

# autofile

## Dealers need to get to grips with ratings

People working in the automotive industry need to take into account a new system for calculating registration levels when dealing with customers.

ACC's risk-rating bands for light passenger vehicles come into practice on July 1 with the corporation's levy portion decreasing by an average of 41 per cent.

The system has been overhauled by grouping cars into four bands with what's payable being based on performances in accidents.

New vehicles and those up to three years old have been assessed

on how many NCAP stars they have, while ACC levies for others are linked to their used-car risk ratings.

It means that instead of the current system of eight bands of rego fees for cars, SUVs and light commercials – four for petrol-driven vehicles and four for non-petrol – there will be 16 for each fuel category.

Dealers need to get to grips with the changes so they know as much about the new system as would-be buyers.

They also need to take into account the 32 new bands when

working out on-road costs (ORCs), be aware of how the market may change and how members of the public will use risk ratings at the point of sale.

Malcolm Yorston, technical services manager of the Imported Motor Vehicle Industry Association (IMVIA), says: "My advice to dealers is to go onto the Rightcar website when they are doing the advertising for vehicles and drill down the information on ACC levies.

"They can then use information on the new levy bands as part of their marketing, especially if they

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## Fleet buyers urged to go electric

Managers and buyers of fleets should consider the benefits of electric vehicles (EVs) and make the most of New Zealand's high levels of renewable energy.

That's the view of Mark Gilbert, chairman of Drive Electric, which hosted a plug-in fleet day in Auckland on April 30.

About 180 people – more than

expected – attended the event at the ASB Showgrounds, and he's pleased with feedback received and the fact "everyone went away talking more about EVs".

"It was the first time we have done anything like this," Gilbert told Autofile. "We had great support from our sponsors, and the automotive industry was well-represented from new and

used imports to the marques.

"An aim of the event was to get people to look at how they could fit EVs into fleets.

"Feedback from fleet managers has included, 'we wouldn't have thought about EVs before, but we are now going to look at using them as pool vehicles'.

"We also wanted to challenge some of the bigger companies

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Limited edition celebrates race series



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## Messing about in cars has its place

**W**hen I was a child, one of my favourite books was *The Wind in the Willows* by Kenneth Grahame.

It's a delightful tale, and since being penned it has been popularised by adaptations for the cinema, stage, television and radio.

The story centres on four anthropomorphised animals living in idyllic rural England with one of the main characters being Mr Toad of Toad Hall, which he inherited from his late father. He's a good-hearted chap, but let down by being spoiled.

He's prone to crazes – such as punting, houseboats and horse-drawn caravans – but tends to drop them when boredom strikes, while his maniacal motoring eventually results in him being sent to jail from where he later escapes.

The cars Mr Toad drives always have red bodyshells, although what they precisely are remains a mystery.

However, one of his songs includes these lines: "Whether a Ford or a Ferrari, whatever I can get to carry me near or far, just give me any car. I love to ride the Tar, an old Excalibur, yes, any motor car. And I'll be happy, ho-ho. Messing around in cars."

My obsession with racing cars, particularly the Italian marques, may stem from Mr Toad, but my on-track experience has been limited to circuits of Brand's Hatch on two-wheelers and in the odd sidecar during my teens and early 20s.

That is until now because I recently got behind the wheel of every Maserati on sale in New Zealand at Hampton Downs.

Never that confident about my driving skills, there was an initial sprinkling of trepidation and the ignominy of being overtaken by

the rest of the field while gingerly testing the brakes, steering and acceleration before putting the pedal to the floor.

Feeling so much power and fighting to keep the rear end from coming past the steering wheel does tend to get the adrenalin going. I must admit, however, there were some expressions of consternation, such as "I'm going too f-ing fast" and "shit a pig".

Having a professional driver next to you and giving advice certainly helps, and some of them queried if I was more used to racing motorbikes, which I took as a complement.

What was truly amazing was the unintended consequence that morning session has had on my standard of driving.

Looking ahead is essential when on a motorbike, especially when it comes to cornering and identifying potential road hazards.

When on two wheels, you feel at one with the beast – you almost have to because there simply isn't the level of forgiveness a car provides.

So having a professional drum into your brain about when to brake, look for the apex in the bend and seek out the corner's exit point, it's almost enlightenment if you are a lazy or easily bored car driver.

With so much going on in the automotive industry in regards to safe vehicles at the moment – such as the ACC's risk-rating bands – it does bring home what being a good, responsible and safe motorist is all about.

Promoting safer vehicles is all fine and dandy, although I cannot help but think being a skilled driver is much more important. That said, "messaging around in cars" should never be under-rated.

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### autofile

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# Risk ratings highlight safety

are selling what are classed to be safer vehicles in the top two bands because they would be silly not to."

The Motor Trade Association (MTA) also stresses the risk-rating bands, which start at one for least-safe vehicles and go up to four for the safest, create a new basis for consumer evaluation and dealers need to be able to highlight their relevance to customers.

Warwick Quinn, chief executive officer, says: "Safer cars will be cheaper to register and licence, and that will be seen as a benefit for some consumers.

"The risk ratings highlight safety. They also quantify additional criteria for comparison and evaluation in the same way fuel use has relevance to some consumers, or power and performance to others."

He adds dealers of new and fresh used imports will have to consider the cost impacts of these changes

on their ORC charges.

"There will be 32 different registration fees depending on engines' CC-ratings and the fuel being petrol or diesel," says Quinn.

"The MTA can see value in consumers having as much information as possible about their options for vehicles.

"We would suggest this information be included in an existing information sheet required by dealers, such as the consumer information notice [CIN] card, rather than requiring yet another display sheet."

What information must be included by car dealers on CINs displayed with stock on their yards, or readily accessible with online listings, is prescribed by law.



Malcolm Yorston, of the IMVIA

"A change in regulations would have to be made to include ACC levy bands applicable to light passenger vehicles," says Yorston.

"But it would seem more beneficial to have these safety ratings on CINs instead

of the tick box next to 'radio receiver capability' and whether it can receive 88 to 108MHz without use of a band expander."

A system similar to Energy Efficiency and Conservation Authority (EECA) fuel-economy labels could be considered.

Yorston says: "There is some discussion around utilising the bottom part of the fuel-economy label to possibly put vehicle safety ratings there.

"The EECA and NZTA are talking

about this, and we have been part of those discussions. It's a possibility for the future, but isn't where we are at right now."

Mark Stockdale, senior policy analyst at the AA, says: "We would like the government to also do more to help inform motorists about vehicle safety and encourage them to choose the safest cars.

"Having these new safety ratings on display at the point of sale would help to achieve this."

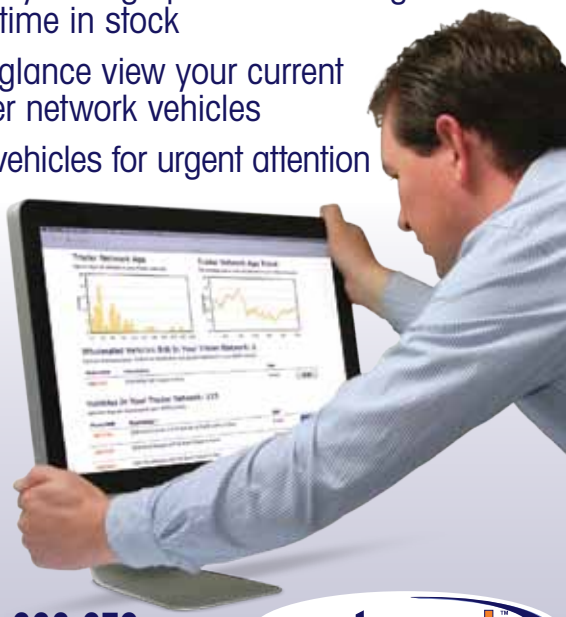
The AA would like the government to investigate making it mandatory for dealers to display NCAP ratings for new cars and used-car safety ratings where appropriate.

"This would mean that when buyers go onto car yards, or look at listings on Trade Me, they can easily compare different vehicles and find the safest one within budget," explains Stockdale.

"This could work in a similar way ▶

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## More about the system

The risk-rating system being introduced by the government means the cost of the ACC levy portion for licensing fees is dropping by an average of 41 per cent.

Information is available online at www.acc.co.nz so the industry and public can find out what levies will apply to specific vehicles from July 1.

A tool will also be available on the Rightcar website in the near future so people can key in registration numbers to see what ACC levies are payable on cars they own or are selling.

Under the new system, vehicles are grouped into four levy bands with what's payable based on how well they perform in accidents.

ACC Minister Nikki Kaye says the changes will see all owners of light passenger vehicles pay "much lower and fairer levies".

"The information online will allow owners to see what band their vehicles are in, as well as reduced annual licence levies they

will pay from July 1," she says.

"Some people may be surprised by the risk rating of their vehicle. The new system will give people greater awareness of safer vehicles, which they may wish to take into account when buying a car."

To give an example of the savings, owners of petrol cars currently pay an ACC levy of about \$198. This will drop to \$158 for less-safe vehicles and fall dramatically to \$68 for the safest cars.

About 85 per cent of vehicles will be risk-rated using a system developed by Monash University based on data from millions of real-life crashes reported to police in Australia and New Zealand since 1987.

Newer cars present a challenge because less data is available, so their ratings are based on simulated tests, such as those carried out by ANCAP.

"It's not just owners of new cars who will benefit because there are models more than 10 years old in ▶

## New levies and risk bands for light passenger vehicles

LICENCE LEVIES FOR:	PETROL DRIVEN				NON-PETROL DRIVEN			
	2014/15 LEVY	2015/16 LEVY from July 1, 2015	DECREASE	% DECREASE	2014/15 LEVY	2015/16 LEVY from July 1, 2015	DECREASE	% DECREASE
Band 1	\$198.65	\$158.46	\$40.19	20%	\$321.59	\$241.13	\$80.46	25%
Band 2	\$198.65	\$123.46	\$75.19	38%	\$321.59	\$206.13	\$115.46	36%
Band 3	\$198.65	\$103.46	\$95.19	48%	\$321.59	\$186.13	\$135.46	42%
Band 4	\$198.65	\$68.46	\$130.19	66%	\$321.59	\$151.13	\$170.46	53%

NOTES: Unbanded pre-1975 vehicles are classed as vintage or veteran with levy rates of \$37.42 for petrol-driven and \$65.87 for non-petrol. ACC's risk-rating system applies to cars, SUVs, utes and passenger vans weighing less than 3,500kg and less than 40 years old.

◀ to how the EECA's fuel-economy labels are displayed or possibly on CINS. If fuel economy is sufficiently important to be mandated in this way, vehicle safety is as well.

"The AA feels this is a key issue. It all comes down to informing motorists about vehicles and helping them to buy safer cars, so we would like to see more being done in this area.

"The government needs to expand what ACC is doing in this area so safety is drawn to people's attention at the point of sale."

Now the information on risk ratings has been published, Stockdale points out motorists will be finding out more when they get

vehicle-licence renewal notices.

"They can check levies payable on the Rightcar website, which may help to incentivise people to choose the safest cars they can," he says.

"When they are looking at vehicle listings on websites, they can then go and compare different risk-rating classes on Rightcar because some will incur lower rates."

Yorston adds: "Most people buying used cars have budgets they have already set, so the question is will the new bands affect purchasing decisions.

"For some motorists, this may be the case but for the majority buying second-hand vehicles they will be looking to get the best bang

for their bucks they can, especially when it comes to secondary and tertiary sales in this country.

"If you look at some of the older Volkswagens manufactured in 2004/05, which are coming into New Zealand at the moment, many of them have electronic stability control and other safety features – and they are reasonably well-priced as well!"

The NZTA's view is that NCAP and used-car safety ratings are the best source of vehicle safety information for consumers.

A spokesman told Autofile: "While there are plans to widen the reach of these ratings beyond online channels we use at the moment – for

## On-road costs warning

Car dealers will need to take extra care when advertising if their vehicles are being sold with on-road costs included.

At the moment, rego fees for private passenger vehicles fall into four categories for petrol and other fuel types.

The annual charge for those with petrol engines is \$387.55 up to 1,300cc, \$431.25 between 1,301cc and 2,600cc, \$462.30 for 2,601-4,000cc, and \$569.25 for 4,001cc and above.

