practice in place that governs how distributors manage safety recalls.

“However, the recalls in regards to Takata airbags are unique,” says David Crawford, chief executive officer.

“This matter is complex because a parts manufacturer has supplied a range of original equipment manufacturers [OEMs] resulting in several distributors being involved in the overall recall process.

“The MIA has sought a more joined-up approach to these recalls by the NZTA to identify vehicles affected.

“Additionally, we are concerned it may be impossible to contact all owners to have relevant parts replaced by distributors.”

The MIA is aware of one marque that has been unable to get in touch with all owners, which highlights a flaw in the system when it comes to safety recalls.

“We would like the government – after marques have done their best to locate current owners – to blacklist remaining vehicles subject to recalls at registration or warrant of fitness stage, and until owners have taken them into dealerships.”

Another problem is that some OEMs are struggling globally to find out which cars have faulty airbag inflators fitted.

“At first, it was thought these inflators were made in only one Takata factory in the US and may explode in humid environments,” explains Crawford.

“But from what the American and Japanese governments have been saying, the problem may be more widespread than first thought.

“The MIA recognises these recalls are more complex than average recalls.

“The challenge is to identify where faulty inflators were produced and then what vehicles in what markets they have been fitted in.”

In New Zealand, some 2003 Honda Accords and CRVs, and Civic and Jazzes built between 2002 and 2003, have been called back – as reported by Autofile in August 2014. Other affected vehicles include:

- ▶ Toyota’s Avensis, Corolla and Picnic built between 2000 and 2005.
- ▶ Nissan’s N16 Pulsar, D22 Navara, Y61 Patrol, T30 X-Trail and A33 Maxima made from 2001-03.
- ▶ New Zealand-new Mazda 6s – as well as RX-8 and Atenza used imports – built from 2002-06.
- ▶ BMW’s 3 Series models made from 1998 to 2005.

A Reuters story last year pointed to moisture as causing some inflators to malfunction.

Ammonium nitrate, the propellant used in Takata’s airbags, is sensitive to moisture.

It can cause the propellant’s wafers to crumble and burn too fast when ignited. An explosion can then be triggered when the airbag deploys. ☹



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Japan listings site launched

A new operator has entered the market for introducing used cars to New Zealand with the support of this country's biggest vehicle logistics company.

GooAUTO, an online portal linking sellers there with overseas buyers, was launched here on January 20.

"The initial target focuses on filtering vehicles for the New Zealand market, which has strict regulations for compliance standards, before expanding operations to other countries with similarly tough standards," reports Japanese media.

The company already operates sales websites in Japan, but it will only be focusing on supplying dealers in this country. It has teamed up with logistics firm AUTOHUB for shipping services.

"It has been launched to list sellers' vehicles in Japan and has

thousands of cars available," says John Davies, managing director of AUTOHUB. "GooNet will select stock suitable for here and compliant."

The service is unavailable to the public. It puts Kiwi traders in touch with sellers there, "so it's a bit like Buy UK Cars".

"Dealers can use a search engine to find what they want and talk direct with the seller, so it's essentially a listing and introduction platform," Davies told Autofile.

"AUTOHUB is basically GooNet's default provider for logistics, although dealers in this country aren't restricted to using us."

Davies says its services, such as Global Payhub that protects buyers from fraudulent sales, can be used



John Davies, of AUTOHUB

for transactions.

GooAUTO will have inspections carried out by its team in Japan to offer consistent surveys and supply would-be buyers with pre-purchase photos.

"It will stand behind its inspections," adds Davies. "It's a case of a network in Japan being a little smarter by filtering makes and models available that suit New Zealand's regulations for importation.

"We feel we can show our support for this venture because it's trader-only, which in turn supports our customer base."

Davies says some development work has to be done – for example, identifying more suitable vehicles, such as those with three-digit emission codes and two-digit

Euro that still meet Euro 4.

"Their people are coming here soon to market the service. They can give sellers in Japan that do not generally export opportunities to get into offshore markets, which may present cars to New Zealand dealers that are otherwise unavailable."

GooAUTO says it will include quality information on cars sourced from exporters and traders "with photos and descriptions of necessary parts of each vehicle so buyers can more accurately identify condition".

Its website has about 300,000 listings at any one time with information being updated in real-time.

GooAUTO is owned by Nagoya-based Proto Corporation, which provides information services on new and used cars, parts, accessories and related areas. ☺

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French marque on board

Armstrong Motor Group has been appointed by Sime Darby Automobiles as its exclusive Citroen dealer in Wellington and Christchurch for sales and servicing.

Chief executive Rick Armstrong, pictured, says the addition of the French marque fits in with the group's growth in key metropolitan areas, while Peugeot, which his company has represented since 2001, is viewed as a complementary brand.

"We see huge potential in Citroen with exciting new models coming through and I'm delighted with this addition," says Armstrong.

"On top of new DS vehicles, we will also see the new C4 and Cactus models this year so the timing is excellent for us."

Simon Rose, divisional manager of Sime Darby

Automobiles, adds: "We have had a long association with Rick and are happy to extend this further with Citroen in two key markets.

"His professionalism and high standard of customer service will benefit current and future Citroen drivers. "We look forward to working with him and his team to grow Citroen in Wellington and Christchurch."

The official start dates are March 1 for Wellington at premises in Railway Avenue, with sales and service representation also in the city, and March 1 in Christchurch at Armstrong's facility in St Asaph Street. ☺

The new Citroen Cactus



SUVs continue to dominate market

There were plenty of bragging rights to be claimed when it came to sales of new vehicles in New Zealand during 2014.

Ford's Ranger securing the best-selling ute crown that Toyota's Hilux held for 32 years may have grabbed many headlines, but other statistics also shed light on market developments in what was a record year.

There were 37,013 new SUVs sold in 2014 to make it the top-selling segment with a market share of 29 per cent share of 127,179 new-vehicle registrations.

Toyota's RAV4 headed this ladder with 2,566 units. It was followed by Mazda's CX-5 on 2,374 and Holden's Captiva on 2,278, according to NZTA statistics.

The pick-up and chassis-cab segment was the next most popular by accounting for 25,435 units and a 20 per cent share.

There were 6,342 Rangers and 5,788 Hiluxes sold, with Holden's Colorado third on 2,955.

There were 22,988 small vehicles registered – or 18 per cent of the market total.

Toyota's Corolla came first with 6,473. Next up was the Mazda3 on 2,371 and Ford's Focus on 1,832.

Registrations of new light vehicles accounted for 13 per cent of total sales in 2014 with 16,123.

This ladder was topped by Suzuki's Swift on 2,692 with Toyota's Yaris coming second on 2,557.

Honda's Jazz was third on 1,863.

The number of medium-sized

passenger cars sold was 6,817 – or five per cent of the total.

Toyota also came first in this segment thanks to the Camry selling 1,043 units. It was followed by Ford's Mondeo on 711 and the Mazda6 on 698.

Large vehicles made up four per cent of the market with 4,584 units. Holden's Commodore was the top-seller on 2,927, followed by Ford's Falcon on 648 and Holden's HSV on 176.

The upper-large segment accounted for 313 sales, and was topped by Chrysler's 300 and Holden's Commodore Caprice on

81. Mercedes Benz's S-Class was next up with 40.

People movers secured 1,263 sales and one per cent of the market.

The Dodge Journey was number one on 566 with Hyundai's iMax

second on 381 and Honda's Odyssey third with.

There were 1,051 sports vehicles sold – also one per cent of the overall total. Top spot went to Hyundai's Veloster on 109, followed by Toyota's 86 on 88 and the Mercedes-Benz E on 59.

Meanwhile, 5,399 vans were sold for four per cent of the market.

Visit www.autofile.co.nz for a story on the private-business split for sales of new passenger cars and SUVs in December 2014.

Toyota was the dominant marque and beat second-placed Holden by 768 units.

New Zealand's top distributor sold 1,279 new cars in the last month of last year with 87.8 per cent – or 1,123 – being bought by businesses. ☺



Toyota's RAV4 was New Zealand's top-selling SUV in 2014, while Suzuki's Swift topped the ladder for light vehicles



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Alfa Romeo's all-new 4C Spider made its debut in Detroit



From fast cars to foam

The two-seater 4C Spider has been unveiled with its Formula 1-inspired carbon-fibre monocoque chassis, which helps create what Alfa Romeo describes as "an incredible power-to-weight ratio".

Inspired by the 33 Stradale, the all-new model – and one of many world premieres at last month's North American International Auto Show (NAIS) in Detroit – has sheet-moulded composite panels.

The cockpit is inspired by racing with integrated driving components with a seven-inch information display cluster displaying vehicle information via graphics.

Thanks also to its mid-engine layout and compact size, the 4C Spider has a top speed of 255kph and makes the 0-100kph dash in 4.1 seconds.

The all-aluminium 1,750cc turbocharged and intercooled engine, which has dual-continuous

variable-valve timing and high-pressure direct injection, delivers 177kW of power.

To increase performance while reducing consumption and emissions, the cylinder head inlet ducts have been optimised with liners made from thin cast-iron.

Minimising vibration at higher speeds, the crankshaft boasts eight counterweights, the turbocharger has a pulse-converter manifold and a waste gate valve adjusts pressure to improve efficiency.

All of this enables the 4C Spider to maximise torque at low speeds and deliver extra driver response by increasing combustion efficiency and turbine speed while eliminating lag.

As a result, torque delivery is instantaneous with a peak of 350Nm, of which 80 per cent is available at 1,700rpm.

The front suspension has a double-wishbone configuration and, at the rear, an advanced MacPherson

system bolsters road holding.

SUPERCAR COMING HERE

Honda New Zealand says a supercar shown in Detroit will arrive on these shores next year.

The NSX has been created to bring a "new sports experience" to the segment with its "challenging conventional beliefs about supercars".

It boasts an all-new power unit. The twin-turbocharged 75-degree V6 engine has a nine-speed dual-clutch transmission and a sport-hybrid system with three electric motors.

The next-generation NSX leverages its hybrid supercar power unit, body and chassis to deliver immediate response to driver inputs.

"Its release is timed with Honda's return to motorsport and celebrates our direction as a company," says Nobuya Sonoda, managing director of Honda NZ, although the date of its release here has yet to be confirmed.

PICK-UP'S FUTURE HINTS

Hyundai revealed its HCD-15 pick-up concept at the NAIS, which it hopes will "meet the needs of urban adventurers".

The front view features an upright hexagonal grille, dual lens-free and honeycombed headlamp projectors, and prominent LED fog lamps.

The side profile has oversized wheels, special-tread Michelin tyres, centre-locking hubs, yellow Brembo brake callipers and rear-hinged rear doors for easy access.

