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March 2017

Research paper states 'dieselgate' emissions will cause deaths

Europe is again reeling over another controversial saga in the Volkswagen emissions scandal.

This month, researchers from Massachusetts Institute of Technology (MIT), Harvard University and Belgium's Hasselt University issued a report on their study into the impact of excess emissions throughout Europe from 2.6 million rigged diesel VW cars sold in Germany between 2008 and 2015.

During this period, Volkswagen fitted about 11 million diesel cars worldwide with defect devices so vehicles appeared to comply with stringent environmental tests while still emitting dangerous levels of pollutants, called nitric oxides, about four times above the European test limit.

While Volkswagen has issued recalls of affected vehicles in the United States and Europe, scientists at MIT and elsewhere have found the excess emissions have already

had an impact on public health.

In a paper published in March in *Environmental Research Letters*, the team says that the manufacturer's emissions in excess of the test-stand limit value has had a significant effect on public health not just in

Germany, 500 will likely occur in Germany, meaning that more than 60 per cent of premature mortalities stemming from those German-sold cars will occur in neighbouring countries, including Britain, Poland, France, and the Czech Republic.

"Air pollution is very much transboundary," says co-author MIT associate professor Steven Barrett. "Pollution doesn't care about political boundaries; it just goes straight past. Thus, a car in Germany can easily have significant impacts in neighbouring countries, especially in

densely populated areas such as the European continent."

If VW can recall and retrofit affected vehicles to meet European standards by the end of 2017, this will avert 2,600 additional premature deaths and \$6.2 billion in corresponding health costs.



Greenpeace activists demonstrate at the entrance to the Volkswagen (VW) plant in Wolfsburg

Germany but throughout Europe.

The researchers estimate that 1,200 people in Europe will die early, each losing about a decade of their life, as a result of excess emissions generated between 2008 and 2015 by affected cars in Germany. Of these premature



Specialised training that's proven to increase profits

Advanced EV to star at Car Show of the Century



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New director of Autofile announced



Geneva's stars shine

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Monthly stats reveal increased growth

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GUEST EDITORIAL

With growth comes challenge and opportunity

Gordon Shaw, CEO of VINZ, has experience in the automotive industry which spans across areas of policy and management in both government and private enterprise.

We are now in the third month of 2017 and it seems that all the same economic conditions are replicating last year.

I am often asked if the current buoyancy in the automotive industry will continue and will the same economic conditions prevail this year?

From what we have seen so far this year it seems that the answer to this is 'yes'.

2017 is shaping up so far with a similar set of themes to 2016. The New Zealand economy is trucking (pardon the pun) along nicely, economic growth is still high and holding, and all of the consumer confidence indices remain high, with most commentators having cautious optimism that these won't change in the short term.

One key driver of the economy is net migration, and Statistics New Zealand states that a record 71,300 more migrants arrived in New Zealand than left in the January 2017 year. In total, migrant arrivals numbered 128,300, compared with 57,000 leaving to live overseas.

All of these migrants need the services required by the rest of the population, housing, food, transport etc. and in turn this generates economic growth across the board, and our industry are certainly reaping the benefits of this growth.

Vehicles of all kinds are still being sold due to easy access to finance and consumer and business confidence showing no let up, this is



GORDON SHAW
CEO of Vehicle Inspection
New Zealand (VINZ)

showing in the vehicle sales numbers so far this year.

It is great to see a number of new OEM's stepping up and offering new EV options to the NZ market. This is in stark contrast to the total disinterest of EV's in the Australian market.

Used EV's still lead the way in the registration stats

and it is interesting to watch some of the smart operators offering value added services and products for potential EV owners, as well as some dealers specialising in EVs specifically.

Increased numbers of used imports have put a lot of pressure on compliance and entry certification. Both the inspectorates and the compliance centre operators are finding it difficult to find and recruit skilled staff to cope with the high volumes. Added to this is the extra inspection work required by the regulator, NZTA, in relation to the airbag issue.

2017 is election year, and as usual this may lead to some market uncertainty as we get closer to the election date and we see how the polls are shaping up. It will be very interesting to see what transport sector policies are released by the main parties.

It will also be interesting to see what presents the current government might provide us in May's budget.

With what looks like another busy year ahead I wish all in the industry the best of luck in navigating the remaining nine months. ☺

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The team says about 30 people will die in Britain from fumes which have travelled across the North Sea, but say the final death toll may be 'many times' greater because the study didn't include the impact of 1.2 million affected vehicles in Britain.

The team estimates the excess emissions generated by the 482,000 affected vehicles in the US will cause about 60 premature deaths.

About 7,700 vehicles were affected in New Zealand including Audis and Skodas.

Volkswagen NZ general manager, Tom Ruddenklau, says the company has reprogrammed the defective software in about half of the 5,000 affected VWs in New Zealand.