The respective non-petrol-driven powertrain rates are \$528.94, \$572.64, \$603.69 and \$710.64.

The Motor Trade Association stresses the new risk-rating system will be more complex in that there will be 32 rates with 16 bands for each engine fuel type.

example Rightcar, and sites such as Trade Me, Autotrader and AA Carfair – the form that this will take is still being determined.

"The promotion of ACC levy banding at the point of sale would be something for ACC to lead." ☺

◀ the safest levy band," adds Kaye.

"The government, alongside ACC, has ensured good financial management of the scheme, and this – along with reduced accidents – has made these cuts possible.

"New Zealanders will save about \$438 million as a result."

### ANALYSING THE DATA

From July 1 this year, most light passenger vehicles registered in this country will be assigned a levy band – a number between one and four.

One (L1) indicates a vehicle with the most injury risk and four (L4) means it has the least injury risk.

Data collected from more than 5.5 million police-reported accidents in Australasia since 1987 – and in which someone was killed or seriously injured – form the basis of the process for used cars.

Driver protection, also known as "crashworthiness", and protection for other road users or "aggressivity", were taken into consideration by experts at Monash University in Melbourne when they analysed the data before calculating levy bands.

It isn't the age or value of vehicles, but their design and manufacturing that influence injury outcomes. However, it is acknowledged newer vehicles have benefitted from advances in safety engineering and systems.

Data relating to other factors that may have influenced crashes and are not purely related to vehicle safety have been excluded – such as speed, driver age and skill, the weather and alcohol use.

### HOW THE RATINGS WORK

In a nutshell, the higher the rating, the less the ACC levy.

Vehicles less than three years old with one and two NCAP stars fall into band one, those with three stars are in band two, four-star cars go into band three and those with five-star ratings fall into band four.

When sufficient crash data is unavailable, vehicles are rated by year of manufacture.

Those made from 1975-95 are in band one, 1996 to 2000 makes up band two, 2001-08 is band three and vehicles made from 2009 onwards fall into band four. ☺

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# Work needed on car ratings

Organisations in the automotive industry have welcomed ACC's new risk ratings for light passenger vehicles although certain issues need to be addressed to make them more robust.

The changes have been widely praised, but concerns have been raised that some cars are in the wrong levy bands.

The new system means annual vehicle licensing fees will go down from July 1 when ACC's levy components decrease.

All light passenger vehicles have been placed in one of four categories, with L1 for those that are at least safe and L4 for the safest – the higher the rating is, the lower the ACC levies paid with registration are.

However, the Motor Industry Association (MIA) – along with the AA, Imported Motor Vehicle Industry Association (IMVIA) and Motor Trade Association (MTA) – would like some anomalies with the bands addressed.

Levies on new vehicles and those up to three years old are based on NCAP ratings, while those older than that have been determined by a used-car system developed by Monash University in Australia.

The result is that about 10 per cent of brand new vehicles have lower ACC safety ratings than previous generation models.

David Crawford, chief executive officer of the MIA, says there are about 25 models manufactured up to about 2011 that are in L4 – the band for the safest cars and lowest ACC levies – but more recent models years are in L3.

"This seems to go against the fact newer vehicles are safer than older cars, so we are unhappy about that," he told Autofile.

"For example, the Audi Q7 is banded L4 from 2006 to 2011 and L3 from 2012 to the current model, but they are identical vehicles."

Other cars affected in a similar way include Nissan's Maxima, Land Rover's Discovery and Lexus' RX.

Crawford says there are multiple factors to take into account when ACC creates risk ratings and what vehicles fall into which bands.

"New cars are mostly in band four unless there is other data to suggest they should not," he explains.

"At the moment, this applies to vehicles up to three years old based on NCAP

ratings that, for example, may be issued by ANCAP, JNCAP or Euro NCAP.

"New vehicles with only four-star ratings are in ACC's L3 band

and we have no quibbles over that.

"But after three years, these cars' ratings will be based on Monash's used-car real-life crash data and how they perform when it comes to occupant safety.

"The university's total secondary safety index is based on Australasian vehicles – not just New Zealand vehicles less than five or six years old."

This fails to take into account models sold across the Tasman may have different specifications to those in New Zealand.

"Distributors here often only import the top of the range of each model because we have a much smaller market," says Crawford.

"Australia imports a wider range even for some models with the same name, and they may be cheaper and have fewer features.

"But they are lumped into New Zealand's figures, so the Australian market drags down safety data for some models in this country."

## Models in wrong bands

ACC's risk ratings have created some anomalies with bandings that the automotive would like to see addressed. For example, there are about 30 models manufactured up to and including 2011 that have been placed in L4 – the highest safety rating – while 2012 models are in L3, the next level down. It's felt they should all be in L3, including those pictured here.

Volkswagen's Eos from 2006-11



Nissan's Murano from 2005-11



Skoda's Fabia from 2006-11



Jeep's Grand Cherokee from 2005-11



Audi's Q7 from 2006-11



Ford's Mustang from 2002-11



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◀ These are basically issues around sample sizes. When such data is less than five years old and there are insufficient trends for it, the MIA is suggesting Monash's data is rolled back to until new vehicles become six years old.

"This will not happen for July 1, 2015, but we are pushing it for next year and – if tackled – it will address some of the anomalies, and also take into account makes and models," says Crawford.

"Another example is Hyundai's Sonata. Up to 2010, it has an L4 ACC rating while the model generation from 2011 is L3. Now it's into its sixth model generation and is known as the i45, while generation seven will be the new model.

"The risk ratings simply don't follow the model's generation years and the system would be significantly improved if this was addressed.

"It doesn't pass the logic test if 2002-09 models are in L4, but 2010 models are in L3.

"This is also the case if a vehicle gets a five-star NCAP rating in 2005 and is in band four, while a four-star model from 2012 is in band three.

"If they are the same model, you would expect them to have the same ACC risk rating.

"Each model generation carries an improvement in safety, so the current listings are likely to lead to some people getting confused."

Crawford says an L3 or lower rating instead of L4 may cost distributor sales – particularly in the fleet market, for example.

ACC's ratings have been fixed for 2015/16 and could be reviewed for the 2016/17 levy year.

#### EFFECTS ON THE MARKET

"While we think about 10 per cent of new models have incorrect ratings and we will create some noise about that, what ACC is trying to achieve is valid and heading in the right direction," says Crawford.

"There are mixed views on whether these ratings will affect the behaviour of buyers. My view

is they could do at the fringes.

"When considering changes to warrant of fitness [WOF] inspections for pre-2000 vehicles remaining at six months and those after that date moving out to annual, I'm told there seems to be a bit of movement in purchasing patterns.

"When people sell older cars, more vehicles are being bought that fall under the 12-month regime because it's more convenient.

"Similarly when people sell vehicles with lower risk ratings, they could consider this as a factor when purchasing newer vehicles.

"It is likely to be another factor to take into account because they may look to buy replacement vehicles with lower ACC levies."



Warwick Quinn, CEO of the MTA

One of the positives of the new system is that the ratings for cars, SUVs and light commercials means all owners will benefit from reduced ACC levies in two months' time.

"The fact some people's reductions will be higher than others is good because this reflects equity, which is important, but those wrong bandings need sorting out," adds Crawford.

"Time will tell how these ratings will influence purchasing decisions, but they will add to the information people take into account."

Warwick Quinn, chief executive officer of the MTA, says: "There are some cases where risk-rating produces a result that means one new model is perceived as less safe than preceding models. Those examples need to be worked through by the industry and ACC.

"Comparing risk ratings for various models may raise questions about some unexpected results, but we have to recognise the ratings [for used cars] are based on real-world crash data."

#### BACKING FOR NEW SYSTEM

"On a broad level, we are supportive of the risk ratings and think it's good that safer vehicles attract lower levies," says Mark Stockdale, of the AA.



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# Industry support for ACC's system

"More modern cars tend to have fewer crashes, and when they do less severe injuries are suffered by their occupants and other road users, so their owners should be rewarded.

"ACC is being innovative with this system, especially when some insurance companies do not necessarily reflect this in all of their policies.

"We are also pleased ACC has convened a panel with representatives from the AA, MIA, MTA and IMVIA, and has recognised us as being industry experts. This gives us the opportunity to influence methodology.

"We have suggested some changes and hope ACC will address some of the anomalies through the panel so we can jointly fine-tune the programme."

"The MTA supports risk-rating models," says Quinn. "This is not a new idea with it already being applied to employment categories and motorcycles.

"Extending it towards passenger vehicles makes sense and we are confident the bugs will be ironed out over time."

**VEHICLES IN WRONG BANDS**  
Industry organisations are keen to work with ACC to get about 40 light passenger vehicles placed in different risk-ratings bands.

What categories cars, SUVs and light commercials fall into have been set for the 2015/16 levy year and come into effect on July 1, so any changes agreed will not be place until 2016/17.

As previously mentioned, anomalies mainly exist because



A 2005 Daihatsu Sirion undergoing crash testing

NCAP ratings are used until vehicles are three years old after which used-car ratings are applied.

It is felt all of the vehicles listed below and put into L4 should be moved into L3 – along with the 2012 model years already in L3.

They include Audi's Q7 manufactured from 2006-11 and its TT from 1999-2011, BMW's Z4 from 2009-11, Cadillac's Escalade from 2001-11, and Chevrolet's Silverado from 1996-2011 and Suburban from 2001-2011.

Others are Daihatsu's Materia and Sirion from 2006-11, Dodge's Journey from 2008-11, and two Fords – the Escape from 2008-2011 and Mustang from 2002-2011.

Then there's Great Wall's X Series from 2009-11, Hyundai's Starex from 2008-11, which was called the H1 van in New Zealand, and three Jeeps – the Compass from 2007-2011, Grand Cherokee from 2005-2011 and Wrangler from 2005-2011.

Also on this list are Kia's Carnival from 2006-11, Land Rover's Discovery from 1989-2011 – with more information needed on many

the i-MiEV from 2010-11, the L200 from 2007-11 and the Pajero from 2001-11 as well as 2012's model.

Nissan's Maxima, Micra/March and Navara from 2007-11, Murano from 2005-11 and Note from 2007-12 are also on the list, as are Skoda's Fabia from 2006-2011, Smart's Fortwo from 2002-11, and Volkswagen's Eos from 2006-11 and Transporter from 2005-11.

## OTHER MODELS AFFECTED

Comment has been raised that BMW's Z4 from 2002-08 are in L1 but should be in L3, while Chery's J1 from 2010-11 is in L4 and needs to be in L2 as the 2012 model is.

Ford's Transit from 2001-11 is in L4 although it should be in L2 as the 2012 version is, as should Geely's MK from 2009-2011. Mitsubishi's Delica from 1999-2011 is in L4 but should join the 2012 model in L1.

Nissan's Caravan/Urvan from 1995-99 has been put in L2, its year 2000 model in L3, those from 2001-11 in L4 and the 2012 model in L1. But all of them should be in L1 because they are the same model so age bands shouldn't apply.

The Nissan Dualis/Qashqai from 2007-11 is in L1 but needs to be with the 2012 model in L4.

SsangYong's Actyon from 2006-11 is in L4 but should be L2 as the 2012 model is, Toyota's Avenis needs from 2001-11 needs to join the 2012 model in L4 and not be in L1, and Volkswagen's Touareg from 2003-10 should move from L1 to join the 2011 model in L4.

Unless real-world crash data has been used, questions have been raised as to whether the 2011 Avenis and 2010 Touareg should be L1. ☺

## Listening to the experts

David Crawford, of the Motor Industry Association, says the idea of risk ratings for cars was always going to be useful if done right.



"ACC's consultation document released in the middle of last year needed quite a lot of work, so we approached the AA, which also had some concerns," he told Autofile. "From that, we formed a group along with the IMVIA and MTA.

"We have since had meetings with ACC to address what bands different makes and models go into. To ACC's credit, it has vastly improved this."

Crawford, pictured, is pleased ACC has listened to what the four organisations have had to say as its "motor vehicle industry experts group".

different models – and Lexus' RX from 2002-2011.