The two-litre turbo diesel powertrain delivers 142kW and 407Nm of torque matched with the marque's all-wheel-drive system.

Although it has four doors and seating for five, its overall footprint is similar to a small crossover utility.

Also known as the Santa Cruz, it remains a pure concept at the moment with no plans yet announced for its design and production.

But the marque believes market opportunities for a Hyundai utility vehicle globally are real, not least in this country.

Hyundai NZ is interested in selling one, and believes the brand's reputation for toughness and reliability will stand it in good stead if and when such a vehicle is brought to market.

PERFORMANCE WITH FORD

The blue oval's all-new GT is one of more than 12 new performance vehicles slated for release by 2020, and will join the Focus RS, F-150 Raptor, Shelby GT350 and Shelby GT350R in the marque's line-up.

With production starting late next year, it will hit select markets to celebrate the 50th anniversary of ▶

Ford's new GT



Hyundai's HCD-15 pick-up concept, also known as the Santa Cruz



The Spira4u's exterior includes foam



Maserati's Ghibli Ermenegildo Zegna concept

More online

GM Australia has added two trophies to its cabinet with the Buick Avenir winning awards for best concept, and innovative use of colour, graphics and materials.

The Australian-developed and built Chevrolet Bolt was recognised as one of two runners-up for best concept vehicle in Detroit.

Visit www.autofile.co.nz to find out more.



Honda's new supercar, the NSX

◀ GTs placing first, second and third at the 24 Hours of Le Mans in 1966.

The supercar features rear-wheel-drive, a mid-mounted engine and two-door coupe body.

It's propelled by the most powerful EcoBoost production engine ever – a 3.5-litre twin-turbocharged V6 producing more than 447kW. It features a wide power band, dual fuel injection and a low-friction valvetrain.

Technologies include advanced active aerodynamics, such as a deployable rear spoiler, and technology innovations including SYNC 3 – the latest version of the Ford's connectivity system.

Anchored by a carbon-fibre passenger cell, the GT features aluminium front and rear sub-frames.

Its chassis is suspended by an active torsion bar and pushrod suspension with adjustable ride height, while the two-seat cockpit is accessed by upward-swinging doors.

ITALIANS FOCUS ON STYLE

Maserati's Ghibli Ermenegildo Zegna concept made its North American premiere in Detroit, and took to the stage alongside the Alfieri 2+2 concept and all-wheel-drive 2015 Quattroporte S Q4.

The Zegna is the evolution of the partnership between the brands after last year's launch of the Quattroporte Ermenegildo Zegna Limited Edition.

Meanwhile, the Alfieri concept "explores the stylistic heritage of the brand and anticipates future design trends". It has a sportier nature than the current GranTurismo.

Maserati has confirmed the coupe will be introduced in 2016 with an Alfieri convertible to follow.

PARKING ON REAR END

A three-wheeled foam car called the Spira first made headlines about four years ago.

Lon Ballard created it to decrease road deaths and has refined the idea. The American has now based his operations in China, and recently started pilot production of electric and gas-powered variants.

The Spira4u's exterior is made of expanded polypropylene foam over a fibreglass honeycomb.

Resembling a three-wheeled scooter – with one at the front and two at back – it has an enclosed cabin and seating for one with steering achieved via two grips in the shape of an inverted V-shape.

The battery version comes in single or dual-motor versions. With a single 10kW motor, the 236kg runabout has a range of 113km and a top speed of 100kph.

It costs about NZ\$11,600 and can be charged by being plugged into a standard household outlet for two hours. Another battery pack can be added to boost range

to 225km and an extra motor provides more speed.

The 299kg petrol-powered version has a 150cc motorcycle engine mated to an automatic transmission. Its range is 322km from the nine-litre tank and has a top speed of 85kph. Unlike its electric sibling, it has no reverse gear and costs NZ\$6,400.

Both models can be hoisted up and parked on their rear ends to take up less space.

LUXURY WITH NO DRIVER

The shape of the Mercedes-Benz F 015 Luxury in Motion is aerodynamic in the extreme,

yet it still features subtle details and styling cues. These include a small dorsal ridge on the roof and wraparound tail-lights.

The wooden and leather cabin also doubles as a rolling lounge. Accessible via barn doors that open up to 90 degrees, the four seats can be swivelled to face each other.

There are six screens with gesture and touch-based controls to create what the marque describes as a "digital arena".

Mercedes-Benz has yet to release detailed technical information about the autonomous vehicle, except to say the pod-like concept could accommodate an electric motor and fuel-cell powertrain. Ⓜ



Mercedes-Benz's driverless F 015 Luxury in Motion

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Surge in mini-vehicle sales

Registrations of new motor vehicles in Japan rose by 3.5 per cent to 5,562,887 units last year when compared to 2013.

It was the third straight annual increase with mini-vehicles offsetting overall downward pressure caused by the consumption tax rise in April 2014.

Car manufacturers there have been among the industries heavily hit by the taxation rate going up to eight per cent from five per cent, which has seen consumer and business spending nosedive.

The total surpassed five million units for the third straight year, mainly thanks to demand surging between January and March.

Mini-vehicles accounted for 40.9 per cent of total new sales in Japan last year, surpassing 40 per cent for the first time since statistics began in 1968.

They rose by 7.6 per cent to 2,272,789 units – a record high for the second consecutive year.

Mini-cars are becoming increasingly popular in rural areas with limited public transport and for their maintenance costs. Many motorists are increasingly switching to them from larger vehicles.

On the flip side, sales of other cars rose by only 0.8 per cent in the 12 months to 3,290,098 units.

Toyota remained Japan's top-selling brand on 1,509,149 units, but that was a 1.8 per cent drop compared to 1,536,260 in 2013.

Honda came second with an 11.2 per cent increase to 848,753, while Suzuki was third on 787,361 – up by 12.2 per cent.

Daihatsu enjoyed a 6.9 per cent rise to 708,179 sales, while Nissan fell by 1.3 per cent to 670,315.

Toyota's Aqua, known as the Prius C in some overseas

markets, was Japan's top model for the second consecutive year – although its total of 233,209 sales contracted by 11 per cent.

The Honda Fit, also known as the Jazz, came second and was the only top-three model to increase sales in 2014. Its total went up by 11.8 per cent to 202,838.

Toyota's Prius, in third place, fell by 27.6 per cent to 183,614, while its Corolla moved up from fifth to fourth with a 12.5 per cent gain to 114,331.

The Toyota Voxy posted a 160.4 per cent gain to 109,174 sales to claim fifth after coming 16th in 2013. Its sister model, the Noah, rose by 115.5 per cent to 69,605 to gain 12 spots on the ladder. Their combined sales were 178,779.

Visit www.autofile.co.nz for the views of Fumihiko Ike, chairman the Japan Automobile Manufacturers Association, on the year ahead.

MARKET ACROSS THE TASMAN
Australia's new car market topped 1.1m for only the third year ever with 1,113,224 registrations in 2014.

The Corolla was the best-selling model with its total of 43,735 only just pushing the Mazda3 into second by 422 units.

Emphasising small cars' popularity there, Hyundai's i30 was fourth best-seller. Toyota's Hilux came third with Holden's Commodore fifth.

Sales of SUVs continued to boom in 2014 with that segment taking about 32 per cent of the market, while passenger car sales dropped by 6.1 per cent to 47.8 per cent.

SUVs and light commercials now account for almost 50 per cent of new sales in Australia.

Toyota was the top-selling brand with 18.3 per cent of the market. It was followed by

TOP JAPANESE MODELS 2014



Holden with 9.5 per cent. Next up were Mazda, Hyundai and Ford.

MEET GLOBAL TOP THREE

Toyota has come in as the world's biggest-selling marque with the top three remaining unchanged from 2013. Volkswagen was second with General Motors third.

The Japanese marque's 10.23 million units in 2014, which included its Hino heavy trucks, was up by three per cent compared to the previous year.

Volkswagen Group's 10.14m sales, which included MAN and Scania, represented a four per cent increase, while General Motors' climbed by two per cent to 9.92m.

Toyota anticipates weakening demand in emerging markets in 2015, and predicts a one per cent drop in sales and production this year. ☺

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Super Simon a whizz on track

During the week, Simon Evans is busy doing what hundreds of professionals in the automotive industry do – and that's selling cars.

After hours, and especially at weekends, he has closing deals of another kind fixed firmly in his mind – winning BNT NZ SuperTourer races.

His last track outing was special. Not only did he win all three races, his brother Mitch was back home from Europe where he drives in GP2 to join the rest of the Hampton Downs field.

Both vehicles performed like a dream – testament to the team's passion and technical ability.

The two siblings drove superbly with power under the bonnet matched by gleaming livery thanks to Evans European, the panel and paint repairs business owned by their father

Sir Colin Giltrap with Simon Evans, left, and Mitch Evans



Photo: Geoff Ridder

Owen, who's also team manager.

Simon says it was funny seeing Mitch in his mirrors. All weekend, he gave advice and shared the data from his car with this younger brother.

"We have a solid relationship and I knew Mitch was always going to be quick," he told Autofile.

"I made a mistake at turn five in

a wet race and went onto the grass as Mitch was finding his rhythm. It was pretty even after that."

This uncharacteristic slip-up – Simon always aims to keep on the track and not enter the rough – wasn't captured by the television cameras, but helped Mitch to reel him in by a few seconds.

"It was great having Mitch in the camp for the weekend. After getting behind the wheel and finding his bearings, he did well by coming second twice and fourth once."

Mitch's career differs from Simon's in that he's concentrating on single-seaters, which has seen him win the GP3 championship and race in GP2. This is the category below Formula One, which is his goal.

The 20-year-old hadn't raced a "tin-top" before. "It's good to be versatile. We had a lot of things thrown at us over the weekend and I'm pretty satisfied."

IT'S IN THE BROTHERS' DNA Racing is literally in Simon and Mitch's blood thanks, in part, to their father, who manages the Smeg Commodore team.

Many Kiwis will remember Owen Evans for setting the New Zealand land-speed record of 348.23kph in 1996 in his Porsche Turbo. It still stands today, although an horrific crash at the same event almost claimed his life.

Eddie Freeman set a record for the "the fastest kilometre" at 355.48kph in 2012 driving a Lamborghini, but Owen's record was completed over "the flying mile".

Simon says: "My day also raced in the Porsche Series and back then was the only New Zealander to qualify for Le Mans. He was such a talented driver, and has been a great mentor to Mitch and I.

"In his day, he was even faster than Greg Murphy, who's very talented. My dad's father, Laurie, was heavily involved in rallying, so racing is in the blood.

"I first remember going to a kart track with my dad when I was six or seven, but we didn't tell mum. At first, I was more interested in hot chips and running around, but that soon changed."