"We're making steady progress," he says. "We have a strong focus on getting the software fixed as soon as it's convenient for customers."

He has said in the past that there will be no pay-outs for New Zealand VW car owners because the defect was a technical issue which can be easily fixed to meet

our emission regulations.

However, a class action is being organised by a law firm in Wellington.

Edward Cox, litigation partner at Gibson Sheat says buyers of Volkswagens, Audis and Skodas in New Zealand were duped into believing the vehicles met European emission standards, and should not be left out of pocket

If VW can recall and retrofit affected vehicles to meet European standards by the end of 2017, this will avert 2,600 premature deaths and \$6.2 billion in health costs.

from the misleading and deceptive actions of others.

"We believe a group action is the best way for individual vehicle owners to hold Volkswagen to account over its actions."

Although the German company is working on a remedy to remove emissions-cheating software from affected cars powered by 1.6 and two-litre diesel engines, there are

concerns that it may reduce power and fuel efficiency, he says.

"The reputation of the affected cars may now be tainted due to no fault of the owners and this could lead to a reduction in the value of the cars. Volkswagen has given no indication it is considering compensating owners for losses they may suffer."

Mr Ruddenklau says his focus is on the customer rather than possible group action against VW in New Zealand.

Owners of about 80,000 affected vehicles in Australia have also only been offered a technical software upgrade to their cars.

But thousands of affected drivers have signed up to class actions in cases that are being run

by two firms, Bannister Law and Maurice Blackburn.

They are seeking redress in Australia's Federal Court.

One of the lead plaintiffs, Richard Cantor, told ABC News that if he had known about the modification he may not have bought his car.

"It's that we've been deceived, that we've been treated with contempt by a corporate giant, I think the people in the US and Europe affected would feel the same," he says.

MIT associate professor Barrett warns it's unlikely that Volkswagen is the only company with issues with excess emissions.

"We don't know if other manufacturers have these defeat devices, but there is already evidence that many other vehicles in practice emit more than the applicable test-stand limit value."

VW DIESEL SCANDAL TIMELINE
During 2014, researchers at West Virginia University, in the United States, found that some

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◀ Volkswagen diesel cars were emitting more pollutants than the vehicles should, which led regulators to discover that a defeat device had been installed in order to trick inspectors and defy emissions regulations. The software could detect when the car was being tested and lower its emissions during the tests.

In September 2015, VW admitted that 11 million vehicles sold throughout the world between 2008 and 2015 carry the device. VW has since pleaded guilty to multiple criminal charges in the US, and set aside \$20 billion to deal with the costs of the scandal, including promising to buy back and fix the defect cars. Of the affected vehicles, about 2.6 million were sold in Germany, 7,700 in New Zealand and 80,000 in Australia.

SEPTEMBER 2015

- ▣ VW is told to recall 482,000 cars in the US after it is found to have installed sophisticated software in the vehicles to cheat emissions tests and let its cars produce up to four times more pollution than allowed.
- ▣ The then chief executive, Martin Winterkorn, says he is "deeply sorry". "We will cooperate fully with responsible agencies, with transparency and urgency, to ... establish all the facts of this case." VW orders an investigation of this matter.
- ▣ About \$22 billion is wiped off VW's share price on the Frankfurt stock exchange. The German government warns that the scandal jeopardises the reputation of the country's entire car industry.
- ▣ VW admits there are 11 million cars worldwide fitted with its defeat devices. Winterkorn says he is "endlessly sorry" but insists he will not resign. The US chief, Michael Horn, says the company "totally screwed up".
- ▣ Winterkorn resigns from VW on 23 September (and eventually from Audi on 11 November) but insists he is "not aware of any wrongdoing on [his] part" – and is given a €28m (\$42 million) pension. Class-action lawsuits are filed in the US and Canada



Former VW CEO, Martin Winterkorn has denied knowing about the emission cheating and said in testimony, "I would have prevented any type of deception or misleading of authorities."

- and criminal investigations are launched by the US Justice Department.
 - ▣ Germany confirms that VW vehicles with software installed to cheat emissions tests were sold throughout Europe. Britain's Department for Transport says it will start its own inquiry into car emissions, as VW faces a barrage of legal claims from British car owners.
 - ▣ VW appoints Porsche chief Matthias Müller as group chief executive. The carmaker blames the scandal on a "small group" of people and says a small number have been suspended.
 - ▣ Switzerland bans sales of VW diesel cars.
 - ▣ German prosecutors launch an investigation of Winterkorn.
 - ▣ Almost 1.2 million VW diesel vehicles in Britain are affected by the scandal – more than one in 10 diesel cars on Britain's roads.
- #### OCTOBER 2015
- ▣ VW halts the sales of some of its models in Australia.
 - ▣ Müller says the recall of affected diesel vehicles will start in January and cars will be repaired by the end of 2016.
 - ▣ Police raid VW's headquarters in Wolfsburg, Germany. VW's US boss, Michael Horn, says he feels personally deceived by the scandal and finds it hard to believe that just two rogue engineers were at the root of the furore.
 - ▣ VW Australia recalls 80,000 cars.
 - ▣ The German transport ministry says 3.6 million cars in Europe require major hardware changes such as a new fuel tank,