There are three Mitsubishis – the Challenger from 2009-2011,

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# Compliance shops feel pressure

New Zealand's logistics and compliance systems are holding up under the huge numbers of second-hand vehicles being imported, but pressures are being felt.

Year to date, 48,809 used cars have crossed the border compared to 42,256 for the same period last year – an increase of 15.5 per cent.

The number of used imports came to 13,862 units last month. It was the second highest total in 10 months and was behind March's total of 14,797.

"The issue for us is how to manage these kinds of volumes across our network," says Gordon Shaw, chief executive officer of VINZ.

"Across every one of our compliance sites, it's about allocating labour to do the work and balancing that against not

burning out our inspectors."

Looking at the numbers and anticipating when used import levels are likely to slow down, Shaw doesn't have an answer because the whole market is strong and forward orders are relatively good.

He adds: "These volumes do have downstream impacts with some staff inspecting up to 10-12 cars a day, which is a tough job."

Darryl McGifford, general manager of AutoTerminal NZ, told Autofile: "With the sorts of numbers that have been arriving and when it comes down to



Gordon Shaw



Darryl McGifford

logistics, it has been one of the biggest months for the imports sector.

"We have started taking deliveries from 5.30pm to deal with the congestion in a timely fashion.

"Storage space across the country is at a premium and most compliance shops are full to their walls with cars coming in."

AutoTerminal NZ has just moved into new premises in Ryan Place, Manukau, with

its paint and panel workshop discharged so it can now focus more on compliance.

"Our old workshop premises were 6,500 square metres," says

McGifford. "We now have 1,500 square metres of workshop space, and 8,000 square metres for parking and storage. This means we are able to store about 400 cars on site.

"We were expecting 300 units on May 6 and a shipment of 150 later in the month, so there's nothing like putting our new premises to the test."

However, there is likely to be some respite in overall arrivals this month, which includes Golden Week in Japan when most of the country goes into shut-down mode.

"It will take another week before everything gets back on stream there," adds McGifford.

"That said, we have three shipments arriving this month when we normally have two, so we will be doing in excess of 450 cars through our Auckland compliance shop in May." ☺



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# Dispelling myths of switching

to better align fleet policies with their sustainability policies and to show them EVs are valid alternatives."

The event included a leaders' breakfast with Simon Bridges, Minister of Transport, two workshops with groups and a panel discussion.

People also had the chance to test-drive cars, such as Nissan's Leaf, BMW's i3, Mitsubishi's Outlander PHEV and Audi's A3 e-tron.

"If anything, the event was about putting the seed of considering EVs into people's minds," adds Gilbert. "The next step is helping them to try to achieve that.

"Year to year, about 60 to 80 per cent of new cars sold in New Zealand go to fleets.

"We are realistic enough to say we don't expect wholesale changes because fleets have got to be fit for purpose and there has to be

business cases around them.

"But there are opportunities right now from new cars to the used-car sector, which has EVs coming in that are relatively young with low kilometres."

## AUTHORITY TACKLES ISSUES

One of the keynote speakers at Drive Electric's fleet day was Mike Underhill, chief executive of the Energy Efficiency and Conservation Authority (EECA).

He told Autofile feedback from fleet owners and managers has been good, and they now have more confidence in EVs' resale values.

Underhill highlights the EECA's role as providing information to help people understand EVs and think about issues that may hold them back.

"The government also has to consider things going forward," he says. "For example, there's the



**"The event was about putting the seed of considering EVs into people's minds."**

— Mark Gilbert, Drive Electric

road-user charge exemption on EVs that finishes in 2020."

Other issues relate to the transport sector while some are around taxation, such as fringe benefit tax.

Underhill cannot see the market in New Zealand working like some countries where

\$10,000 subsidies are available to consumers buying EVs, while he would like to see the small offering of models available on these shores expanded.

"We think that in five years' time there could be 15,000 EVs here and we can have up to 40 per cent of the fleet with EVs in, say, 20 years' time. Their prices are going to come down to be level with internal combustion vehicles."

There are also opportunities in the energy sector where technology is moving forward.

"That's why we get excited about EVs," says Underhill. "Not only are they efficient forms of transport, they reduce climate-change impact and provide opportunities to reduce our reliance on fuel.

"There are compelling reasons to buy EVs and part of Drive Electric's role is knocking those misconceptions. Batteries last longer, new technology is coming through and prices are dropping."

## TOOL FOR ONLINE COSTS

The EECA is developing a cost-of-ownership tool for vehicles. It should go online later this year and will help fleet managers think more broadly about EVs. ▶

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## Vector teams up with Tesla

Vector has launched a partnership with Tesla to import its home and business batteries.

Company bosses attended the Los Angeles launch of the system, which is being tipped as a game-changer in the energy market.

Tesla, best known for its electric vehicles, is becoming more active in alternative energy generation and storage.

Its wall-mounted batteries, which start at about NZ\$4,600, are a fraction of the size of others designed to store home-generated solar or wind power.

Simon Mackenzie, Vector's chief executive officer, says: "This

is the start of a significant change in the industry.

"Tesla is the largest producer of batteries in the world, as well as the most cost-effective, and this relationship will allow us to take it to the next level."

The benefits for customers in New Zealand may be considerable.

"For some communities, communal renewables and storage systems make sense," he adds.

"For those who don't own properties or who don't have the income to purchase such systems, opportunities are opening for them."

Vector will release details about the Tesla battery's availability in the next few months.



◀ They will be able to compare them with other options, while it may help to stack up business cases to make the switch.

"EVs have slightly higher upfront costs, but much lower running costs," says Elizabeth Yeaman, the EECA's general manager of transport.

"It's important fleet managers look at EVs on a total cost-of-ownership basis. We want to make it as easy as possible for them to do so because it's part of best practice.

"It will be a useful mechanism for them to use even in categories where EVs are unavailable yet, such as utes."

The EECA's tool will focus only on new vehicles. It will be updated at least monthly with fresh pricing and new models so people can go back to it and compare other models as they come onto the market.

FLEET SUCCESS STORIES

Employees at the City of Sydney have access to a fleet that includes 18 EVs, with each completing about five trips a day so range anxiety isn't a problem. It also runs 40 hybrid cars and 66 diesel-electric hybrid trucks.

Chris Binns, manager of strategy and assets, told delegates the council gets an average range of about 100km from its EVs, which is more than enough for staff to use them around the city as part of its car pool.

"They are 85 per cent cheaper



Mike Underhill, right, chief executive of the EECA, speaking at Drive Electric's event as Fraser Whineray, Mighty River Power's CEO, listens

to run than normal vehicles," he adds. "Solar has been a real opportunity, so we've plastered our buildings with panels. "On-street charging infrastructure is interesting because we're allowed to offset curb space for car sharing but not EV charging, so we have been lobbying the state government to provide that.

"We still have a question as to who should provide that infrastructure – whether it's the energy providers, infrastructure providers, or state, federal or local government."

Binns says Sydney's streets may not need an extensive network of public charging facilities because most commuters charge their EVs at home overnight and corporates can do this in their car parks.

Christchurch City Council has also enjoyed success with its EVs, even though its fleet of two Mitsubishi i-MiEVs and one Nissan

Leaf is much smaller than Sydney's.

Angus Smith, property consultancy manager, says: "Our EVs are a lot more efficient and cheaper to run alongside sustainability benefits.

"We bought them in 2013 as part of a trial and to drive sustainability initiatives from our planning team. We take them to community events and they are part of the council's pool.

"We have 120 pool vehicles that would lend themselves well to electrification."

BUYING USED AN OPTION

"Analysis shows used vehicles are a big opportunity for EVs in New Zealand," says David Vinsen, chief executive of Imported Motor Vehicle Industry Association.

"Seventy per cent of vehicles are fleet purchases, but the majority of consumers buy used. More than 50 per cent of vehicles come into this country as used.

"The key to access is good supply. In particular, an opportunity lies in the UK by purchasing ex-lease vehicles.

"There's an excellent range available, and some surprising prices and low-kilometre stock, so we can take advantage of other countries' incentives and depreciation.

"There's an opportunity for fleet purchasers to buy used vehicles when they are just thinking about dipping their toes in the market." ⊕

**More online**

Visit [www.autofile.co.nz](http://www.autofile.co.nz) for extended coverage of Drive Electric's fleet day. The website features edited versions of keynote speeches and goes into more depth on some issues featured in this magazine. You can also check out a photo gallery from the event in Auckland on April 30.



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Crunching the numbers

New Zealand could do with manufacturers bringing more electric vehicles (EVs) onto the market.

"We need to have more than four models," says Mark Gilbert, chairman of Drive Electric.

"However, renewable energy is our best-kept secret and it means you can charge an EV for the equivalent of 30 cents a litre.

"The average car in this country travels about 12,500km a year. With 91 octane that comes in at about \$2,400 compared to \$500 for an EV.

"The average Kiwi car travels about 33km a day and a Nissan Leaf's range is 120-150km, so there's no reason why companies can't operate them as pool cars around cities."



The 2015 model year Legacy sedan



# Marque targets large Aussie cars

**S**ubaru has launched its sixth-generation Legacy with prestige features in what some may consider to be a large-sized medium car.

Twenty-six years after making its New Zealand debut, the grand tourer combines comfort, safety and sporty road performance regardless of the weather or road conditions thanks to being all-wheel-drive (AWD).

The marque says it has competitively priced the Legacy to gain an increased share of the sedan market with the 2.5i

retailing for \$39,990 and the 3.6RS starting at \$49,990.

"There are many Kiwis facing change in the next few years as they try to find alternatives to large rear-wheel-drive Australian cars," says Wallis Dumper, managing director of Subaru of NZ.

"Not all of them will want a truck or front-wheel-drive car. The Legacy may surprise many with its spaciousness, six-cylinder boxer engine and stylish design."

The 2.5i has reduced fuel consumption by 7.6 per cent in the combined cycle and

emissions by 8.2 per cent, while the 3.6 RS is 3.9 per cent more efficient with emissions down by five per cent.

Fuel efficiency is aided by a 10 per cent improvement in aerodynamic performance.

Subaru's Lineartronic transmission makes its debut on the 3.6 RS and has been refined for other variants.

There's greater visibility and more cabin space, while the marque's third-generation EyeSight driver-assist system can help avoid accidents or reduce impact.

It includes brake-light recognition and pre-collision

steering assist, while Eyesight's distance and wide-angle range has been improved about 40 per cent.

The infotainment system provides new levels of on-board information and entertainment with speech recognition across key functions.

The 3.6 RS also has satellite navigation and TRAFFIC Information with updates and rerouting recommendations for Auckland, Hamilton, Tauranga, Wellington and Christchurch.

Boot volume has increased by 17 litres to 493l with the 60:40 split fold-down rear-seat backrest. ☺

## Loaded with features

**H**onda New Zealand has unveiled an addition to its 2015 CRV line-up – the 2WD S.

The marque describes the variant as a "high-specification model for an entry-level price" because of its enhanced technology, handling and design features.

Advanced technology in the 2WD S includes a lane-watch

camera, front and rear-parking sensors, and a three-angle reverse camera with dynamic parking aid.

It also features an emergency-stop signal, intelligent automatic wipers, automatic headlights, an intelligent auto-dimming rear-view mirror, smart-proximity key with push-button start and an all-new touchscreen audio display.

The exterior is accented with roof rails, integrated LED daytime running lights, sporty new bumpers with lower skid-plate garnish, the marque's "wing" sports mesh front grille and 17-inch alloys.

The interior has a revamped centre console design, extra chrome detailing, larger touchscreen, redesigned seats, and new fabric and stitching.

The 2WD S is available in the full range of the CRV 2015 model year's colours and is priced at \$38,900, plus on-road costs. ☺



Honda's 2WD S is an addition to its CRV range



## Boosted by electric

**K**ia has built a concept for long-distance driving with maximum comfort and minimal stress.

The SportSpace is also the marque's first attempt to design a mid-size station wagon.

Its long profile – with unbroken surfaces and purposeful lines – are emphasised by a forward-positioned D-pillar and hatchback-like rear doors.

The SportSpace has an evolved version of Kia's tiger-nose grille, but the solid Plexiglas insert isn't as solid as it appears because it rotates for greater air intake when needed.

The interior features leather and contemporary technical materials, including carbon fibre and milled-anodised aluminium.