Both brothers started in karting and, although their racing careers have taken different paths, there was little chance of Simon letting Mitch get past him. "We both love winning."

GETTING DOWN TO BUSINESS

When Simon's not racing cars, he's selling them. He started working for the Giltrap Group as a cadet about four years ago and has progressed to salesman at Giltrap Audi in Grey Lynn.

"I've sold four Audis in one day," he replies when asked. "That was a good day at the office.

When it comes to selling cars, it's ▶



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Photo: Geoff Ridder



Photo: Geoff Ridder

Clockwise from above - Simon Evans at Giltrap Audi's showroom in Auckland; father and team manager Owen Evans watching the action in the pits at Hampton Downs on February 1; Mitch Evans trying to keep up with his brother Simon; Simon Evans is all smiles on the podium

◀ about talking to the right people and being honest.

"It's essential to shoot straight, be yourself and not oversell otherwise potential buyers may walk away.

"I find it harder selling cars when racing is on my mind – when you're on the track, you have to focus solely on that. When you come off the track, you need to quickly get back into being a salesman."

The dealership moved to new premises about three years ago after sharing a facility with Volkswagen and Lamborghini just down from where it's now located on Great North Road.

Simon enjoys driving Audi's R8, but often opts for an A1 Sportback with a turbo and supercharger. It packs a punch, and it's easy to park when he's out and about.

"I drive a big, powerful car on the track, so I don't really need one for my day-to-day use."

His workplace is impressive. The showroom boasts race-track styling cues with a control tower in one corner and a banked curve with the cars displayed at the same angle.

"The servicing department is underground. They had to dig down two levels, but it means we have everything on one site."

Simon also works for Downforce, a driver-training company. It runs track days with Audi, such as its ice experience, and advanced training with other marques.

"When I'm not at the dealership or driving training, I tend to be at the racetrack. The Giltrap Group is great

when it comes to me racing and it's so passionate about motor sport.

"Not only is it one of our team sponsors, I get time off work when I need to go racing. I'm lucky to work for such a great company.

"There's plenty of other support as well. Sir Colin Giltrap popped into the pits over the weekend to keep an eye on Mitch and I. He's a top bloke and very approachable, especially when you consider his position.

"The support we get from all sponsors is important and we are thankful for it. Smeg and others often bring staff and clients down to enjoy our great trackside set-up.

"It's a two-way thing because sponsors get extra business from backing us.

"For example, a guy recently posted on my Facebook page that he bought Smeg kitchen appliances because the company supports our team. He wanted to show his support for everyone involved."

LOOKING TO THE FUTURE

Simon has his sights firmly set on taking out the SuperTourers championship.

His season got off to a blinder after pairing up with his mate Shane Van Gisbergen to win the three-round endurance series, which started the competition that's now in its sprint-race phase.

Simon leads second-placed Andre Heimgartner by 225 points, while Mitch Evans' appearance was a one-off.

trail-blazing start come from?

"The best thing is the team got together from day one and has progressed," explains Simon. "We don't worry about other drivers, cars and teams.

"We've found a sweet spot with our car and I have learned a lot about driving it. Keeping it on the track is key. You have to put yourself in a position to do well and stay there."

As for the future, he wouldn't mind trying out in Australia and may soon know something more about that, while he sees endurance racing is getting big worldwide.

"Sometimes it's hard coming from New Zealand in that you have to work harder to catch a break. If one comes, you have to take a risk and go with it."

But right now he has the top of two leader boards in mind – SuperTourers' and the one for sales at Giltrap Audi. ☺

Darren Risby, editor of Autofile, would like to thank BNT SuperTourers, and Simon Evans and his team, for their hospitality at Hampton Downs.



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Porsche | Isuzu | Subaru | Volvo | LVD | Honda | Ssangyong

Armstrong Motor Group and Armstrong Prestige
MARK NEROJ 027 431 9988 mark.neroj@ac.toyota.co.nz

www.armstrongmotorgroup.com

NEWS in brief

Support to change vehicle rules across Tasman

The Federal Chamber of Automotive Industries has backed the Australian government's move to cut red tape by bringing vehicle safety and design rules in line with international standards.

Chief executive Tony Weber says: "We welcome the announcement the government will – in co-operation with industry as well as state and territory agencies – apply UN vehicle regulations.

"We continue to work with it throughout the harmonisation process to bring Australian Design Rules [ADRs] in line. This will ensure Australians continue to have access to the latest safety technology."

The harmonisation of ADRs with international standards is one of the early results of the federal government's current review of the Motor Vehicle Standards Act, which – among other matters – limits what can be imported into the country.

Korean model takes out global car of year title

Kia has scooped International Car of the Year for the second year in a row with the Cadenza, pictured, securing the trophy at Detroit Motor Show.



The luxury model sits above the mid-to-large range Optima that won in 2013.

While the Optima is sold worldwide and has had a facelift in New Zealand, the Cadenza is only available in selected left-hand-drive markets.

However, Todd McDonald, general manager of Kia Motors NZ, says: "To be a consistent winner is an indication our products continue to offer a world-class balance of design, amenities and value for today's discerning buyers."

Meanwhile, Kia Motors and its dealership in the capital, Brendan Foot Kia, have teamed up to help create a temporary arena for the Wellington Phoenix.

The move will see a stadium created at Hutt Recreational Ground to host Phoenix A-League home matches from mid-February through to March while its central-city ground hosts the cricket world cup.

"We're excited to be part of this initiative to take A-League football to the community," says Matthew Foot, dealer principal of Brendan Foot Kia. Visit www.autofile.co.nz for more on this story.

People power helps preserve nameplate's future

Holden says customer feedback has driven its decision to retain the Commodore nameplate.

Peter Keley, executive director of sales, says it will be imported from General Motors' global operations from 2018.

Stefan Jacoby, GM's executive vice-president, adds: "I cannot reveal full details, but it will compare favourably or improve on the current Commodore's dynamic performance, acceleration, fuel economy, running costs and mass."

Civil action against finance company discontinued

Crown Asset Management has dropped its civil claim against ex-directors of South Canterbury Finance (SCF).

It says no other claims are outstanding, but has declined to say whether the agency has reached a settlement with the parties.

The Financial Markets Authority has also decided against pursuing claims against former SCF directors and officers because it says it cannot justify the costs of doing so. ⊕

Power in compact form



Audi's new RS 3 Sportback

Audi says the new RS 3 Sportback, the top model in its A3 series, packs the five-cylinder engine with most clout in RS history.

The turbocharged powerplant can create 270kW of power and 465Nm of torque.

It can make the 0-100kph dash in 4.3 seconds – 0.3 seconds faster than the previous model – while the five-door model can go onto a top speed of 280kph.

The award-winning 2.5-litre TFSI power plant consumes 8.1l/100km

with CO₂ emissions of 189g/km.

A dual-clutch seven-speed S tronic, which shifts faster than the previous model's transmission, directs power to the quattro permanent all-wheel-drive system that features torque vectoring based on intelligent software.

The RS 3 Sportback can be steered directly into corners and drivers can even perform controlled drifts on low-friction road surfaces.

Its chassis also sets standards – compared with the Audi A3

Sportback, the body is 25mm lower.

The pivot bearings of the front axle, progressive steering, RS-specific sport suspension and optional magnetic ride adaptive damper control are designed specifically for this model.

The marque can mount carbon-fibre ceramic brake discs behind the 19-inch wheels on the front axle on request, which is a first in the premium compact segment.

The black interior is accentuated with RS badges. The sport seats are covered in nappa leather with grey

stitching. Wrapped in leather and alcantara, the RS multi-function sport steering wheel is flattened at the bottom.

Driver information systems include a boost-pressure indicator, oil temperature gauge and lap timer.

The infotainment and driver-assistance systems from the A3 Series, including MMI navigation plus with MMI touch, are available without restriction in the new top model.

The RS 3 Sportback arrives at dealerships in mid-2015. ☺

Sensing lost traction

A limited edition of Kia's Sorento R has been launched in New Zealand.

The 2.2-litre all-wheel-drive (AWD) diesel SX boasts larger 19-inch alloys and a polished nudge bar, along with custom mats and interior features.

The price-tag of \$47,990 plus on-road costs represents a saving of more than \$10,000 on a similarly equipped model from the regular line-up.

Leather upholstery, reversing camera and sensors, rain-sensing wipers, touch-screen audio, dual-zone climate control, smart-cornering lights, front and rear fog lights, and daytime running

lights are all included in the SX.

"The SUV segment in New Zealand continues to expand," says Todd McDonald, general manager of Kia Motors NZ.

"We have taken the opportunity to offer this special edition to consumers looking for a premium vehicle at a competitive price."

All models in the Sorento range, including the SX, have three rows of seating for up to seven occupants to travel comfortably.

An intelligent six-speed automatic transmission is standard in all models and the SX's AWD system makes use of intelligent technology.

It senses loss of grip on slippery surfaces and directs increased drive to wheels with the most traction. ☺



The 2.2-litre Sorento SX

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Industry movers

NEIL LAY YEE has been appointed general manager of Jacanna Customs & Freight, responsible for running the business on a day-to-day basis.

He brings years of experience in the car import industry to the position.

Lay Yee specialised in vehicle shipping having worked with Kiwi Car Carriers for 12 years, most recently in the role of commercial manager.



GREG BARDSLEY has joined the team at Motorcentral as sales manager for the South Island.

He moves from his position as account manager for Heiwa Auto, which he held for the past two years. Prior to that, he worked for Nichibo Japan.

Bardsley is looking forward to combining his industry knowledge with smarter technology solutions to assist car dealers.



PETER METCALFE was recently appointed dealer principal of City Nissan Takapuna and West Auckland Nissan. He has been employed by Sime Darby since 2007.

BLAIR GOSFORD has been appointed national operations manager at Jacanna Customs & Freight. He has been working in the international freight industry for more than 12 years after starting off as a customs broker.

In recent years, Gosford has worked in different parts of the industry by managing cruise-line logistics, and oil and gas project freight forwarding.

He has travelled to parts of Asia to manage imports into New Zealand for a major project, which included multiple heavy-lift vessel charters.



MICHAEL DOSSOR, chairman of the Turners Group since 2003, has been appointed to the board of Dorchester Pacific as a non-independent director to represent Bartel Holdings.

Dossor, pictured, was involved with auction house before its listing and separation from Turners & Growers.

Antony Vriens has also joined the board as an independent director. He has been a director and chairman of Dorchester's insurance subsidiary, DPL Insurance, since 2012.

The appointments follow the retirement of Greg Peebles, who joined the board in 2011 while Dorchester was looking to stay afloat after financial troubles forced it into a moratorium.

"Greg's advice on credit and funding has been invaluable," says Dorchester chairman Grant Baker.