- ▣ China's quality watchdog says it is "highly concerned" about the cheat device in VW's diesel cars.
- ▣ VW says it will recall 8.5 million diesel cars throughout Europe.
- ▣ About 7700 vehicles in New Zealand, including Audis and Skodas carry the defect device.
- ▣ Wellington lawyers Gibson Sheat ask car owners affected by the emissions scandal to register their interest for group

action against Volkswagen.

- ▣ A poll shows nearly two-thirds of Germans still trust VW, saying the scandal has been exaggerated and that it will be forgotten within a year.
 - ▣ Doubts grow over Winterkorn's involvement in the scandal.
 - ▣ The emissions-rigging scandal pushes VW \$5.3 billion into the red, its first quarterly loss in 15 years.
- #### NOVEMBER 2015
- ▣ US authorities accuse the carmaker of installing defeat devices into luxury sports cars including Porsches.
 - ▣ VW and Audi are hit with two class action lawsuits from Australian car owners.
 - ▣ VW offers \$1,000 gift cards as goodwill package to US drivers. Its repair bill rises as Germany's transport ministry says 540,000 recalled cars will need hardware changes.
 - ▣ Profits at Porsche more than halve as a result of the scandal.
 - ▣ German car regulators expand their investigation into

[continued on page 6]

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[continued from page 5]

- suspected diesel emissions manipulation to more than 50 models from brands including BMW, Mercedes, Ford, Volvo, Nissan and Jaguar Land Rover.
- ▣ Müller says German regulators signed off on a software update to fix affected two-litre diesel motors and that most of the affected vehicles will not need major work.
 - ▣ South Korea orders a recall of 125,522 VW cars, the first country after the US to announce measures based on its testing.
- DECEMBER 2015**
- ▣ VW takes out a \$30 billion loan to help it survive the diesel emissions scandal and vows to protect jobs.
 - ▣ Industry figures show Volkswagen sales in Britain fell 20 per cent in November. In the US, sales fell 25 per cent compared to November 2014,

- according to separate figures.
- ▣ VW says about 36,000 cars are affected rather than 800,000 in Europe.
- FEBRUARY 2016**
- ▣ New Zealand's recall of affected VWs begins.
- JUNE 2016**
- ▣ New Zealand owners of affected vehicles learn they will not be getting a pay-out or buy back option.
- SEPTEMBER 2016**
- ▣ The defect software in about 760 VWs in New Zealand has been reprogrammed, with 1,900 cars available for software updates.
 - ▣ About one in 10 VWs in Britain have been fixed.
- NOVEMBER 2016**
- ▣ VW's global sales bounce back with 4.7 per cent gain in October due to robust demand in China.
- MARCH 2017**
- ▣ The MIT and Harvard University

researchers release a report on the health impact from 2.6 million affected cars sold in Germany.

Researchers estimate about 1,200 people in Europe will die early, each losing as much as a decade of their life, as a result of excess emissions generated between 2008 and 2015 by affected cars in Germany. Of these premature deaths, 500 will likely occur in Germany, meaning that more than 60 percent of premature mortalities stemming from those German-sold cars will occur in neighbouring countries, including Britain and France.

MIT associate professor MIT associate professor Steven Barrett warns it is unlikely that Volkswagen is the only company with issues with excess emissions.

"We don't know if other manufacturers have these defeat

devices, but there is already evidence that many other vehicles in practice emit more than the applicable test-stand limit value," he says.

The German inquiry into the scandal draws to a close. German chancellor Angela Merkel tells a parliamentary committee that she first heard about the scandal through the media and later spoke to then CEO Winterkorn but didn't receive any new information on the fraud.

Almost 2,500 VWs in New Zealand have had defect software fixed.

The Australian Competition and Consumer Commission (ACCC) has filed proceedings in the Federal Court against Audi. The ACCC alleges engaged in misleading or deceptive conduct, made false or misleading representations and engaged in conduct liable to mislead the public in relation to certain diesel vehicle emission claims between 2011 and 2015. ⊕



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MTA show links the past and future

New Zealanders love their cars and are expected to flock to the Motor Trade Association's (MTA) centenary celebrations in April.

The MTA has carefully selected more than 150 cars, and a few motorbikes, to bring the past, present and the future of motoring together under one roof for the public.