The configurable digital

instrument cluster is paired with an infotainment system with a large screen that can be used in single or split-screen mode.

The rear-view mirror is replaced by a slim screen fed by images from a camera. Other driver information is also fed into this screen.

The SportSpace features Kia's diesel-electric T-Hybrid system, previously fitted in the Optima T-Hybrid concept.

The 1.7-litre powertrain is twin-charged with a conventional variable turbo-charger supported by a 48-volt electric booster, which enhances torque at low engine speeds and under acceleration.

Through its fully independent activation, it reacts faster than a traditional exhaust-driven turbo. ☺

# Dealership boasts bigger base

**W**inger Motors has doubled the size of its premises in Hamilton by relocating from the city centre to a new facility next to The Base shopping centre in Te Rapa.

Paul Burborough, dealer principal, says the move was needed because the business outgrew its previous site, which it had occupied since April 1989.

"We built a new showroom and modified our workshop there about 12 years ago hoping it would last us 25 years. But for the past seven years, we've battled with customer parking and our service department was at capacity."

Burborough says the move to The Base, which is New Zealand's largest shopping mall, means the dealership can now reach more customers.



Winger Motors' new facilities by The Base shopping centre in Te Rapa, Hamilton

"Te Rapa is where the people are and that will allow us to grow our loyal customer base," he told Autofile. "We've gone from having seven customer arrival parks to more than 27."

The new facility comes in at

2,400 square metres, which is more than double the size of the business' old city-centre site.

"We started with 2,100 square metres and during the build period we were asked by Fiat-Chrysler New Zealand to

take back their franchises, which include Fiat, Chrysler, Alfa Romeo, Dodge and Jeep, so we took on extra space."

Winger's existing franchises for Suzuki, Subaru and Isuzu also moved to the new site on April 28, and the group will now expand its sales and service teams.

As a result of taking on Fiat Chrysler's marques, Winger Motors has relinquished Peugeot and Citroen but will continue to service their vehicles.

"We have an incredibly large ship to row with eight marques on our books," adds Burborough.

Winger Motors is owned by Wayne Leach and Grant Vincent, and was formed in 1932. As well as its operation in Hamilton, the company has five other dealerships in Auckland, Pukekohe and Central Otago. ☺

## Prestige marque expands

**A** luxury car manufacturer is looking to improve its retail presence as sales continue to perform strongly ahead of the arrival of a much-anticipated new model.

Maserati is currently investigating options to revamp its dealerships in Auckland and Christchurch.

"We want to upgrade our facilities in Newmarket and Christchurch ahead of the Levante SUV's launch next year," says Glen

Sealey, general manager of Maserati Australia and New Zealand.

"We need to ensure we have capacity so the brand has the presence it needs and deserves because it's growing so much in the market.

"We're pleased with how sales in New Zealand are progressing and it will be great if we get another 70-odd this year."

Last year, Maserati's sales went

up by 400 per cent in New Zealand to 70 units.

So far this year, Maserati has sold 28 units, which is a 16 per cent jump on 24 over the same period in 2014, according to NZTA statistics.



Sealey, pictured, says the marque's sales in New Zealand sit at about 17 per cent of its combined registrations in this country and across the Tasman.

This compares favourably when taking into account the overall Kiwi market for all car sales across all manufacturers comes in at about 10 per cent of Australia's.

"Sales of the Ghibli, GranTurismo and Quattroporte continue to perform well, hence our investment in also putting on track-day experiences for our customers in New Zealand," he told Autofile.

"We've put in a new dealership in Auckland, launched the Ghibli and New Zealand has got a terrific economy at the moment." ☺

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## Illegal traders targeted

The rise in registered car dealers from 2,544 in July 2013 to 3,334 as of April 2015 – a jump of about 30 per cent – has been put down to extra compliance.

Stephen O'Brien, the registrar of motor vehicle traders, says a targeted education campaign and threats of prosecution since late 2013 accounts for the increase.

He says the Motor Vehicle Sales Act sets the criteria for registering those in trade and dealers must meet their obligations.

"It is important traders ensure their correct details are maintained on the register and they renew registrations in a timely manner," adds O'Brien.

"We have noticed more people are willing to comply with registration obligations," says David Vinsen, chief executive of the Imported Motor Vehicle Industry Association.

"We attribute this to the effect of prosecutions against unregistered traders and the education campaign.

"Traders are more likely to comply when they have their obligations pointed out, whether by letters sent by the registrar, publicity surrounding prosecutions or when faced with the threat of prosecution."

Visit [www.motortraders.med.govt.nz/cms](http://www.motortraders.med.govt.nz/cms) for more information about the register. ☺

## European models mark start of dozens of launches

Holden's Astra and Cascada, which go on sale here in late May, mark the start of the company delivering 24 vehicle launches and 36 powertrain combinations in this country over the next five years.

"Both models have premium European quality and exceptional builds," says Kristian Aquilina, managing director of Holden NZ. "We are confident they will resonate with our customers."

The Astra comes in three variants – the GTC, GTC Sport and "ultra-sporty" VXR. The range starts at \$38,490 for the GTC manual.

The GTC and GTC Sport have 1.6-litre turbo-charged engines with six-speed manual or automatic transmissions for 125kW of power and 260Nm of torque. The VXR boasts a two-litre engine with 206kW of power and 400Nm of torque.

Formally the Astra convertible, the 1.6-litre Cascada has a recommended retail price of \$43,990 with a limited launch edition costing \$4,000 more.



Holden's new Astra, above, and the Cascada convertible

## Alleged loan shark in court to answer 17 charges

A pay-day lender allegedly targeting vulnerable consumers is being prosecuted as the loan-shark laws kick in.

South Auckland-based Twenty Fifty Club and its director Gavin John Marsich appeared in court on April 26. The matter was adjourned until May 15.

The charge list includes falsely claiming to be a registered financial services provider, charging unreasonable default and establishment fees, and illegally repossessing a debtor's vehicle.

Anna Rawlings, of the Commerce Commission, says: "We won't hesitate to prosecute anyone we believe is charging unreasonable fees, misrepresenting debtors' rights and attempting to circumvent legal obligations."

## Electric car gets royal stamp of approval in Blighty

Queen Elizabeth has jumped on the electric-vehicle bandwagon by picking up the keys to her new Nissan Leaf after apparently agonising over what to buy.

Sources close to the royals believe Prince Charles wanted a Tesla Model S. But the Queen didn't back down by opting for the more popular, modest and practical Leaf, stating there is more space in the back when she needs to travel with her corgis.

## South Island to host organisation's national meeting

The Imported Motor Vehicle Industry Association's national annual general meeting will be held on May 27 in Christchurch.

It will be preceded by the South Island branch's AGM, while the North Island meeting is on May 26 in Auckland.

Notices with venue, times, agenda and minutes from last year, as well as the chief executive's annual report, will be available online at [www.imvia.co.nz](http://www.imvia.co.nz) from May 18.

## Compromise reached over extensions to wharf

Ports of Auckland has welcomed a council decision to back going ahead with the eastern extension of Bledisloe Wharf while putting the western one on hold until a "port future study" is completed.

"The proposal is a compromise," says Tony Gibson, chief executive officer. Visit [www.autofile.co.nz](http://www.autofile.co.nz) for more on this story. ☺



# Sport variant marks race series

The start of a racing series is being celebrated with the New Zealand launch of a limited-edition GranTurismo.

Organised by Maserati Corse, the Maserati Trofeo 2015 kicked off in France on April 26 with rounds in Europe, the US, Japan and Middle East to follow.

And to celebrate, the GranTurismo MC Sportline comes in two variants with 4.7-litre 338kW V8 engines.

They are mated with a six-speed automatic gearbox fitted for the first time with the MC Auto Shift package, or a MC Shift robotised manual fitted in a rear transaxle position for greater rear-weight balance.

The automatic version has one of the most aggressive shift patterns of any such gearbox to maximise the potency of the Ferrari-derived engine.

The six-speed automatic variant romps to 100kph in 4.8 seconds



The GranTurismo MC Sportline on the track at Hampton Downs

with the sequential shift gearbox snipping 0.1 seconds off this time.

Top speeds are 298kph and 300kph for the auto and manual respectively, while the car comes to a halt from 100kph in 35 metres thanks to the power of its brakes and the tyres' grip.

The MC Sportline benefits from premium leather using a design

commissioned and created by hand to mark Maserati's centenary.

The front seats have carbon-fibre backs to save weight and provide extra leg room for the rear-seat passengers. The same material is used for the rear-lip spoiler, door mirrors and handles, and front splitter.

Carbon fibre is also used for the gearbox paddles, instrument

surround, dashboard and door panels, while the pedals are finished in aluminium with the MC Maserati Corse logo.

The MC Sportline is available for recommended retail price of \$219,000 for the automatic gearbox and \$249,000 for the sequential, excluding dealer costs and delivery. ☺

## Marque's sportier edge

Lexus has been involved in the Japanese Super GT race series for more than 10 years.

Now the marque has unveiled a new racer, which runs on a modified version of the Lexus RC F coupe.

It looks like the road car, but it's powered by a different engine in the GT 500 category.

The two-litre four-cylinder R14AG direct-injection petrol-turbo engine is a relative of the two-litre powertrain making its debut in the marque's new NX 200t compact SUV.

Alongside this, Lexus is set to release a RC F GT3 race car to

compete in Japan and Europe.

Weighing just 1,250kg, it features a modified version of the RC F's V8, which produces a maximum power output of about 397kW.

The marque has also designed a new logo for Lexus Racing to help promote the sportier side of the Toyota subsidiary.

Steve Pragnell, general manager of Lexus NZ, believes the marque competing in the Japanese Super GT will solidify the RC F in the minds of potential customers as a genuine performance car. ☺



The Lexus RC F GT3 race car

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## Issues with rolling out technology

The 14th ITS Asia-Pacific Forum was held in Nanjing, China, last week, and I attended. It was dedicated to the development of intelligent transportation systems (ITS).

So, what are these systems all about? ITS are part of the solution to the question of how we can to improve transport systems.

It's a solution that utilises information and communication technology to find and implement better efficiency, safety and even convenience.

The exact focus of such improvements is really a matter for each jurisdiction to decide.

For instance, one area could focus heavily on ways to get people to use mass transit and public transport, while in another efforts may be made with the single goal of decreasing the cost of shipping freight.

There are currently many attempts to use "big data" and statistical methods to explore these questions, and find the most cost-effective ways to provide the greatest benefits to society.

It's also important to note the term "intelligent transportation systems" doesn't just refer to technology used in vehicles, nor does it need to directly affect the manner in which they travel.

An application on my smartphone that assists me with directions while walking is an example of such a system, as would be a radio-frequency identity chip on my shirt that connects me as a pedestrian to cars' heads-up displays thereby making me

somehow more visible to drivers.

Specifically regarding vehicles and the fleet, solutions that are already or will soon be on the market are primarily manufacturer-specific and will involve the use of technology to improve driving experiences.

These will include varying levels of autonomy, such as cars that can park themselves, maintain their positions and lanes in traffic, and eventually even fully autonomous vehicles – although this last area will probably also require dedicated infrastructure.

Another solution we are likely to



KIT WILKERSON  
IMVIA policy analyst  
and adviser

to be able to develop holistic and integrated ITS solutions.

First, we need to determine what our priorities are – what ITS aspects will be of greatest use and have the greatest return?

This isn't an easy question to answer. The

Ministry of Transport is exploring these questions as shown in its report released last year called Intelligent Transport Systems Technology Action Plan 2014-18 – Transport in the Digital Age.

The second issue is one the industry will likely need to solve. New Zealand is in a unique position

user manual in a foreign language. Cars will be attempting to utilise their region-specific languages to fulfil ITS functions, possibly including some levels of autonomy.

They will be expecting other vehicles on the road – as well as infrastructure – to communicate in their language.

Is a holistic and integrated solution with such a diverse inventory possible? What would it look like?

That said, New Zealand has already successfully implemented many ITS solutions.

For example, the HOP card in Auckland has made mass public transport much more convenient.

Then there are the travel time signs on SH1 in Auckland and websites such as [www.traffic.aucklandmotorways.co.nz](http://www.traffic.aucklandmotorways.co.nz) that allow travellers to make informed decisions about transportation choices.