STUART McLEAN has joined the executive team at Trade Me Group after being chief revenue officer at Xero, a cloud-based accounting firm.

The disestablishment of his previous role comes after the software firm appointed Andrew Lark as chief marketing officer.

McLean worked for the company since May 2014 having previously been Google's head of enterprise for Australasia. He now heads up the Wellington-based auction site's general items marketplace.



NZ labour market report

SKILLED VACANCIES ADVERTISED online increased by 1.1 per cent at the end of last year to their highest level in about six years.

Statistics published by the Ministry of Business, Innovation and Employment also indicate they went up by 7.4 per cent in the 12 months to December with eight out of 10 regions posting annual rises.

Meanwhile, business confidence is buoyant with companies reluctant to hike up prices and respondents to a NZ Institute of Economic Research survey expecting to hire more staff in the coming quarter.

Canterbury-based skilled vacancies rose 0.3 per cent in December and 8.3 per cent annually. It had the country's highest measure partially due to demand in construction and engineering with such vacancies up by 16.8 per cent during 2014.

Those in Auckland edged up by 0.8 per cent for an annual gain of 20.3 per cent. The Bay of Plenty rose by 2.3 per cent for the biggest annual gain of 20.6 per cent. Wellington posted an annual drop of 4.3 per cent.

Nationally, skilled vacancies increased in most industry groups. Sales, retail, marketing and advertising rose by 0.2 per cent in December and by 6.1 per cent year-on-year, while construction and engineering rose by 0.6 per cent and 16.5 per cent respectively.

The need for workers increased across all occupation groups. Technicians and trade vacancies went up by 2.4 per cent in December for an annual gain of 3.5 per cent.

That included demand for safety inspectors increasing by 10 per cent, electricians by 33 per cent, and industrial, mechanical and production engineers by 20 per cent.

Professionals increased 0.9 per cent for a 6.4 per cent annual jump, while vacancies for managers went up by 0.9 per

cent for the month and eight per cent annually.

The fastest-growing category was call centre and customer service staff – up by 53 per cent in 2015. Finance manager vacancies rose by 19 per cent, and advertising and sales managers by 13 per cent.

According to ANZ, confidence is elevated despite a slight dip in December with 20 per cent of businesses expecting to hire more staff in 2015.

Its outlook survey continues to signal strong growth and low inflation with companies remaining "very optimistic" about their operations.

Pricing intentions and inflation expectations remain unchanged with 20 per cent predicting increases this year.

ANZ believes the Kiwi economy is well beyond recovery with the last recession being four years ago.

Real GDP has jumped by 10.8 per cent since then and unemployment has dropped by more than seven per cent to 5.4 per cent in two years. The nominal economy is about 20 per cent larger than four years ago.

However, the bank says one bad year for dairy prices is manageable, but two aren't, and it is sceptical global prices will rebound quickly.

It adds the housing market may be getting another second wind because of low interest rates, region-specific housing shortages and booming migration.

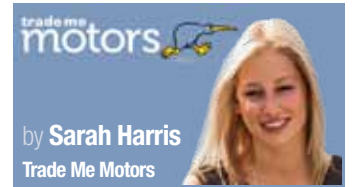
It's felt the main threats to economic expansion lie offshore. "Europe is a mess, Japan is stagnant, China is slowing and Australia is yet to find plan B" after mining's drop-off.

"A lot hinges on the US economy, but financial markets are threatening to wobble in response to a hard-commodity crash."

Overall, ANZ predicts New Zealand is well-placed to ride out any storms that may arise. ☺

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

Trading smiles and motors



Generally, we like to have a little insight into the businesses we deal with, so last month we introduced the bright smiles of our sales and customer support team.

We also promised to keep you up to date with our people – both centre stage, and behind the scenes here at Trade Me Motors.

This month we invite you to learn a little about Darren Wiltshire – head of motors – and also his direct reports. So without further ado, let's meet them.

DARREN WILTSHIRE

HEAD OF MOTORS

Where are you from?

I was born in Wellington, grew up in Levin and spent 11 years in London.

How long have you worked at Trade Me?

For about three-and-a-half years.

What is your dream car? Porsche's 911 Turbo.

What do you like most about the industry?

I love cars, bikes and planes, and working in an industry in which others are passionate about these things is what I love the most.

What do you like most about your job? My team.



NATALIE BECKHAM

DEALER SUPPORT MANAGER

Where are you from?

I grew up in the Western Bay of Plenty and now reside in the Wairarapa.

How long have you worked at Trade Me?

Just under eight years.

What is your dream car? I can never narrow it down to one. My passion is anything pre-1980s though, with a particular soft spot for Mazdas.

What do you like most about the industry?

It's full of passionate people with the ability to evolve with and keep up with the ever-changing market.

What do you like most about your job?

The satisfaction of helping users get the exposure they need to stand out from the crowd.



CHRIS KNIGHT

GENERAL MANAGER,
MOTORWEB

Where are you from?

Auckland.

How long have you worked at MotorWeb and Trade Me?

I was one of MotorWeb's founding directors and was there for 13 years. I have been with Trade Me for one year.

What is your dream car? Aston Martin's DB10.

What do you like most about the industry?

The fact that it's ever-changing.

What do you like most about your job?

The sense of achievement from building cool products that help people.



MAC PASSMORE

SALES MANAGER

Where are you from?

Central Otago.

How long have you worked at Trade Me?

I originally started in early 2011 with Treat Me and have been in the motors team since the start of 2014.

What is your dream car? There are too many to list.

What do you like most about the industry? Cars.

What do you like most about your job?

When we get to see the positive impact we can have on someone's business.



SARAH HARRIS

MARKETING MANAGER

Where are you from?

I was born in Wellington, raised in Kerikeri and have been living in Auckland for the past 11 years.

What's your favourite car? My current flavour of the month would have to be Audi's R8 PD-GT850 in chrome with matte-black trim.

How long have you worked at Trade Me?

Fifteen months, two of which have been in the motors vertical.

What do you like most about the industry?

Seeing the newly released vehicles come to market, how they are evolving and the



inevitable upgrade of technology specifications within them.

What do you like most about your role?

The creative aspects, working with great people and seeing ideas come to fruition.

CHARLENE FRASER

ACCOUNTS RECEIVABLE

Where are you from?

I hail from the Emerald Isle.

How long have you worked at Trade Me?

Coming up to four years in March.

What is your dream car? I can't really think of any. But if I was back home in Ireland, I would

have a Range Rover Vogue because you would need it for the roads there.

What do you like most about your job?

That not one day is ever the same.



MIKE BERRY

DELIVERY MANAGER

Where are you from? Napier in the beautiful Hawke's Bay.

How long have you worked at Trade Me?

It's coming up to one-and-a-half years.

What is your dream car? Subaru's Legacy, but don't tell my product manager.

What do you like most about your job? Working with and learning from our amazing tech teams.



STEPHANIE WELCH

PRODUCT MANAGER

Where are you from?

Wellington.

How long have you worked at Trade Me?

Almost nine years.

What is your dream car? Maserati's GranTurismo.

What do you like most about the industry?

It's an industry where people are passionate about what they do. That makes it enjoyable to be a part of.

What do you like most about your job?

It's an opportunity to make things better – to make people's lives easier and give them time to focus on what's important to them.



<p>JANUARY statistics</p>	<p>Most popular car makes searched*</p> <ol style="list-style-type: none"> 1 Toyota 2 Nissan 3 Ford 4 BMW 5 Mercedes-Benz 	<p>Most popular car models searched*</p> <ol style="list-style-type: none"> 1 Hilux 2 Falcon 3 Corolla 4 Commodore 5 Golf 	<p>Most popular body styles searched*</p> <ol style="list-style-type: none"> 1 RV/SUV 2 Sedan 3 Convertible 4 Coupe 5 Hatchback 	<p>Most popular makes of motorbike searched*</p> <ol style="list-style-type: none"> 1 Honda 2 Harley-Davidson 3 Suzuki 4 Yamaha 5 Kawasaki 	<p>A 1972 Pontiac GTO 455 HO has been listed for \$55,000. The red coupe has a 7,500cc V8 engine with automatic transmission and power steering. The seller says: "This car is in good, original condition. If you want a classic, hot rod or custom, this could be an option."</p>
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*In January on Trade Me Motors

Adjudicator rules missing intercooler probably had little effect on durability

Background

Sebastian Kramer bought a 1999 Nissan Terrano from Hutt Valley Wholesalers for \$6,500 on July 5, 2013.

He rejected it under the CGA because it hadn't been supplied with an intercooler. He sought a refund and repair costs.

The trader denied the buyer was entitled to reject the car, said the missing part didn't cause engine failure and was willing to supply one.

The case

The car had travelled 234,200km when sold to Kramer, who returned it one month later because it had a faulty airflow meter, which the dealer repaired at its cost.

In early January 2014, the engine blew up on a trip from Turangi to Wellington when its odometer was on about 243,000km.

He had the vehicle towed back to the capital and repaired by Diesel Tech with the trader contributing \$2,000.

When Kramer collected it on February 21, he was advised the turbocharger was noisy, had suffered damage and should be replaced. He paid \$1,661 for a second-hand unit and its fitting.

On March 24, the turbocharger failed. Kramer bought another second-hand one for \$694 from Nissan King PartsWorld and paid Diesel Tech \$400 to fit it. The replacement failed on August 24 when the odometer was on 250,195km.

Kramer took the car to Diesel & Turbo Wellington, which reported the boost was 24psi – higher than the manufacturer's 16psi maximum.

It also noticed the intercooler was missing from the engine. Its invoice advised Kramer one was

needed to reduce air temperature to the engine and a catch should be fitted to stop oil getting into the airflow meter.

Kramer formed the view the missing intercooler could have caused January's engine damage and three turbo units to fail.

He approached the trader's director, Mr A Gawn, who offered to install an intercooler at the dealer's expense.

But Kramer decided to reject the car on September 4 claiming it had a serious fault, namely no intercooler.

He produced an email from Steve Bavin, of Nissan NZ's after-sales department.

It stated: "We could not be certain of the long-term effects of running your vehicle without an intercooler as this hasn't been tested on the Terrano.

"The expected result is higher intake air temperature, reduced air density and higher combustion temperature. We would not recommend removing the intercooler as the combustion process will be affected."

Kramer acknowledged the absence of an intercooler didn't impact on the turbochargers' reliability or played a part in their failures.

Gawn agreed Kramer's account of events was correct. He said the dealer didn't contribute towards the cost of replacing the turbocharger in February because it didn't know Kramer needed to do so.

Gawn was asked on about August 24 whether an intercooler was fitted and was unable to recall if one was, but offered to replace it in late August.

He thought Diesel Tech might have been at fault in repairing

the engine without fitting an intercooler.

As a result, Diesel Tech had Auto Assess prepare a report and provide expert opinion to see if the suspected failure was as a result of the car being operated without a factory-fitted original equipment intercooler.

Auto Assess' report referred to a statement attributed to Michael Studwick, of Armstrong Nissan Lower Hutt, who suggested that "not having an intercooler could have a negative effect on the engine's performance and durability".

The report concluded it was impossible to confirm if a fault with the turbocharger was present without dismantling it.

"Although the intercooler is missing from the vehicle, it's unlikely engine damage or turbo damage would occur," the report stated.

"This is because an intercooler's specific purpose is to cool air entering the combustion chamber increasing volumetric efficiency.

"The only fact we can be certain of is a vehicle that's turbocharged will suffer some loss of performance because of the ambient air that could be introduced into the combustion chamber compared to the amount after cooling.

"Irrespective of the missing intercooler, the turbo isn't likely to suffer any damage as a result.

"It's more likely that if failure has occurred to the turbocharger, this would be a result of wear that might have been compounded by the replacement turbo being a used component.

"Many older vehicles don't have OEM intercoolers fitted and are no more likely to fail than one fitted with an intercooler."

The case: The owner of a turbocharged Nissan Terrano rejected it because it was supplied without an intercooler, but the dealer insisted this wasn't the cause of engine failure.

The decision: The tribunal ruled the missing part probably had no appreciable effect on the vehicle's performance and the purchaser failed to prove otherwise. This meant it complied with acceptable quality rules in the Consumer Guarantees Act (CGA).

At: The Motor Vehicle Disputes Tribunal, Wellington.

The finding

The tribunal considered the Terrano was a 14-year-old Japanese import with 234,200km on its odometer when sold for \$6,500.

It was described as "an old, well-travelled, cheap diesel four-wheel-drive with an unknown service history when the purchaser bought it".

Kramer travelled about 9,000km in it over six months before the engine blew up in January 2014.

He replaced the turbocharger with cheap second-hand ones and travelled 7,000km more in the vehicle over seven months from February to August 2014.

The tribunal considered a reasonable consumer buying such an old, high-mileage and cheap car couldn't expect a great deal of it.

It noted Bavin, of Nissan NZ, was unable to say what the long-term effects of running it without an intercooler would be, while Auto Assess said the engine wouldn't have been likely to suffer any damage as a result of not having one.

The conclusion was the missing part probably had no appreciable effect on the car's durability and Kramer didn't prove otherwise.

Order

The buyer's application was dismissed because the car complied with the CGA. ⊕



FROM THE RISING SUN TO THE LONG WHITE CLOUD

The history of used car importing to New Zealand

Trader could have prevented buyer's loss by carrying out register search

Background

I Trading Ltd sold a 1995 Toyota Land Cruiser to Rex O'Kane sight unseen on February 6, 2013.

It was repossessed by Geneva Finance in July 2013 because of an undisclosed security it held over the vehicle, which had been registered in May 2012.

O'Kane said this breached the guarantee as to title in section five of the Consumer Guarantees Act (CGA), and sought a refund and costs.

The dealer believed the security interest was placed on the car by a third party acting fraudulently.

The trader argued it was unaware it was subject to this when it sold the car, so it shouldn't be required to pay a refund.

Section five of the CGA states when goods are sold they must be free from undisclosed security.

The consumer has the right to undisturbed possession except when varied by a term of supply. This is also the case when a security, or agreement term, in respect of which the consumer has received:

- ▶ Oral advice – acknowledged in writing – as to the way in which the buyer's right to undisturbed possession may be affected is sufficient to enable a reasonable person to understand the nature and effect of the variation.
- ▶ A written copy of the agreement for supply or security provides for this.

An undisclosed security is neither disclosed in writing before agreeing to the supply, nor created by or with the express consent of the consumer.

The case

This application was transferred to the Motor Vehicle Disputes Tribunal by the Disputes Tribunal on February 4, 2014.

The parties agreed facts were accurately recorded in the Disputes Tribunal's order and the adjudicator read these out.

They were as follows: "At the time of selling the Toyota Land Cruiser in February 2013, I Trading was a licensed trader.

"The vehicle was purchased for \$10,000. In July 2013, O'Kane was contacted by Geneva Finance saying the vehicle was registered on the Personal Property Securities Register [PPSR] and an agent would collect it.

"It was repossessed soon afterwards and O'Kane claims a refund of the purchase price plus costs.

"I Trading believed that – while under its ownership and possession – A1 Cars [now struck off] registered the vehicle under its name, transferred ownership to a private owner on the same day and a security interest under the PPSR was lodged.

"I Trading believes it is innocent and sold the vehicle understanding it held good title."

O'Kane gave evidence he had bought the car in good faith and the registered trader was liable to issue a refund under section five of the CGA.

Mr N Gu, director for the dealer, said it had no knowledge of the security to Geneva Finance when it sold the vehicle.

He said the trader checked for security interests when it bought it from Turners Auctions in November 2011 and was sure when it sold

it to O'Kane there were no undisclosed securities.

Gu said the trader didn't do a further search for any undisclosed securities before it sold the car and said it was in a Brothers Motors workshop for much of the time it owned it.

When asked by the adjudicator – who had the warrant of fitness for the vehicle issued on February 7, 2013, before it was sold to O'Kane – Gu thought it had been issued by Brothers Motors.

He said the reason the trader didn't consider it should be liable was because the security was placed on the car after it had been unlawfully transferred out of the trader's name into that of A1 Cars on May 4, 2012, and by a fraudulent act of a Mr Sinha, who obtained finance three days later without owning the vehicle.

Gu believed the security interest should be reversed and Geneva Finance should have contacted the dealer before repossessing the vehicle.

The finding

The tribunal accepted the dealer was probably as much a victim of third-party fraud as O'Kane.

However, it considered the CGA's guarantees as to title were unambiguous and placed responsibility on the supplier to ensure it had the right to sell goods, that they were sold free of undisclosed security, and the consumer had the right to undisturbed possession except when goods were hired or leased.

The trader could have prevented O'Kane's loss by doing a PPSR search before it sold the car, but didn't. The tribunal considered

The case: The buyer claimed a refund and losses after his vehicle was repossessed by Geneva Finance because an undisclosed security was held over it. The dealer argued it was unaware of this.

The decision: The tribunal ruled the consumer had the right to undisturbed possession of the car, even though it accepted the trader was probably as much a victim of fraud as the purchaser was in this matter.

At: The Motor Vehicle Disputes Tribunal, Auckland.

his damages were equivalent to the \$10,000 he paid for the vehicle.

At the end of the hearing, O'Kane produced invoices for any costs he wanted to claim as consequential losses that were reasonably foreseeable as liable to result from the trader's failure to comply with the guarantee as to title.

O'Kane submitted seven invoices paid by him to Coast to Coast Investigations, a firm of private investigators in Alexandra that appeared to have been assisting him by writing letters. These totalled \$3,579.

After examining each invoice, the tribunal ruled only one paid by O'Kane might reasonably be considered as meeting the requirements of section 18(4) of the CGA for reimbursement by the dealer. This was \$200 plus GST for tracing the defendant.

All the other invoices were for items such as lawyers' admin and time, court filing fees and mileage.

It was ruled none appeared to be reasonably foreseeable as likely to have occurred from a failure in the guarantee as to title and none were supported by invoices from lawyers providing advice.

Order

The trader had to immediately pay the buyer \$10,230. ☺

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Total New Cars
9,010
2014: 8,293 ▲ 8.6%

Total Used Imported Cars
11,791
2014: 9,470 ▲ 24.5%

Whangarei
NEW: 137 2014: 147 ▼ 6.8%
USED: 242 2014: 218 ▲ 11.0%

Auckland
NEW: 4,828 2014: 4,103 ▲ 17.7%
USED: 5,727 2014: 4,567 ▲ 25.4%

Hamilton
NEW: 595 2014: 565 ▲ 5.3%
USED: 814 2014: 655 ▲ 24.3%

New Plymouth
NEW: 154 2014: 153 ▲ 0.7%
USED: 211 2014: 173 ▲ 22.0%

Wanganui
NEW: 72 2014: 56 ▲ 28.6%
USED: 72 2014: 58 ▲ 24.1%

Palmerston North
NEW: 212 2014: 250 ▼ 15.2%
USED: 306 2014: 266 ▲ 15.0%

Nelson
NEW: 90 2014: 96 ▼ 6.3%
USED: 223 2014: 168 ▲ 32.7%

Westport
NEW: 0 2014: 3 ▼ 300.0%
USED: 8 2014: 9 ▼ 11.1%

Greymouth
NEW: 18 2014: 24 ▼ 25.0%
USED: 42 2014: 39 ▲ 7.7%

Thames
NEW: 54 2014: 53 ▲ 1.9%
USED: 78 2014: 56 ▲ 39.3%

Tauranga
NEW: 286 2014: 300 ▼ 4.7%
USED: 522 2014: 357 ▲ 46.2%

Rotorua
NEW: 77 2014: 106 ▼ 27.4%
USED: 116 2014: 95 ▲ 22.1%

Gisborne
NEW: 21 2014: 35 ▼ 40.0%
USED: 66 2014: 42 ▲ 57.1%

Napier
NEW: 205 2014: 208 ▼ 1.4%
USED: 239 2014: 170 ▲ 40.6%

Masterton
NEW: 52 2014: 44 ▲ 18.2%
USED: 50 2014: 57 ▼ 12.3%

Wellington
NEW: 693 2014: 678 ▲ 2.2%
USED: 899 2014: 746 ▲ 20.5%

Blenheim
NEW: 51 2014: 61 ▼ 16.4%
USED: 66 2014: 45 ▲ 46.7%

Christchurch
NEW: 1,082 2014: 1,007 ▲ 7.4%
USED: 1,535 2014: 1,282 ▲ 19.7%

Timaru
NEW: 62 2014: 68 ▼ 8.8%
USED: 101 2014: 88 ▲ 14.8%

Oamaru
NEW: 23 2014: 16 ▲ 43.8%
USED: 26 2014: 22 ▲ 18.2%

Dunedin
NEW: 198 2014: 215 ▼ 7.9%
USED: 331 2014: 249 ▲ 32.9%

Invercargill
NEW: 100 2014: 105 ▼ 4.8%
USED: 117 2014: 108 ▲ 8.3%



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Nagoya	2 Feb	16 Feb	5 Mar	18 Mar
Yokohama	3 Feb	17 Feb	6 Mar	19 Mar
Auckland	18 Feb	6 Mar	22 Mar	6 Apr
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Imported Passenger Vehicle Sales by Make - January 2015