Even motorway ramp signals are an ITS solution by preventing large quantities of merging traffic from disrupting flows.

So what is the industry's stance on ITS? We are excited about the possibilities they offer as solutions to developing safer, more efficient, and user-friendly transport systems.

The increased adoption of technology in this area will be of benefit to all New Zealanders, but we think implementation must be done cautiously.

We are trying to remain fully educated on the matter and are working closely with regulators, and even engineers developing systems, to ensure this technology doesn't interfere with the supply of vehicles to this country's fleet. ☺



Examples of the use of intelligent transportation systems around Auckland include the Northern Gateway toll road, pictured, and on-ramps and travel-distance signs

see soon is the ability for vehicles to co-operate in doing tasks.

An example of this includes trucks driving autonomously on motorways travelling together with very little space between them – known as "platooning" – to increase efficiency while decreasing congestion.

There are two primary issues New Zealand will need to solve

in that it uses all three ITS markets – the US, EU and Asia-Pacific – to source its vehicles from.

Since each jurisdiction is developing its own standards, communications between vehicles and vehicles, and infrastructure, will be in at least three different "languages".

This problem is not like having a



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### Holden Commodore SV6 SIDI 2011

> 84,000km. Sedan, 3600cc petrol engine, tiptronic  
> Lower Hutt City, Wellington  
> Closes Wed, 13 Mar

Watchlist



### Holden Commodore 2003 dealer

Free 1yr warranty, own me from \$139 per week

> 114,000km. Sedan, 3600cc petrol engine, manual  
> Lower Hutt City, Wellington  
> Closes Wed, 13 Mar

Watchlist



### Holden Commodore 1994

> 100,000km. Station Wagon, 3800cc petrol engine

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APRIL statistics

Most popular car makes searched\*

- 1 Toyota
- 2 Nissan
- 3 BMW
- 4 Ford
- 5 Mercedes-Benz

Most popular car models searched\*

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

Most popular body styles searched\*

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

Most popular makes of motorbike searched\*

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

A two-door 2012 Rolls-Royce Phantom Drophead Coupe has been listed with an asking price of \$499,000. It was bespoke with a black interior for the marque's Goodwood fleet before being sold here. Its 6,750cc petrol engine has a fuel-economy rate of 15.7l/100km.

\*In April on Trade Me Motors



# Trader ordered to repay full balance of purchase price and cost of report

## Background

Angelica Reeve and her partner agreed to buy a 2007 Honda Fit from New Century Autos for \$6,700 on November 2, 2014. They paid \$5,700 of the price.

Following unresolved faults with the vehicle, the buyers gave the trader a letter rejecting it on November 22 because of a serious fault.

The dealer accepted the rejection and on November 26 deposited \$5,400 of the \$5,700 purchase price paid into Reeve's bank account.

The purchasers wanted the trader pay them an unpaid balance of \$300 and costs incurred to assess the car's faults of \$48.

The trader refused to refund the \$348 because it believed they agreed to accept \$5,400 to settle the matter.

## The case

The only issue that required consideration was whether the buyers agreed to accept \$5,400 of the \$5,700 they paid.

Reeve gave evidence she and her partner had paid \$5,700 of the agreed purchase price for the vehicle.

Its engine ran poorly causing the car to jerk and its engine to misfire intermittently.

She had the engine scanned by Western Auto Electrical on November 17. It reported one or more of its coils were faulty and recommended replacing all four coils at a cost of \$650 to \$700.

The purchasers met the trader's

manager on November 21 and requested a refund of the purchase price they had paid.

The manager said the dealer wanted to retain \$500 of the price to cover the cost of repairs it made to the vehicle and to reimburse it for the use by the purchasers of a loan car provided while theirs was being repaired.

The buyers said they were prepared to allow the trader to retain \$200 of the purchaser price because they mistakenly thought that the \$200 deposit they paid on November 2 was non-refundable.

The following day, Reeve delivered a handwritten letter of rejection to the dealer in which she required the trader to refund the total amount paid of \$5,700 – less the \$200 non-refundable deposit.

Reeve said her letter was received by a person named Jenny for the trader on November 22.

But she was told that another person named Cathy Xi would decide how much of the purchase price was refunded and this decision would not be taken until two days later.

Reeve's partner, Mr Morellato, said he spoke to Xi by telephone on November 24.

He said she simply asked him for the details of their bank account to be sent to her and there was no discussion as to what sum would be refunded.

Two days later, the trader deposited \$5,400 into Reeve's bank account.

Reeve and Morellato said they had since discovered the dealer wasn't entitled to treat the \$200 deposit as non-refundable and it should only have been treated as non-refundable if they had defaulted in completing the purchase of the vehicle, which didn't occur.

Mr A Draper, the trader's sales manager, said the dealer provided the buyers with a loan car without charge from November 2-15 while their vehicle was being repaired.

He said Reeve had four new tyres fitted to the vehicle instead of the two new ones agreed by the trader, and that when the buyers collected the vehicle on November 15 they withheld \$1,000 of the purchase price because they claimed it still had an engine fault.

The buyers returned the vehicle on November 22 claiming it had a serious fault and offered to accept \$5,500 of the \$5,700 purchase price they had paid.

The trader proposed it refund only \$5,200 and Draper said Morellato then counter-offered with \$5,400.

## The finding

The tribunal found that the trader – in the absence of any agreement between the parties that the purchasers would be charged for the use of a loan car while it repaired the vehicle – had no basis for trying to extract payment for using it after the buyers rejected the Honda Fit.

**The case:** The purchasers rejected a vehicle after saying it had a serious fault. The trader refused to refund \$348 they claimed because it believed they agreed to accept \$5,400 to settle the dispute.

**The decision:** The tribunal said the buyers were entitled to a full refund of the balance of the purchase price of \$300 and \$48 they paid to get a report into the car's fault.

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

It also found on the facts that any offer Morellato made to accept \$5,400 instead of \$5,700 wasn't accepted by the dealer within a reasonable time and had lapsed.

The tribunal said Reeve was mistaken in acknowledging in her letter of rejection that the \$200 deposit paid by the purchasers on November 2 when they agreed to buy the Fit was non-refundable in the event of rejection.

Finally, it ruled section 23(1) of the Consumer Guarantees Act provided that when a consumer exercised his or her right to reject goods, the consumer could choose to have either a refund of any money paid in respect of the rejected goods, or goods of the same type and of similar value.

The tribunal found the buyers were entitled to a full refund of the balance of the purchase price of \$300 and the \$48 they reasonably incurred in obtaining a report on the vehicle's fault.

## Order

New Century Autos had to pay Reeve \$348 immediately. ☺

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TO YOUR TARGET MARKET?



# Tribunal prefers evidence given by dealer about car's towing capacity

## Background

Alan James bought a 2004 Nissan Teana from Ross McColl Cars for \$10,995.

He claimed it wasn't reasonably fit for the purpose he purchased it for – to tow his speedboat and trailer – and wanted a refund.

The dealer said James didn't specify the boat and trailer's weight. Before he took delivery of the vehicle, the trader told him its maximum towing capacity was 1,500kg braked and he went ahead with the purchase.

## The case

James went to the trader's yard on September 7, 2014, and saw the Teana the next day after speaking to Nathan McColl, the dealer's director.

James claimed he told McColl he wanted a car capable of towing his speedboat and its weight with a trailer was "about two tons".

He said McColl told him the Teana had a 3.6-litre engine and should tow both. McColl denied he was told the combined weight.

James test drove the vehicle for about 30km before agreeing to buy it, but didn't realise it had a continuously variable transmission (CVT). He completed the purchase on September 9.

James told the tribunal the weight of the boat, trailer and a toolbox fitted to the trailer was 1,830kg.

Four or five days later, James took the Teana to Pit Stop where

a friend asked him why he had bought a car with CVT to tow his boat. This person told him it was unsuitable for towing because it didn't have low gears.

James went to see McColl about five days later and asked if the vehicle was suitable for towing. McColl phoned a Nissan dealer and told him the marque would stand by its transmission.

The buyer had a towbar fitted suitable for a Maxima, which had a 1,500kg braked towing capacity. He connected the boat and trailer to the vehicle, obtained a warrant of fitness for the trailer and showed the boat to the trader.

James removed the bar to avoid towing the boat with the car after Nissan refused to sign a piece of paper to confirm it could be safely towed using the Teana.

He said he spoke with McColl in October and the dealer offered to take the car back, but was only prepared to pay \$7,000 for it.

James filed his application on February 16 when the odometer was on 42,700km – 3,521km more than at the time of purchase. He sent the trader a letter rejecting the vehicle on March 18, which was six months after the date of supply.

James produced an email from Ken Elley, Auckland Automatics' service manager.

Elley wrote: "It's my opinion CVT transmissions as fitted to Teanas are not suited to tow [anything] other than a small garden trailer.

"[This is] due to the light design of the reverse planet set and that the belt, which is designed as a push belt, is forced to travel in the opposite direction, which is tolerated under normal driving but is suspect when pushing heavy loads in reverse."

James also supplied an email from Steve Bavin, of Nissan NZ. This stated: "There is no towing capacity specified for the Japanese-specification Teana. However, [the] NZ J31 Maxima with the similar powertrain has a braked towing capacity of 1,500kg."

McColl signed a statutory declaration on February 26, which he presented. In it, he declared James did not at any point during the purchase state his boat weighed around two tons.

The document also stated he informed James of the car's towing capacity as advised to him by Best Bars of 500kg unbraked and 1,500kg braked.

McColl said that before James took delivery, he phoned the trader and said his mechanic told him the car was unsuitable for towing.

McColl phoned Manawatu Nissan, which recommended he sought advice from Best Bars. It confirmed it fitted towbars to Teanas and told him the braked capacity was 1,500kg and 500kg unbraked.

He also spoke to the owner of Tableau Towbars, who confirmed it fitted towbars to Teanas. He

**The case:** The buyer wanted to reject a car under the Consumer Guarantees Act (CGA). He claimed it was unfit for purpose because he couldn't use it to tow his boat and trailer. The dealer said he told the customer what its towing capacity was.

**The decision:** The tribunal wasn't satisfied it was made known to the dealer the purpose for the vehicle was being bought before it was supplied.

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

produced records to show he made phone calls on September 8 and 9 to those parties and James.

McColl said he explained to James the car's towing capacity after his conversations with Nissan, Best Bars and Tableau Towbars.

He said James' actions in having a towbar fitted when he knew it was only suitable for towing 1,500kg braked, and the weight of the boat, trailer and tool box was 1830kg, made no sense.

## The finding

The tribunal noted the parties' timelines were vastly different.

It wasn't satisfied James established – on a balance of probabilities – that he made known the particular purpose for which he was buying the car before doing so.

It preferred evidence given by McColl and contained in his declaration that James didn't say the boat weighed "about two tons", and he was informed that its towing capacity was 1,500kg braked and 500kg unbraked.