MAKE	JAN '15	JAN '14	+/- %	JAN '15 MKT SHARE	2015 TOTAL	2015 MKT SHARE
Toyota	2,648	2,206	20.0	22.5%	2,648	22.5%
Nissan	2,012	1,779	13.1	17.1%	2,012	17.1%
Mazda	1,992	1,655	20.4	16.9%	1,992	16.9%
Honda	1,160	920	26.1	9.8%	1,160	9.8%
Suzuki	775	549	41.2	6.6%	775	6.6%
Subaru	618	425	45.4	5.2%	618	5.2%
Mitsubishi	511	363	40.8	4.3%	511	4.3%
BMW	472	328	43.9	4.0%	472	4.0%
Volkswagen	420	311	35.0	3.6%	420	3.6%
Mercedes-Benz	229	155	47.7	1.9%	229	1.9%
Audi	220	208	5.8	1.9%	220	1.9%
Ford	173	139	24.5	1.5%	173	1.5%
Volvo	68	53	28.3	0.6%	68	0.6%
Chevrolet	60	54	11.1	0.5%	60	0.5%
Hyundai	59	16	268.8	0.5%	59	0.5%
Jaguar	47	55	-14.5	0.4%	47	0.4%
Mini	46	32	43.8	0.4%	46	0.4%
Land Rover	43	20	115.0	0.4%	43	0.4%
Holden	32	23	39.1	0.3%	32	0.3%
Lexus	26	34	-23.5	0.2%	26	0.2%
Peugeot	24	6	300.0	0.2%	24	0.2%
Porsche	23	16	43.8	0.2%	23	0.2%
Dodge	22	5	340.0	0.2%	22	0.2%
Daihatsu	20	0	2000.0	0.2%	20	0.2%
Chrysler	9	4	125.0	0.1%	9	0.1%
Pontiac	9	4	125.0	0.1%	9	0.1%
Fiat	7	4	75.0	0.1%	7	0.1%
Kia	7	1	600.0	0.1%	7	0.1%
Renault	7	4	75.0	0.1%	7	0.1%
Citroen	6	3	100.0	0.1%	6	0.1%
Bentley	5	5	0.0	0.0%	5	0.0%
Cadillac	4	3	33.3	0.0%	4	0.0%
Jeep	4	8	-50.0	0.0%	4	0.0%
Aston Martin	3	2	50.0	0.0%	3	0.0%
Skoda	3	2	50.0	0.0%	3	0.0%
Others	27	78	-65.4	0.2%	27	0.2%
Total	11,791	9,470	24.5	100.0%	11,791	100.0%

Imported Passenger Vehicle Sales by Model - January 2015

MAKE	MODEL	JAN '15	JAN '14	+/- %	JAN '15 MKT SHARE	2015 TOTAL	2015 MKT SHARE
Suzuki	Swift	672	449	49.7	5.7%	672	5.7%
Mazda	Axela	559	442	26.5	4.7%	559	4.7%
Mazda	Demio	505	412	22.6	4.3%	505	4.3%
Nissan	Tiida	487	510	-4.5	4.1%	487	4.1%
Honda	Fit	398	312	27.6	3.4%	398	3.4%
Subaru	Legacy	351	252	39.3	3.0%	351	3.0%
Mazda	Atenza	315	233	35.2	2.7%	315	2.7%
Toyota	Vitz	287	209	37.3	2.4%	287	2.4%
Mitsubishi	Outlander	272	120	126.7	2.3%	272	2.3%
Toyota	Wish	242	250	-3.2	2.1%	242	2.1%
Volkswagen	Golf	239	189	26.5	2.0%	239	2.0%
Mazda	MPV	208	227	-8.4	1.8%	208	1.8%
Toyota	Corolla	204	254	-19.7	1.7%	204	1.7%
Toyota	Estima	192	138	39.1	1.6%	192	1.6%
Honda	Odyssey	187	131	42.7	1.6%	187	1.6%
Mazda	Premacy	173	110	57.3	1.5%	173	1.5%
Nissan	Dualis	172	41	319.5	1.5%	172	1.5%
Nissan	Bluebird	151	142	6.3	1.3%	151	1.3%
Nissan	Note	143	151	-5.3	1.2%	143	1.2%
Nissan	Skyline	140	66	112.1	1.2%	140	1.2%
Toyota	Blade	138	68	102.9	1.2%	138	1.2%
Toyota	Auris	127	132	-3.8	1.1%	127	1.1%
Nissan	Murano	125	90	38.9	1.1%	125	1.1%
Honda	Accord	115	117	-1.7	1.0%	115	1.0%
Subaru	Impreza	114	59	93.2	1.0%	114	1.0%
Nissan	March	111	163	-31.9	0.9%	111	0.9%
Toyota	Avensis	109	95	14.7	0.9%	109	0.9%
Toyota	Ist	102	142	-28.2	0.9%	102	0.9%
BMW	320i	99	75	32.0	0.8%	99	0.8%
Honda	CR-V	99	49	102.0	0.8%	99	0.8%
Toyota	Mark X	99	59	67.8	0.8%	99	0.8%
Nissan	Teana	97	111	-12.6	0.8%	97	0.8%
Nissan	Wingroad	94	62	51.6	0.8%	94	0.8%
Toyota	RAV4	92	73	26.0	0.8%	92	0.8%
Toyota	Prius	91	42	116.7	0.8%	91	0.8%
Others		4,282	3,495	22.5	36.3%	4,282	36.3%
Total		11,791	9,470	24.5	100.0%	11,791	100.0%

Dealers report brisk business

Sales of used imported passenger vehicles last month notched up a 24.5 per cent when compared to January 2014.

Registrations in January came in 11,791 compared to 9,470 in the same month of last year.

Toyota was the top marque on 2,648 units. It was followed by Nissan on 2,012 and Mazda on 1,992, while Suzuki's Swift was the best-selling model on 672.

Dave Elley, of Suncoast Autos in Motueka, believes the used car market is quite strong at the moment.

"It's a seller's market and it's not at such a stage when buyers can walk out with a 40 per cent discount," he told Autofile.

He describes the market as "incredibly strong" in the lead-up to Christmas, while holidaymakers helping helped to boost sales since then.

"Being in Motueka means our overheads are low and it helps us be a bit more competitive," says Elley. "We do most of our homework by looking at pricing in the bigger cities and when you look outside the square you can be competitive."

He only started advertising on Trade Me about four months ago and has already boosted his sales by 10 units a month. "We got a good deal to list 15 cars a month and can change them anytime."

Before that, he was concentrating on Sell Buy Swap, which is a weekly trading paper, and "the local rags".

Elley says being in a small town and "having a good name that

has been in the community for 15 years" makes it reasonably easy to get the right stock mix.

As for finance and insurance, the business attracts a lot of tourists looking for cars between \$2,000 and \$4,000.

Grant Williamson, director of X Factor Cars in Invercargill, says: "After the drop in the Fonterra pay-out, we experienced some growth in sales because a lot of our clients are dairy-based.

"They were perhaps leaning towards a new car, truck or ute but

larger vehicles, he told Autofile.

"They also have good resale values compared to used imports, which basically have none," adds Williamson.

"We don't just rely on the Invercargill or Southland market. We are a New Zealand-wide dealership and 50 per cent of the vehicles we sell go outside of Invercargill."

Martin Dunn, sales manager of United Autos in Warkworth, says: "We had a pretty busy December and January was above average.

finance from somewhere else.

"Commercial vehicles are still hard to buy from Japan, but when you have got them they are very easy to sell."

Rod Milner, of Rod Milner Motors in Greenlane, Auckland, described last year as pretty similar to 2013, "no better, no worse".

He recalls: "The month prior to the election was the worst month we had all year – it was a shocker," he recalls.

"There were also the soccer world cup and Commonwealth Games going on, as well as a huge amount of rain.

"It amounted to the perfect storm, but apart from that every other month was reasonable."

Milner predicts the car market in Auckland will expand because there's so much growth going on around the city.

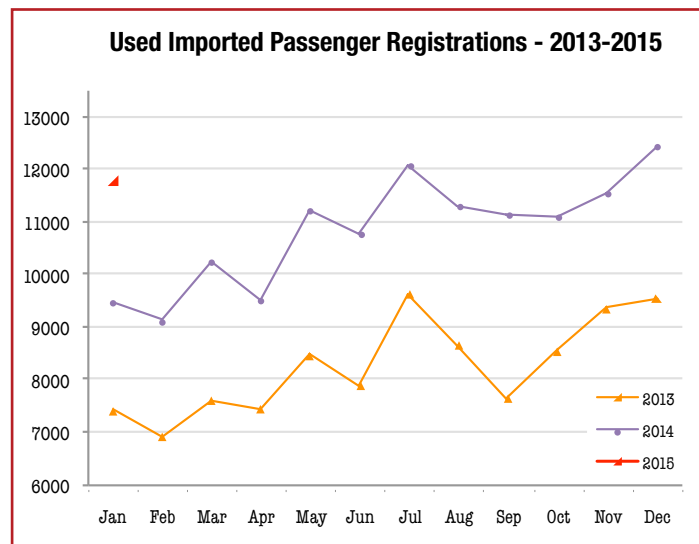
"I don't think the dairy pay-out will drop as much as is being forecasted, and there is still wool, kiwifruit and other exports, which continue to grow," he says.

"I have a feeling our market is different, and people are continuing to spend and the jobless rates are coming down."

Milner believes the biggest problem is that people can operate out of their backyards.

"It's still very hard to make a dollar when others are making \$100 margins – it's getting more and more difficult.

"Our prices are not going down and the strength of the New Zealand dollar increase allowed us to buy better vehicles. If that drops or goes the other way, we won't buy stock that is as good." ☺



then became a bit more cautious and started looking at good-quality second-hand vehicles.

"We source all our stock New Zealand-new and our market is a niche one focusing on large cars, commercials, American vehicles and V8s."

Factors such as the significant drop in petrol prices, increase in safety system and the fuel economy of modern V8s engines have been driving clients to

"The key for us is having good quality stock instead of going for the cheapest prices.

"A typical example is a woman who came in. She had seen a lot of Volkswagen Golf station wagons before visiting and many of them were cheaper, but it was the quality of the vehicle she was interested in.