## Order

The application was dismissed. ☹

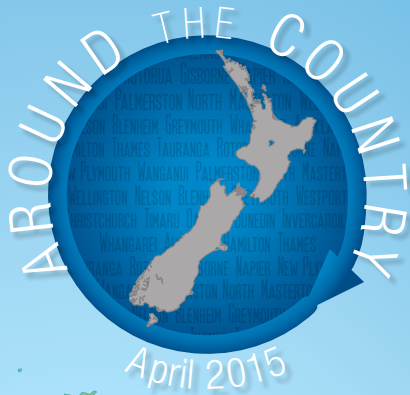
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AROUND THE COUNTRY



April 2015

**Total New Cars**  
**6,373**  
 2014: 6,150 ▲ 3.6%

**Total Used Imported Cars**  
**11,038**  
 2014: 9,501 ▲ 16.2%

**Whangarei**  
 NEW: 141 2014: 130 ▲ 8.5%  
 USED: 206 2014: 183 ▲ 12.6%

**Auckland**  
 NEW: 3,114 2014: 2,856 ▲ 9.0%  
 USED: 5,534 2014: 4,739 ▲ 16.8%

**Hamilton**  
 NEW: 409 2014: 441 ▼ 7.3%  
 USED: 733 2014: 610 ▲ 20.2%

**New Plymouth**  
 NEW: 100 2014: 111 ▼ 9.9%  
 USED: 176 2014: 181 ▼ 2.8%

**Wanganui**  
 NEW: 41 2014: 52 ▼ 21.2%  
 USED: 70 2014: 64 ▲ 9.4%

**Palmerston North**  
 NEW: 222 2014: 176 ▲ 26.1%  
 USED: 270 2014: 230 ▲ 17.4%

**Nelson**  
 NEW: 72 2014: 84 ▼ 14.3%  
 USED: 186 2014: 189 ▼ 1.6%

**Westport**  
 NEW: 2 2014: 4 ▼ 50.0%  
 USED: 10 2014: 10 ■ 0%

**Greymouth**  
 NEW: 15 2014: 17 ▼ 11.8%  
 USED: 34 2014: 36 ▼ 5.6%

**Thames**  
 NEW: 46 2014: 46 ■ 0%  
 USED: 75 2014: 66 ▲ 13.6%

**Tauranga**  
 NEW: 238 2014: 262 ▼ 9.2%  
 USED: 447 2014: 370 ▲ 20.8%

**Rotorua**  
 NEW: 67 2014: 78 ▼ 14.1%  
 USED: 89 2014: 80 ▲ 11.3%

**Gisborne**  
 NEW: 40 2014: 38 ▲ 5.3%  
 USED: 35 2014: 58 ▼ 39.7%

**Napier**  
 NEW: 161 2014: 143 ▲ 12.6%  
 USED: 214 2014: 155 ▲ 38.1%

**Masterton**  
 NEW: 40 2014: 47 ▼ 14.9%  
 USED: 52 2014: 34 ▲ 52.9%

**Wellington**  
 NEW: 570 2014: 530 ▲ 7.5%  
 USED: 843 2014: 726 ▲ 16.1%

**Blenheim**  
 NEW: 51 2014: 46 ▲ 10.9%  
 USED: 30 2014: 38 ▼ 21.1%

**Christchurch**  
 NEW: 686 2014: 685 ▲ 0.1%  
 USED: 1,450 2014: 1,262 ▲ 14.9%

**Timaru**  
 NEW: 46 2014: 67 ▼ 31.3%  
 USED: 111 2014: 87 ▲ 27.6%

**Oamaru**  
 NEW: 10 2014: 16 ▼ 37.5%  
 USED: 28 2014: 20 ▲ 40.0%

**Dunedin**  
 NEW: 222 2014: 223 ▼ 0.4%  
 USED: 311 2014: 255 ▲ 22.0%

**Invercargill**  
 NEW: 80 2014: 98 ▼ 18.4%  
 USED: 134 2014: 108 ▲ 24.1%



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### LATEST SCHEDULE

Port Calls	Morning Midas V2	Morning Miracle V17	Tokyo Car V1	Morning Midas V3
Moji	2 May	16 May	–	–
Osaka	3 May	17 May	3 Jun	16 Jun
Nagoya	4 May	18 May	4 Jun	17 Jun
Yokohama	5 May	19 May	5 Jun	18 Jun
Auckland	22 May	6 Jun	21 Jun	7 Jul
Wellington	29 May	13 Jun	28 Jun	11 Jul
Lyttelton	29 May	8 Jun	24 Jun	10 Jul

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### Imported Passenger Vehicle Sales by Make - April 2015

MAKE	APR '15	APR '14	+/- %	APR '15 MKT SHARE	2015 YEAR TO DATE	2015 MKT SHARE
Toyota	2,468	2,217	11.3	22.4%	10,334	22.6%
Mazda	1,805	1,524	18.4	16.4%	7,417	16.2%
Nissan	1,753	1,740	0.7	15.9%	7,620	16.7%
Honda	1,179	1,057	11.5	10.7%	4,699	10.3%
Suzuki	653	560	16.6	5.9%	2,884	6.3%
Subaru	605	380	59.2	5.5%	2,439	5.3%
BMW	527	391	34.8	4.8%	2,059	4.5%
Volkswagen	448	368	21.7	4.1%	1,757	3.8%
Mitsubishi	431	365	18.1	3.9%	1,809	4.0%
Audi	246	196	25.5	2.2%	932	2.0%
Mercedes-Benz	227	171	32.7	2.1%	906	2.0%
Ford	138	112	23.2	1.3%	647	1.4%
Volvo	71	51	39.2	0.6%	288	0.6%
Chevrolet	67	50	34.0	0.6%	266	0.6%
Mini	63	42	50.0	0.6%	209	0.5%
Holden	47	22	113.6	0.4%	138	0.3%
Jaguar	39	33	18.2	0.4%	161	0.4%
Lexus	39	36	8.3	0.4%	141	0.3%
Hyundai	34	36	-5.6	0.3%	185	0.4%
Land Rover	32	28	14.3	0.3%	154	0.3%
Dodge	18	13	38.5	0.2%	84	0.2%
Peugeot	18	13	38.5	0.2%	85	0.2%
Porsche	15	8	87.5	0.1%	56	0.1%
Renault	15	6	150.0	0.1%	38	0.1%
Daihatsu	13	12	8.3	0.1%	63	0.1%
Chrysler	11	4	175.0	0.1%	36	0.1%
Jeep	11	8	37.5	0.1%	32	0.1%
Alfa Romeo	6	7	-14.3	0.1%	15	0.0%
Kia	6	0	600.0	0.1%	22	0.0%
Skoda	6	1	500.0	0.1%	11	0.0%
Pontiac	5	3	66.7	0.0%	20	0.0%
Smart	5	1	400.0	0.0%	11	0.0%
Cadillac	4	3	33.3	0.0%	12	0.0%
Citroen	3	4	-25.0	0.0%	11	0.0%
Ferrari	3	2	50.0	0.0%	10	0.0%
Others	27	37	-27.0	0.2%	163	0.4%
<b>Total</b>	<b>11,038</b>	<b>9,501</b>	<b>16.2</b>	<b>100.0%</b>	<b>45,714</b>	<b>100.0%</b>

### Imported Passenger Vehicle Sales by Model - April 2015

MAKE	MODEL	APR '15	APR '14	+/- %	APR '15 MKT SHARE	2015 YEAR TO DATE	2015 MKT SHARE
Suzuki	Swift	554	459	20.7	5.0%	2,473	5.4%
Mazda	Axela	521	443	17.6	4.7%	2,138	4.7%
Mazda	Demio	448	374	19.8	4.1%	1,844	4.0%
Nissan	Tiida	418	515	-18.8	3.8%	1,808	4.0%
Honda	Fit	411	340	20.9	3.7%	1,662	3.6%
Subaru	Legacy	319	228	39.9	2.9%	1,306	2.9%
Volkswagen	Golf	268	223	20.2	2.4%	1,076	2.4%
Toyota	Wish	265	244	8.6	2.4%	1,037	2.3%
Mazda	Atenza	261	215	21.4	2.4%	1,154	2.5%
Toyota	Vitz	237	241	-1.7	2.1%	999	2.2%
Mitsubishi	Outlander	227	139	63.3	2.1%	940	2.1%
Mazda	MPV	215	177	21.5	1.9%	800	1.8%
Toyota	Corolla	200	253	-20.9	1.8%	789	1.7%
Toyota	Estima	159	126	26.2	1.4%	678	1.5%
Honda	Odyssey	155	153	1.3	1.4%	671	1.5%
Mazda	Premacy	150	125	20.0	1.4%	620	1.4%
Honda	Accord	146	130	12.3	1.3%	508	1.1%
Nissan	Bluebird	134	98	36.7	1.2%	558	1.2%
Nissan	Note	128	139	-7.9	1.2%	522	1.1%
Nissan	Dualis	123	55	123.6	1.1%	588	1.3%
Toyota	Mark X	121	73	65.8	1.1%	445	1.0%
Toyota	Auris	118	100	18.0	1.1%	515	1.1%
Bmw	320i	117	116	0.9	1.1%	464	1.0%
Toyota	Blade	117	100	17.0	1.1%	494	1.1%
Honda	Stream	114	87	31.0	1.0%	411	0.9%
Subaru	Outback	111	59	88.1	1.0%	405	0.9%
Nissan	Murano	110	110	0.0	1.0%	456	1.0%
Subaru	Impreza	106	49	116.3	1.0%	461	1.0%
Nissan	Wingroad	100	63	58.7	0.9%	378	0.8%
Toyota	Ist	98	114	-14.0	0.9%	430	0.9%
Nissan	Teana	97	102	-4.9	0.9%	414	0.9%
Toyota	RAV4	95	74	28.4	0.9%	387	0.8%
Nissan	Skyline	95	79	20.3	0.9%	500	1.1%
Nissan	March	93	148	-37.2	0.8%	426	0.9%
Honda	CR-V	90	86	4.7	0.8%	365	0.8%
Others		4,117	3,464	18.9	37.3%	16,992	37.2%
<b>Total</b>		<b>11,038</b>	<b>9,501</b>	<b>16.2</b>	<b>100.0%</b>	<b>45,714</b>	<b>100.0%</b>

# Biggest month in past decade

There were 11,038 used imported passenger vehicles sold in New Zealand in April to record the best monthly total for registrations since 2005.

This was up by 16.2 per cent on 9,501 units sold in the same month of 2014 and brought the year-to-date total to 45,714.

Toyota was the top brand with 2,468 sales, which was up by 11.3 per cent to secure a 22.4 per cent share of the market. Mazda took out second place on 1,805 and Nissan came third on 1,753.

Suzuki's Swift was April's best-selling model on 554 registrations. Mazda's Axela was second on 521 with its Demio coming third on 448.

Lyndon Lambert, of AllKars in Whangarei, believes the key to unlocking the used imports market is access to different stock.

"It's just trying to get the variety," he says. "That's what we use the import market for because we try not to purchase too much of the run-of-the-mill stock."

"I'm not a big player on the Japanese side and not bringing in hundreds of vehicles in per month. We average about 30 units a month."

Lambert has noticed a trend with buyers comparing prices on Trade Me without looking at vehicles first.

He adds: "People are getting tighter and there's not much margin in it compared to what we're able to trade at, especially when people want to buy the cheapest car they can on Trade Me."

Brett Kilburn, of Kilburn Cars

in Manukau, South Auckland, says: "We have just gone with the times and there have been a lot of changes in the market, but we're selling a lot of cars and doing things a bit better."

"We launched our Auto Angels brand, which is run by my daughter and daughter-in-law to target female buyers, and that has been working really well."

"We have just had a big month and summer is usually better than the winter, but often you can have a good winter month. We opened Anzac afternoon with

insurance have ramped up the income, and Provident has been strong with its training.

"We've put more resources into the business and now have three business managers. We only had one before and that wasn't enough."

"Also, we have pushed digital and social media quite hard. I don't know if it makes a big difference, but it certainly doesn't hurt and it's beyond cost-effective because it's just so bloody cheap."

"In the end you can have all

very strong for us, there has been more of a problem getting enough stock. We have seen a slowdown in new vehicles year to date compared to 2013 and 2014.

"When new vehicle sales start to slow down, there aren't as many trade-ins but we are managing well."

"Used vehicles don't seem to have changed that much with numbers being very consistent."

"There is no particular price bracket, although our used cars are usually \$15,000 and upwards while used commercials are in a slightly higher price bracket."

Pieter Van Zyl, of Integrity Motor Company in Wanganui, says: "We purchase our vehicles from one massive company that buys in hundreds of cars every month."

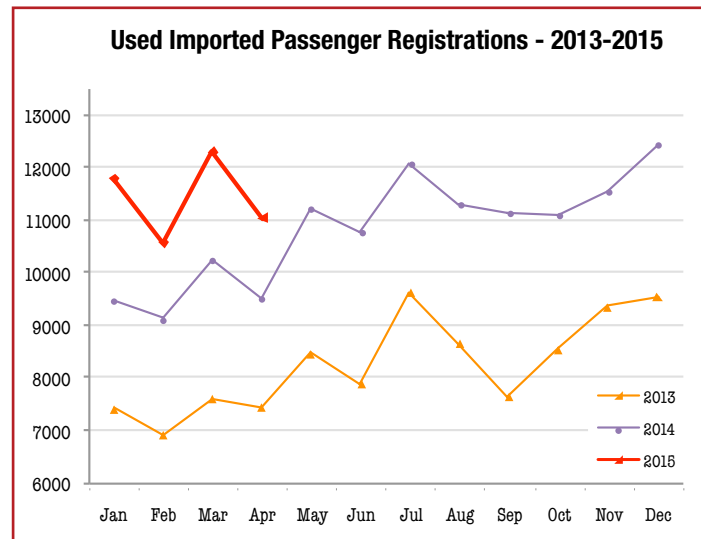
"We have plenty of stock with more than 100 cars on the yard, although that can drop as low as 30."

"In this particular area, we get a lot of families purchasing people movers and sporty vehicles priced at about \$10,000, and we get all sorts of older people looking for cheap Honda Fits."

Van Zyl says the dealership's workshop has just been extended and the business could do with another mechanic because it has been so busy.

"We don't just try to sell to people," he adds. "We give them honest opinions on vehicles, word gets around and they tell their mates about the dealership."

"We are averaging about 30 cars per month, but it always seems to slow down for us during the school holidays." ☺



no expectations and ended up having a really big day."

Kilburn says the dealership is now purchasing more New Zealand-new stock.

"We have always had quite a large section of locally purchased vehicles and there seems to be a lot of ex-rentals available," he told Autofile.

"We have two full-time buyers on the road. Finance and

of the good branding these days, but if you don't sell good cars that are priced well then the rest doesn't matter. We focus on vehicles that are grade four and above."

Nathan Abernethy, dealer principal of Regional Ford in Gore, says: "A lot of older folk still like a bit of size around them when they're in their vehicles."

"While used vehicles are going

# AND TRUE WHOLESALERS



New Passenger Vehicle Sales by Make - April 2015

MAKE	APR '15	APR '14	+/- %	APR '15 MKT SHARE	2015 YEAR TO DATE	2015 MKT SHARE
Toyota	794	764	3.9	12.5%	4,611	15.1%
Mazda	597	485	23.1	9.4%	2,725	8.9%
Hyundai	587	571	2.8	9.2%	2,696	8.8%
Holden	576	662	-13.0	9.0%	3,415	11.2%
Ford	509	441	15.4	8.0%	1,986	6.5%
Mitsubishi	373	334	11.7	5.9%	1,925	6.3%
Suzuki	373	309	20.7	5.9%	1,482	4.9%
Nissan	357	469	-23.9	5.6%	1,690	5.5%
Kia	295	231	27.7	4.6%	1,044	3.4%
Volkswagen	288	308	-6.5	4.5%	1,423	4.7%
Honda	261	200	30.5	4.1%	1,303	4.3%
BMW	195	199	-2.0	3.1%	702	2.3%
Audi	155	159	-2.5	2.4%	635	2.1%
Subaru	155	125	24.0	2.4%	682	2.2%
Mercedes-Benz	130	120	8.3	2.0%	693	2.3%
SsangYong	114	70	62.9	1.8%	407	1.3%
Jeep	86	115	-25.2	1.3%	447	1.5%
Skoda	73	67	9.0	1.1%	327	1.1%
Peugeot	55	92	-40.2	0.9%	290	1.0%
Lexus	53	28	89.3	0.8%	224	0.7%
Land Rover	49	66	-25.8	0.8%	327	1.1%
Fiat	41	18	127.8	0.6%	190	0.6%
Mini	37	48	-22.9	0.6%	219	0.7%
Chery	36	20	80.0	0.6%	97	0.3%
Porsche	36	22	63.6	0.6%	186	0.6%
Dodge	34	32	6.3	0.5%	163	0.5%
Volvo	22	37	-40.5	0.3%	137	0.4%
Renault	19	18	5.6	0.3%	75	0.2%
Jaguar	12	12	0.0	0.2%	58	0.2%
Maserati	12	4	200.0	0.2%	28	0.1%
Citroen	8	31	-74.2	0.1%	81	0.3%
Alfa Romeo	7	31	-77.4	0.1%	31	0.1%
Yamaha	7	-	-	0.1%	40	0.1%
Chrysler	6	9	-33.3	0.1%	21	0.1%
Isuzu	5	9	-44.4	0.1%	41	0.1%
Others	16	44	-63.6	0.3%	114	0.4%
<b>Total</b>	<b>6,373</b>	<b>6,150</b>	<b>3.6</b>	<b>100.0%</b>	<b>30,515</b>	<b>100.0%</b>

New Passenger Vehicle Sales by Model - April 2015

MAKE	MODEL	APR '15	APR '14	+/- %	APR '15 MKT SHARE	2015 YEAR TO DATE	2015 MKT SHARE
Toyota	Corolla	268	298	-10.1	4.2%	1,653	5.4%
Suzuki	Swift	233	128	82.0	3.7%	823	2.7%
Hyundai	ix35	193	115	67.8	3.0%	772	2.5%
Holden	Commodore	176	217	-18.9	2.8%	1,020	3.3%
Mazda	CX-5	165	198	-16.7	2.6%	784	2.6%
Holden	Captiva	159	152	4.6	2.5%	661	2.2%
Toyota	Yaris	158	79	100.0	2.5%	815	2.7%
Hyundai	Santa Fe	156	176	-11.4	2.4%	651	2.1%
Mitsubishi	Outlander	151	119	26.9	2.4%	612	2.0%
Honda	Jazz	149	76	96.1	2.3%	764	2.5%
Mazda	Mazda3	146	181	-19.3	2.3%	850	2.8%
Volkswagen	Golf	118	139	-15.1	1.9%	580	1.9%
Toyota	RAV4	114	83	37.3	1.8%	966	3.2%
Ford	Kuga	113	85	32.9	1.8%	469	1.5%
Mazda	Mazda2	112	44	154.5	1.8%	606	2.0%
Nissan	X-Trail	104	238	-56.3	1.6%	563	1.8%
Mazda	CX-3	101	-	-	1.6%	145	0.5%
Ford	Mondeo	101	47	114.9	1.6%	267	0.9%
Nissan	Qashqai	100	72	38.9	1.6%	561	1.8%
Subaru	Outback	99	46	115.2	1.6%	348	1.1%
Kia	Sportage	99	71	39.4	1.6%	362	1.2%
Ford	Focus	93	83	12.0	1.5%	290	1.0%
Hyundai	i30	86	107	-19.6	1.3%	364	1.2%
Toyota	Highlander	85	134	-36.6	1.3%	444	1.5%
Mitsubishi	ASX	79	28	182.1	1.2%	575	1.9%
Holden	Cruze	77	125	-38.4	1.2%	680	2.2%
Kia	Sorento	75	35	114.3	1.2%	195	0.6%
Ford	Territory	75	59	27.1	1.2%	341	1.1%
Honda	CR-V	74	42	76.2	1.2%	346	1.1%
Mitsubishi	Lancer	74	119	-37.8	1.2%	390	1.3%
Suzuki	SX4 S-Cross	65	56	16.1	1.0%	286	0.9%
Holden	Barina	64	49	30.6	1.0%	348	1.1%
Mazda	Mazda6	61	49	24.5	1.0%	281	0.9%
Volkswagen	Tiguan	60	59	1.7	0.9%	247	0.8%
Mercedes-Benz	C-Class	58	24	141.7	0.9%	246	0.8%
Others		2,332	2,617	-10.9	36.6%	11,210	36.7%
<b>Total</b>		<b>6,373</b>	<b>6,150</b>	<b>3.6</b>	<b>100.0%</b>	<b>30,515</b>	<b>100.0%</b>

CONNECT & ENGAGE

# Boom in new car sales continues

Registrations of passenger vehicles came in at 6,373 units last month and – along with 9,290 sales across the whole market – they helped to make for strongest April for all new vehicles since 1989.

Toyota led the new-car market with a market share of 12.5 per cent, and it was followed by Mazda and Hyundai.

The Corolla was April's top-selling passenger model with 268 sales. Suzuki's Swift was second on 233 units and Hyundai's ix35 made up the top three with 193.

Rob Townshend, chief executive officer of Bayswater Vehicles in Napier, says: "March was really strong while April was a bit softer with school holidays and two long weekends falling in that month.

"We held a one-day sale on a Friday last month. It was private and we sold 32 cars. We then opened it up to the public and sold another 120.

"The market is getting harder and you have to work your databases because new-car options represent really good value for money and a lot of used-car buyers are jumping into new.

"Don't get me wrong though, it's still hard out there for a lot of businesses in our region."

Townshend says a number of factors help with growth in the current economic climate.

"It's about having the right staff, right product and right location," he explains. "We are fortunate because we operate in a multi-franchise environment, so there's always product that goes well.

"It can be more challenging

being a single franchise and harder work to make a dollar."

He describes Hyundai sales as being "absolutely fantastic" and adds it's "our market leader and really performing at the moment".

"Isuzu's utes are first or second here in terms of market share and we are selling a lot of them into forestry," says Townshend. "They are popular vehicles for us.

"Subaru has definitely come back with the new-generation Outback and we are seeing similar volumes to what they were like 10 years ago, while Suzuki always

have had opportunities in recent months to purchase a new one because of the no-deposit finance promotion by Suzuki New Zealand.

"There are some great deals on the market and every brand is offering enticing incentives to get people into new vehicles."

David Wilmot, of Wilmot Toyota in Warkworth, raises some points in regards to high-volume business models.

"We don't make a lot of money in the new-vehicle market," he told Autofile. "There is going to be a point where business owners are

says Lyndon Lambert, of AllKars in Whangarei.

"I wouldn't say we're taking in buyers from the mainstream marques, but we are trading a lot of Great Wall stock. It adds a bit of variety and has triggered new buyers."

Ken Williams, dealer principal of Ignition Motor Group in Wanganui, says: "Kia is coming back and has started the year well. Its products are exceptional and have a lot of potential."

He adds business during April can be affected by the school holidays. "The whole month seems to be a holiday."

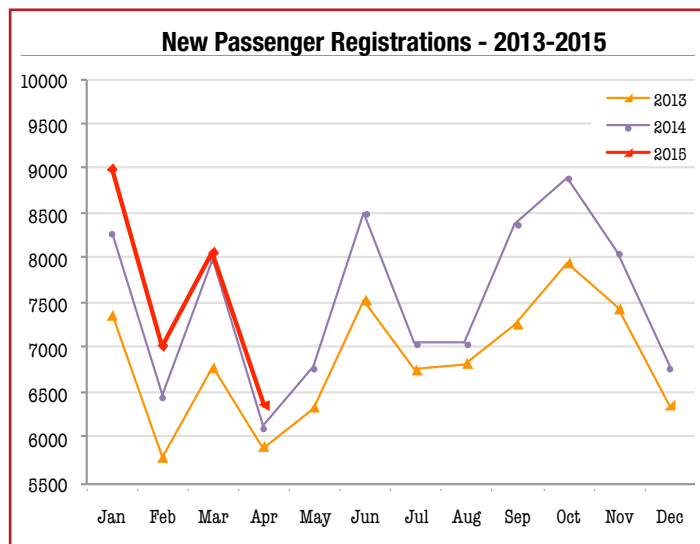
David Crawford, chief executive officer of the Motor Industry Association, notes that sales of luxury vehicles are slightly up compared to this time last year.

Year-to-date new registrations of 2,577 units for Audi, BMW, Land Rover, Lexus and Mercedes-Benz are up by two per cent – or 43 units – for the same period in 2014.

Overall sales for the first four months of 2015 are 14 per cent ahead of the same period last year.

New Zealand's economy is growing at about three per cent annually, and it's being boosted by construction activity, low interest rates and high net migration – all of which help boost sales of new vehicles.

The strong Kiwi dollar, particularly against Australia's currency, the euro and yen, is helping to lower the cost of products in terms of this country's currency, while vehicle prices are starting to weaken ahead of the release of new models by some marques. ☺



seems to do good volumes but at lower margins."

Gareth Jones, sales manager of David Jones Motors in Wanganui, says: "Trade has been very positive for us since November.

"Sales and servicing has been incredibly strong with the good weather helping everyone to be positive.

"The main new vehicle we sell is the Swift and a lot of used-car buyers

going to start questioning the viability of staying in the market.