"Nine out of 10 of our customers have already got the money and some will be pre-approved for

Ramp inspection before shipping

New Passenger Vehicle Sales by Make - January 2015

MAKE	JAN '15	JAN '14	+/- %	JAN '15 MKT SHARE	2015 TOTAL	2015 MKT SHARE
Toyota	1,941	1,467	32.3	21.5%	1,941	21.5%
Holden	1,280	853	50.1	14.2%	1,280	14.2%
Hyundai	746	665	12.2	8.3%	746	8.3%
Mazda	722	521	38.6	8.0%	722	8.0%
Nissan	528	444	18.9	5.9%	528	5.9%
Ford	502	827	-39.3	5.6%	502	5.6%
Mitsubishi	469	353	32.9	5.2%	469	5.2%
Honda	356	360	-1.1	4.0%	356	4.0%
Volkswagen	343	414	-17.1	3.8%	343	3.8%
Suzuki	337	527	-36.1	3.7%	337	3.7%
Kia	198	243	-18.5	2.2%	198	2.2%
Mercedes-Benz	191	200	-4.5	2.1%	191	2.1%
BMW	149	195	-23.6	1.7%	149	1.7%
Audi	148	180	-17.8	1.6%	148	1.6%
Land Rover	123	92	33.7	1.4%	123	1.4%
Subaru	116	158	-26.6	1.3%	116	1.3%
Jeep	109	96	13.5	1.2%	109	1.2%
Peugeot	101	100	1.0	1.1%	101	1.1%
Skoda	89	75	18.7	1.0%	89	1.0%
SsangYong	87	78	11.5	1.0%	87	1.0%
Porsche	74	44	68.2	0.8%	74	0.8%
Mini	64	63	1.6	0.7%	64	0.7%
Lexus	52	40	30.0	0.6%	52	0.6%
Fiat	40	33	21.2	0.4%	40	0.4%
Citroen	36	50	-28.0	0.4%	36	0.4%
Volvo	36	45	-20.0	0.4%	36	0.4%
Dodge	31	44	-29.5	0.3%	31	0.3%
Jaguar	23	13	76.9	0.3%	23	0.3%
Renault	20	2	900.0	0.2%	20	0.2%
Chery	14	19	-26.3	0.2%	14	0.2%
Alfa Romeo	12	27	-55.6	0.1%	12	0.1%
Isuzu	10	0	1000.0	0.1%	10	0.1%
Aston Martin	8	7	14.3	0.1%	8	0.1%
Maserati	8	5	60.0	0.1%	8	0.1%
Mahindra	7	6	16.7	0.1%	7	0.1%
Others	40	47	-14.9	0.4%	40	0.4%
Total	9,010	8,293	8.6	100.0%	9,010	100.0%

New Passenger Vehicle Sales by Model - January 2015

MAKE	MODEL	JAN '15	JAN '14	+/- %	JAN '15 MKT SHARE	2015 TOTAL	2015 MKT SHARE
Toyota	Corolla	792	722	9.7	8.8%	792	8.8%
Holden	Commodore	445	200	122.5	4.9%	445	4.9%
Toyota	RAV4	436	182	139.6	4.8%	436	4.8%
Toyota	Yaris	308	226	36.3	3.4%	308	3.4%
Mazda	Mazda3	305	138	121.0	3.4%	305	3.4%
Holden	Cruze	288	157	83.4	3.2%	288	3.2%
Hyundai	ix35	230	126	82.5	2.6%	230	2.6%
Honda	Jazz	221	86	157.0	2.5%	221	2.5%
Nissan	Qashqai	196	176	11.4	2.2%	196	2.2%
Nissan	X-Trail	182	70	160.0	2.0%	182	2.0%
Mazda	CX-5	176	214	-17.8	2.0%	176	2.0%
Mazda	Mazda2	172	70	145.7	1.9%	172	1.9%
Hyundai	Santa Fe	169	133	27.1	1.9%	169	1.9%
Mitsubishi	ASX	168	29	479.3	1.9%	168	1.9%
Toyota	Highlander	165	98	68.4	1.8%	165	1.8%
Ford	Kuga	162	133	21.8	1.8%	162	1.8%
Suzuki	Swift	157	261	-39.8	1.7%	157	1.7%
Holden	Captiva	156	149	4.7	1.7%	156	1.7%
Holden	Trax	132	61	116.4	1.5%	132	1.5%
Volkswagen	Golf	122	239	-49.0	1.4%	122	1.4%
Holden	Barina	117	103	13.6	1.3%	117	1.3%
Mitsubishi	Outlander	115	73	57.5	1.3%	115	1.3%
Mitsubishi	Lancer	109	189	-42.3	1.2%	109	1.2%
Hyundai	i20	98	118	-16.9	1.1%	98	1.1%
Hyundai	i30	91	158	-42.4	1.0%	91	1.0%
Holden	Malibu	89	24	270.8	1.0%	89	1.0%
Honda	CR-V	88	84	4.8	1.0%	88	1.0%
Toyota	Camry	86	90	-4.4	1.0%	86	1.0%
Ford	Falcon	84	116	-27.6	0.9%	84	0.9%
Volkswagen	Tiguan	73	70	4.3	0.8%	73	0.8%
Suzuki	SX4 S-Cross	68	98	-30.6	0.8%	68	0.8%
Ford	Focus	66	301	-78.1	0.7%	66	0.7%
Ford	Territory	61	116	-47.4	0.7%	61	0.7%
Kia	Sportage	60	57	5.3	0.7%	60	0.7%
Ford	Mondeo	57	77	-26.0	0.6%	57	0.6%
Others		2,766	3,149	-12.2	30.7%	2,766	30.7%
Total		9,010	8,293	8.6	100.0%	9,010	100.0%

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Record start for registrations

The new year got off to a great start with sales of new passenger vehicles setting a record.

There were 9,010 cars registered last month to make it the best January ever.

Car sales were 8.6 per cent ahead of January 2014, with Toyota topping the ladder with a 21.5 per cent market share on 1,941 units. The Japanese marque was followed by Holden on 1,280 with Hyundai third on 746.

The Corolla was January's top model on 792 units and was boosted by 582 rental car sales. It was followed by Holden's Commodore on 445 and Toyota's RAV4 on 436.

Jeremy Spicer, dealer principal of Manukau Nissan in South Auckland, says: "We had some ideas in place on where we would be in terms of volume and have exceeded them.

"We are lucky that we're in a growing part of Auckland and Nissan has fantastic product. Most customers are first-time new vehicle buyers."

Building a client base as a new dealership is being achieved through marketing and word of mouth.

"We've been aggressive with marketing and doing stuff outside the dealership, such as displays in malls and other places in our primary market area. It's about getting the product out there as much as possible.

"Our workshop came on track a bit later than the showroom, and we offered \$199 services to get people back to the dealership, while fleet buyers are moving away from mid-size sedans."

Spicer told Autofile it is becoming more difficult to attract good new car salespeople because they are reluctant to change brands or locations where they already have established databases.

"The new wave of people embraces professionalism and they understand long-term relationships.

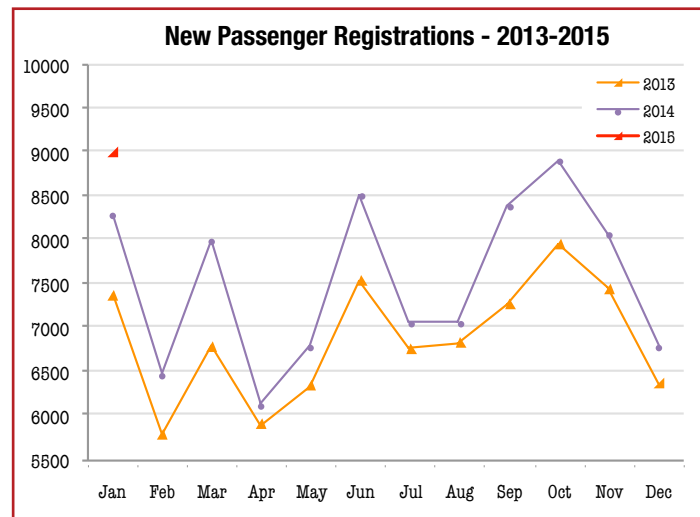
"Even though it has been difficult bringing in experienced people, we have found we can bring on more of a trainee and mould that person in our own ways of doing business."

and Captiva packages, which feature 20-inch alloys, tinted windows and blacked-out chrome detailing.

"Holden is sending the message that it's here for the long term despite local production ending in Australia," says Innes. "It has been here for 60 years and here's to 60 more.

"We have seen growth in finance and insurance, but to be fair it's related to the growth in car volumes.

"I believe dairy will be a problem in Tauranga, but despite this the city is growing with many businesses moving here.



Craig Innes, dealer principal of Ebbett Tauranga, says: "Last year was a good one from a Holden point of view because we are the number-one marque in our area.

"The Colorado did really well in our market, we've seen a big improvement in Barina sales on the back its RS, and a lot more people are customising their vehicles, which is cool."

For example, the dealership has been offering Black Series Colorado

"We didn't get as much holiday traffic as what I thought, but December was our best month. The deals were so good people didn't wait until 2015 to register their vehicles."

Michael Meyer, dealer principal of Autohaus Rotorua, which holds franchises for Ford and Mazda, says: "The second half of last year was good, but it was a minimal increase and not the big increases seen in larger centres.

"The Mazda3 has been a standout for us and that was before it won NZ Car of the Year. We have seen massive growth for Ford and Mazda.

"There's no common denominator with finance at the moment. People are paying cash, putting vehicle purchases on their mortgages and taking up finance with us."

Richard Murrell, dealer principal of Southland Vehicle Sales in Invercargill, says: "In 1988, a Toyota Corolla was retailing for \$32,000 and you can buy the same thing new today for a very similar price.

"I can't think of another commodity that's of similar dollar value as it was so long ago – new cars are incredibly good value for money.

"New Zealand's one big market now and you don't pay a premium in Southland.

"It was a funny December because it was pretty average weather-wise. Then it was beautiful before Christmas and over the new year with sales picking up during the latter half of January."

Holland's Suzuki Cars in Christchurch is one of many dealerships across the country to report consistent trade.

"Sales have been strong for hatchbacks and SUVs because that's where the market is sitting at the moment," says sales manager Warwick MacLachlan. "I don't see any indications why this year won't be the same.

"There was a period of uncertainty with people in Christchurch holding onto their money with house repairs going on, but they are certainly freeing up on their other spending now." ☺

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Ranger outsells the Hilux again

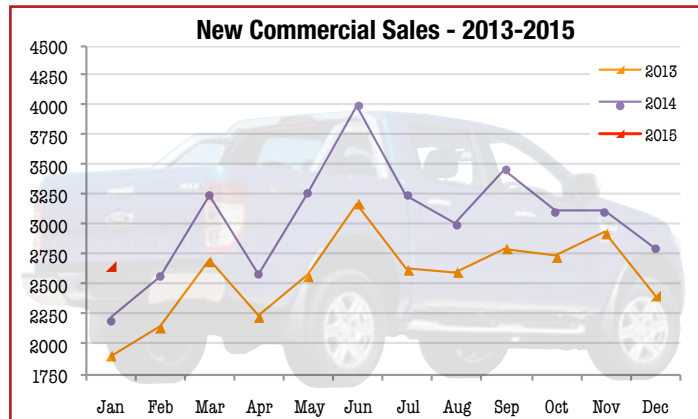
Ford continued where it left off in 2014 by topping Toyota in the first month of the new year in ute sales.