"I think for some this industry is a lifestyle choice. Some dealers are starting to question their passion for it because sooner or later you still have to have a return on investment."

"We took over Mahindra last year and got the mickey taken out of us, but it's starting to prove itself with its tough four-by-fours,"

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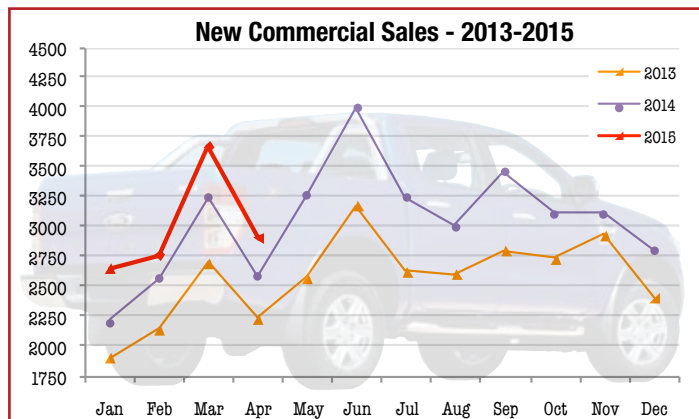
# Utes dominate in record month

April's top three best-selling models across the whole new-vehicle market were light commercials, with Ford's Ranger pipping Toyota's Hilux by 86 units – 487 to 401.

The 2,916 new commercials registered last month made for the highest April on record, while the total was 13.1 per cent higher than 2,578 registrations in the same month of 2014.

Year to date, the Ranger leads the ladder with 1,799 sales with the Hilux in second place on 1,700, although Toyota tops the chart for marques with a 21.1 per cent share of the overall commercial market.

"Holden is strong on the back of good pricing and its model line-up,"



says Ken Williams, of Ignition Motor Group in Wanganui.

"The new Mitsubishi Triton is coming as well as its new Outlander, so I expect to see growth on the back of those two models."

"The Triton is a great ute and – compared to Ford's Ranger and Mazda's BT-50 – it's one of the last utes that's about to change."

Richard van den Engel, of Ebbett Volkswagen in Hamilton, says: "The

ute segment is the fastest-growing in the market and the Amarok is a strong performer in it.

"More and more buyers are beginning to understand the Amarok is a unique vehicle with exceptional ride quality, unbelievable towing ability and class-leading fuel efficiency. It really is the thinking man's ute."

On the market generally, he believes there is confidence among local business owners, the residential property market seems to be hot, new vehicles are getting better and prices are coming down.

"Put it all together and it's translating into good momentum for the motor industry in the Waikato."

## New Commercial Sales by Make - April 2015

MAKE	APR '15	APR '14	+/- %	APR '15 MKT SHARE	2015 YEAR TO DATE	2015 MKT SHARE
Toyota	620	619	0.2	21.3%	2,553	21.1%
Ford	566	544	4.0	19.4%	2,162	17.9%
Nissan	347	119	191.6	11.9%	1,147	9.5%
Holden	263	253	4.0	9.0%	1,065	8.8%
Isuzu	220	126	74.6	7.5%	844	7.0%
Mitsubishi	160	158	1.3	5.5%	818	6.8%
Volkswagen	99	88	12.5	3.4%	487	4.0%
Mazda	84	103	-18.4	2.9%	403	3.3%
Mitsubishi Fuso	51	32	59.4	1.7%	183	1.5%
Great Wall	49	55	-10.9	1.7%	204	1.7%
Hyundai	49	49	0.0	1.7%	257	2.1%
Volvo	46	41	12.2	1.6%	130	1.1%
Mercedes-Benz	44	51	-13.7	1.5%	154	1.3%
Hino	41	55	-25.5	1.4%	185	1.5%
Foton	38	22	72.7	1.3%	172	1.4%
Fiat	36	16	125.0	1.2%	175	1.4%
SsangYong	36	88	-59.1	1.2%	248	2.1%
LDV	25	23	8.7	0.9%	138	1.1%
MAN	17	16	6.3	0.6%	67	0.6%
UD Trucks	17	13	30.8	0.6%	86	0.7%
Others	108	107	0.9	3.7%	596	4.9%
<b>Total</b>	<b>2,916</b>	<b>2,578</b>	<b>13.1</b>	<b>100.0%</b>	<b>12,074</b>	<b>100.0%</b>

## New Commercial Sales by Model - April 2015

MAKE	MODEL	APR '15	APR '14	+/- %	APR '15 MKT SHARE	2015 YEAR TO DATE	2015 MKT SHARE
Ford	Ranger	487	513	-5.1	16.7%	1,799	14.9%
Toyota	Hilux	401	377	6.4	13.8%	1,700	14.1%
Nissan	Navara	347	119	191.6	11.9%	1,147	9.5%
Holden	Colorado	250	231	8.2	8.6%	1,014	8.4%
Toyota	Hiace	189	230	-17.8	6.5%	769	6.4%
Mitsubishi	Triton	157	123	27.6	5.4%	749	6.2%
Isuzu	D-Max	146	73	100.0	5.0%	530	4.4%
Mazda	BT-50	84	103	-18.4	2.9%	403	3.3%
Volkswagen	Amarok	76	36	111.1	2.6%	341	2.8%
Ford	Transit	73	25	192.0	2.5%	354	2.9%
Hyundai	iLoad	49	48	2.1	1.7%	253	2.1%
Great Wall	V240	43	46	-6.5	1.5%	164	1.4%
Volvo	FM	42	31	35.5	1.4%	97	0.8%
Mercedes-Benz	Sprinter	41	39	5.1	1.4%	127	1.1%
Foton	Tunland	37	19	94.7	1.3%	164	1.4%
SsangYong	Actyon Sport	36	88	-59.1	1.2%	248	2.1%
Isuzu	F Series	35	17	105.9	1.2%	129	1.1%
Toyota	Land Cruiser	30	12	150.0	1.0%	84	0.7%
Fiat	Ducato	26	15	73.3	0.9%	142	1.2%
Mitsubishi Fuso	Fighter	25	12	108.3	0.9%	63	0.5%
Others		342	421	-18.8	11.7%	1,797	14.9%
<b>Total</b>		<b>2,916</b>	<b>2,578</b>	<b>13.1</b>	<b>100.0%</b>	<b>12,074</b>	<b>100.0%</b>



# NOW SELLING RENTAL VEHICLES

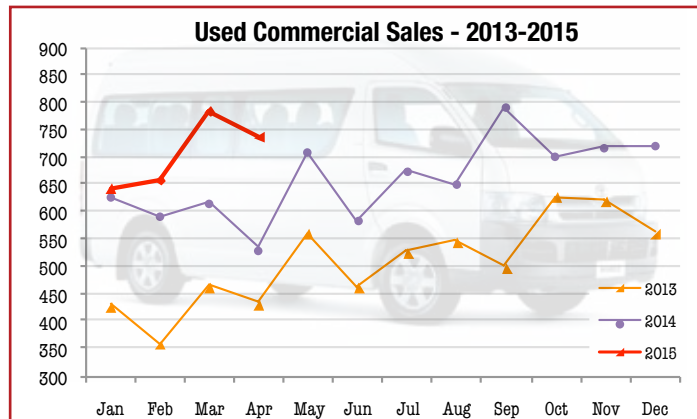
# Used stock harder to source

A dealer selling second-hand light commercials says it's becoming more difficult to find the right vehicles at good prices.

Brett Kilburn, of Kilburn Cars in Manukau, South Auckland, wants to access more stock – and when he manages to do just that, it flies off his yard.

"One of our buyers is in Japan and we just can't get commercials," he told Autofile. "We love selling them, but it's a segment we can't fill demand for."

"There may be specialised commercial dealerships that get offered them before we do, but supply does cycle around so at times we can buy a lot of Hiaces and smaller vans."



There were 737 used commercial vehicles sold in New Zealand last month, which was up by 37 per cent compared to April 2014.

Toyota dominated the marques ladder with 378 registrations,

which was an increase of 38.5 per cent from 273 units on the same month of last year.

Nissan came second with a 26.1 per cent jump from 111 to 140 units, while Isuzu was third on 38 –

up from 25 or by 52 per cent.

As for models, Toyota's Hiace came top with 270 registrations and was followed by Nissan's Caravan on 58.

The Toyota Regius and Nissan Vanette shared third with 39 sales each.

Rob Townshend, of Bayswater Vehicles in Napier, says: "We are getting a lot of trade-ins on Isuzu and a lot of Hiluxes too, Colorados and even the Ranger, which is all quite surprising because it's not one brand in particular."

"Isuzu's D-Max has been a good performer for us. It's a very good ute and built by truck manufacturers, so it tends to suit working on heavy-duty applications."

## Used Commercial Sales by Make - April 2015

MAKE	APR '15	APR '14	+/- %	APR '15 MKT SHARE	2015 YEAR TO DATE	2015 MKT SHARE
Toyota	378	273	38.5	51.3%	1,444	50.7%
Nissan	140	111	26.1	19.0%	549	19.3%
Isuzu	38	25	52.0	5.2%	123	4.3%
Mazda	36	22	63.6	4.9%	157	5.5%
Mitsubishi	25	17	47.1	3.4%	97	3.4%
Ford	24	19	26.3	3.3%	87	3.1%
Chevrolet	15	12	25.0	2.0%	54	1.9%
Hino	13	7	85.7	1.8%	77	2.7%
Factory Built	8	1	700.0	1.1%	10	0.4%
Holden	7	9	-22.2	0.9%	42	1.5%
Fiat	5	5	0.0	0.7%	34	1.2%
GMC	5	4	25.0	0.7%	21	0.7%
Kenworth	5	1	400.0	0.7%	15	0.5%
Great Wall	4	0	400.0	0.5%	6	0.2%
Volkswagen	4	4	0.0	0.5%	21	0.7%
Dodge	3	2	50.0	0.4%	13	0.5%
Cadillac	2	1	100.0	0.3%	3	0.1%
DAF	2	3	-33.3	0.3%	6	0.2%
Land Rover	2	4	-50.0	0.3%	6	0.2%
MAN	2	3	-33.3	0.3%	3	0.1%
Others	19	15	26.7	2.6%	79	2.8%
<b>Total</b>	<b>737</b>	<b>538</b>	<b>37.0</b>	<b>100.0%</b>	<b>2,847</b>	<b>100.0%</b>

## Used Commercial Sales by Model - April 2015

MAKE	MODEL	APR '15	APR '14	+/- %	APR '15 MKT SHARE	2015 YEAR TO DATE	2015 MKT SHARE
Toyota	Hiace	270	205	31.7	36.6%	1,072	37.7%
Nissan	Caravan	58	47	23.4	7.9%	251	8.8%
Toyota	Regius	39	20	95.0	5.3%	129	4.5%
Nissan	Vanette	39	35	11.4	5.3%	124	4.4%
Toyota	Dyna	37	17	117.6	5.0%	107	3.8%
Mazda	Bongo	26	19	36.8	3.5%	128	4.5%
Isuzu	Elf	23	10	130.0	3.1%	71	2.5%
Toyota	Toyoace	15	9	66.7	2.0%	66	2.3%
Isuzu	Forward	14	6	133.3	1.9%	33	1.2%
Nissan	Atlas	12	6	100.0	1.6%	49	1.7%
Nissan	NV200	12	2	500.0	1.6%	59	2.1%
Nissan	Navara	11	9	22.2	1.5%	31	1.1%
Mitsubishi	Canter	10	2	400.0	1.4%	48	1.7%
Factory Built	Optare	7	0	700.0	0.9%	7	0.2%
Hino	Ranger	7	3	133.3	0.9%	24	0.8%
Mazda	Titan	7	1	600.0	0.9%	21	0.7%
Mitsubishi	Triton	7	2	250.0	0.9%	24	0.8%
Hino	Dutro	6	3	100.0	0.8%	47	1.7%
Toyota	Hilux	6	11	-45.5	0.8%	40	1.4%
Ford	Ranger	6	8	-25.0	0.8%	24	0.8%
Others		125	123	1.6	17.0%	492	17.3%
<b>Total</b>		<b>737</b>	<b>538</b>	<b>37.0</b>	<b>100.0%</b>	<b>2,847</b>	<b>100.0%</b>

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