The Ranger sold 417 units in January, while there were 324 Hiluxes registered. Ford landed a double by being the best-selling marque with 504 units. Toyota was second on 468.

There were 2,657 commercials sold last month for the strongest January ever in this segment.

Matthew Downing, general sales manager of Miles Toyota, says: "The market here in Christchurch continues to be heavily fed by small to medium-sized business contractors.

"The farming sector has been a lot more cautious and we expect farmers to purchase vehicles as



they require them because they are not being overly zealous.

"We are expecting strong inquiries from the building sector with the vehicles that are required for continued earthquake repairs."

Michael Meyer, of Autohaus Rotorua, says confidence in the city has been driven down by a number of factors, such as dairy and forestry pay-outs, but things are looking bright for the coming months.

"Rotorua is on an upward trend," says Meyer. "It's not the big upward trends the bigger centres are seeing, but it's slowly trickling down."

"We have recently seen a big increase in sales of the Ranger ute and it's not the historical buyers – we are also selling them to families and professionals."

Even though Toyota Finance has been offering 2.5 per cent interest rates on some vehicles, he says this hasn't affected sales of used stock.

Trent Ingham, dealer principal of Ingham Mitsubishi in Hamilton, says: "We have got nothing at this stage to replace the L300 but we will carry on, and the new Triton is due out at some stage in the second quarter of this year." ☺

New Commercial Sales by Make - January 2015

MAKE	JAN '15	JAN '14	+/- %	JAN '15 MKT SHARE	2015 FULL YEAR	2015 MKT SHARE
Ford	504	366	37.7	19.0%	504	19.0%
Toyota	468	363	28.9	17.6%	468	17.6%
Nissan	254	291	-12.7	9.6%	254	9.6%
Holden	239	179	33.5	9.0%	239	9.0%
Isuzu	176	122	44.3	6.6%	176	6.6%
Volkswagen	139	109	27.5	5.2%	139	5.2%
Mitsubishi	122	168	-27.4	4.6%	122	4.6%
Mazda	85	98	-13.3	3.2%	85	3.2%
SsangYong	73	53	37.7	2.7%	73	2.7%
Great Wall	68	56	21.4	2.6%	68	2.6%
Hyundai	67	50	34.0	2.5%	67	2.5%
Fiat	60	29	106.9	2.3%	60	2.3%
Foton	43	30	43.3	1.6%	43	1.6%
Hino	43	44	-2.3	1.6%	43	1.6%
LDV	40	20	100.0	1.5%	40	1.5%
Mitsubishi Fuso	37	33	12.1	1.4%	37	1.4%
Mercedes-Benz	31	35	-11.4	1.2%	31	1.2%
Kenworth	26	11	136.4	1.0%	26	1.0%
UD Trucks	23	15	53.3	0.9%	23	0.9%
MAN	19	45	-57.8	0.7%	19	0.7%
Others	140	118	18.6	5.3%	140	5.3%
Total	2,657	2,235	18.9	100.0%	2,657	100.0%

New Commercial Sales by Model - January 2015

MAKE	MODEL	JAN '15	JAN '14	+/- %	JAN '15 MKT SHARE	2015 FULL YEAR	2015 MKT SHARE
Ford	Ranger	417	314	32.8	15.7%	417	15.7%
Toyota	Hilux	324	231	40.3	12.2%	324	12.2%
Nissan	Navara	254	291	-12.7	9.6%	254	9.6%
Holden	Colorado	225	161	39.8	8.5%	225	8.5%
Toyota	Hiace	123	116	6.0	4.6%	123	4.6%
Isuzu	D-Max	111	74	50.0	4.2%	111	4.2%
Mitsubishi	Triton	105	70	50.0	4.0%	105	4.0%
Volkswagen	Amarok	92	78	17.9	3.5%	92	3.5%
Ford	Transit	87	45	93.3	3.3%	87	3.3%
Mazda	BT-50	85	98	-13.3	3.2%	85	3.2%
SsangYong	Actyon Sport	73	53	37.7	2.7%	73	2.7%
Hyundai	iLoad	66	50	32.0	2.5%	66	2.5%
Fiat	Ducato	54	29	86.2	2.0%	54	2.0%
Great Wall	V240	53	43	23.3	2.0%	53	2.0%
Foton	Tunland	40	30	33.3	1.5%	40	1.5%
LDV	V80	40	20	100.0	1.5%	40	1.5%
Isuzu	F Series	28	20	40.0	1.1%	28	1.1%
Volkswagen	Caddy	27	10	170.0	1.0%	27	1.0%
Mercedes-Benz	Sprinter	26	24	8.3	1.0%	26	1.0%
Hino	500	23	19	21.1	0.9%	23	0.9%
Others		404	459	-12.0	15.2%	404	15.2%
Total		2,657	2,235	18.9	100.0%	2,657	100.0%



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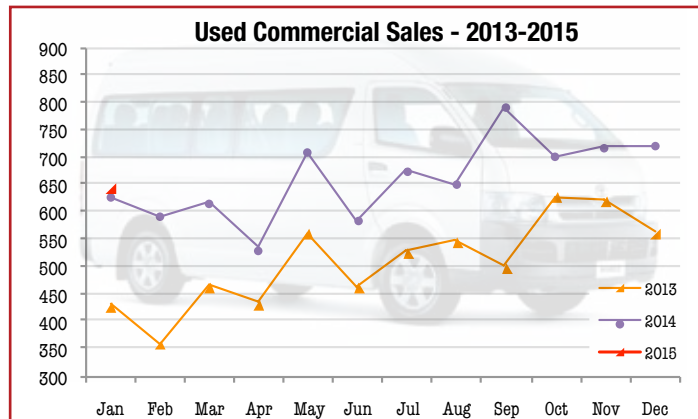
Prices starting to stabilise

A dealer in used commercial vehicles says the lower cost of some new models is levelling out the market.

Gareth Karrasch, director of 317 – the van and ute specialist in Takanini, south of Auckland, says the fact new commercials are becoming cheaper is helping to stabilise the pricing of used stock.

“About 18 months ago, we were selling a 2009 four-wheel-drive Hilux for \$26,000, while a new SsangYong is now about \$23,500,” he told Autofile.

“The cheaper-end models have brought down prices on used Ranger and Hilux stock up to five years old.”



There were 644 used commercial vehicles sold in New Zealand in January, which represented a 2.7 per cent rise on the same month in 2014 – and Karrasch believes demand will be

the least of his worries this year.

“As long as you have the right vehicles and price them right, they will go out the door. The only real challenge is decreasing margins and it has been a bit of a

challenge with the yen dropping.”

It’s “pretty early days at the moment” with the kiwi’s cross-rate dipping, “but that’s going to make business tougher”.

He says: “When the yen starts to creep up, so you can pay a bit more money for a vehicle.

“What that then does in Japan is it gives that vehicle a new market price, so when the rate changes here, the other end doesn’t react for another while.”

Karrasch adds that all importers tend to push up vehicle prices when the exchange rate is high. “There is still strong inquiry for particular models, so I think customer demand will be strong.”

Used Commercial Sales by Make - January 2015

MAKE	JAN '15	JAN '14	+/- %	JAN '15 MKT SHARE	2015 FULL YEAR	2015 MKT SHARE
Toyota	311	296	5.1	48.3%	311	48.3%
Nissan	130	108	20.4	20.2%	130	20.2%
Mazda	43	26	65.4	6.7%	43	6.7%
Isuzu	28	38	-26.3	4.3%	28	4.3%
Hino	18	10	80.0	2.8%	18	2.8%
Mitsubishi	18	17	5.9	2.8%	18	2.8%
Ford	17	36	-52.8	2.6%	17	2.6%
Chevrolet	15	11	36.4	2.3%	15	2.3%
Fiat	12	14	-14.3	1.9%	12	1.9%
Holden	9	13	-30.8	1.4%	9	1.4%
Volkswagen	6	2	200.0	0.9%	6	0.9%
GMC	5	4	25.0	0.8%	5	0.8%
Renault	4	4	0.0	0.6%	4	0.6%
Dodge	3	3	0.0	0.5%	3	0.5%
DAF	2	1	100.0	0.3%	2	0.3%
Kenworth	2	0	200.0	0.3%	2	0.3%
Land Rover	2	0	200.0	0.3%	2	0.3%
Mercedes-Benz	2	11	-81.8	0.3%	2	0.3%
Nissan Diesel	2	0	200.0	0.3%	2	0.3%
Suzuki	2	2	0.0	0.3%	2	0.3%
Others	13	31	-58.1	2.0%	13	2.0%
Total	644	627	2.7	100.0%	644	100.0%

Used Commercial Sales by Model - January 2015

MAKE	MODEL	JAN '15	JAN '14	+/- %	JAN '15 MKT SHARE	2015 FULL YEAR	2015 MKT SHARE
Toyota	Hiace	242	219	10.5	37.6%	242	37.6%
Nissan	Caravan	59	44	34.1	9.2%	59	9.2%
Mazda	Bongo	37	18	105.6	5.7%	37	5.7%
Toyota	Regius	30	28	7.1	4.7%	30	4.7%
Nissan	Vanette	28	41	-31.7	4.3%	28	4.3%
Isuzu	Elf	18	12	50.0	2.8%	18	2.8%
Toyota	Dyna	16	15	6.7	2.5%	16	2.5%
Nissan	NV200	16	1	1500.0	2.5%	16	2.5%
Fiat	Ducato	12	12	0.0	1.9%	12	1.9%
Nissan	Atlas	11	10	10.0	1.7%	11	1.7%
Mitsubishi	Canter	10	5	100.0	1.6%	10	1.6%
Toyota	Hilux	10	11	-9.1	1.6%	10	1.6%
Hino	Dutro	9	2	350.0	1.4%	9	1.4%
Hino	Ranger	8	7	14.3	1.2%	8	1.2%
Toyota	Toyocace	8	13	-38.5	1.2%	8	1.2%
Nissan	Navara	6	8	-25.0	0.9%	6	0.9%
Nissan	Patrol	6	2	200.0	0.9%	6	0.9%
Holden	Commodore	5	4	25.0	0.8%	5	0.8%
Ford	F150	5	1	400.0	0.8%	5	0.8%
Isuzu	Forward	5	4	25.0	0.8%	5	0.8%
Others		103	170	-39.4	16.0%	103	16.0%
Total		644	627	2.7	100.0%	644	100.0%

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