It's Car Show of the Century, in Wellington, has support from museums, private car collections and private car owners as well as the big brands to bring together some of the country's most historic, iconic and beloved vehicles. These will include a John Britten motorbike, a replica Burt Munroe Indian, Chris Amon's Maserati, and the Kiwi-made Trekka.

The event will also give a taste of the future, with concept cars and autonomous vehicles on show as well as some of the latest models from major brands.

For the first time, one of the world-renowned futuristic Rinspeed concept cars, will be on display in NZ.

The electric, autonomous Rinspeed Budii has featured at the Geneva Motor Show, the Shanghai Motor Show and CES Las Vegas. It's one of the world's most technologically advanced cars and



Rinspeed's Budii concept will be on display at the MTA's Car Show of the Century

has been designed to show how the relationship between cars and humans could evolve.

"We are very privileged to have been entrusted with this incredible vehicle by its makers, the Swiss company Rinspeed. They have never displayed one of their concept cars in Australasia and it has been lent to us for our centenary," says MTA chief executive Craig Pomare.

Rinspeed boss Frank Rinderknecht says the Budii is designed to evolve.

"In the future, cars will do just as we do: they will keep learning every day, and as a result will get better and better at mastering the complex challenges of modern-day private transport.

"To this end, Budii will take information from its surroundings, its own 'experiences' and those of other vehicles along its route

into consideration. The long-term result will be a cognitive and intuitive autopilot."

The Budii can be driven manually or used in autonomous mode and comes with two electric mini vehicles which is the manufacturers take on a Segway. The two-wheeled vehicles and their helmets are housed behind the front seats and are used for the first or last leg of the journey.

Rinspeed has been building concept cars since the early 1980s. Each year, the Swiss company brings together the top companies in technology, engineering and imagination to build possibility into a car. Many of the products, materials and technology used are still in the development phase.

Speakers at the show will include Ian Wright, the Kiwi who helped set up Tesla before going on to develop

an electric power drivetrain for trucks, Rinderknecht and his NZ industrial designer Alain Brideson.

Thanks to the support of Southwards Car Museum, the MTA will display the first car to drive in New Zealand in 1898.

The Better New Zealand Trust is providing several cars for the public to experience driving an electric car.

The MTA100 show will celebrate the MTA's achievements since a group of Manawatu garage owners first got together in Feilding, in 1917, to set up a motor retailers association.

During the past 100 years, it has focused largely on developing professionalism to ensure vehicle safety and customer satisfaction, and to protect members through many difficult eras, such as after both world wars.

The MTA was responsible for establishing the Motor Industry Training Scheme and the A Grade Mechanic and Garage Schemes to promote industry standards and improve customer satisfaction.

It helped set up the first warrant of fitness scheme in 1937 and fought for and against changes in the ensuing decades.

The centenary event will be held at Wellington's TSB Bank Arena and Shed 6 from April 29 to 30. For details visit www.mta.org.nz/mta100. ☺

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Wiltshire takes stake in Autofile magazine

Darren (Dazzz) Wiltshire has become a shareholder and director of 4 Media Ltd, the publishing company that owns the rights and produces Autofile and Dealer Directory.

After more than five years at the helm of Trade Me Motors, Wiltshire decided it was time to be more in control of his future opportunities, whilst staying associated with the New Zealand automotive industry.

"I have a great passion for the industry and everything digital and I see great potential for Autofile and where we can take it.

This is the perfect opportunity for me to step out from a large company like Trade Me and actually have more control over the future direction of a company. I'm also looking forward to working with Brian, the rest of the team at 4 Media and everyone else in the industry I've gotten to know over the past six years."

With a degree in management and information technology, gained at Victoria University in Wellington, Wiltshire worked for a number of years for IBM before moving to London, initially for an OE, which ending up being an 11-year stint.

"I was involved in a number of IT and technology companies in the UK," says Wiltshire. "I started out as a consultant for a business process and improvement specialist SYSDOC before joining internet company AOL (UK) as manager of projects and process in 2005. Then I moved to BSkyB looking at where the internet was going in the future and later moved to head of ad operations,

until December 2010 when, with two small twins, we decided it was time to come home."

Since returning to New Zealand in 2011, Wiltshire initially contracted to Trade Me, before being offered the role of head of Trade Me Motors.

"I was essentially Trade Me Motors in those days, the only staff member dedicated to that part of the business, now over 50 people work in 'Motors'. Trade Me

is a great place to work, the environment is vibrant and the people are fantastic but when a potential move to Auckland was on the cards I decided it was time I did my own thing, so when Brian approached me with the opportunity

to buy in to 4 Media it all made sense," says Wiltshire.

Brian McCutcheon, director of 4 Media says, "Dazzz is a perfect fit for this business, he loves the industry, knows the people involved and has valuable and complimentary skill-sets, and his enthusiasm is already making a mark and he hasn't started yet!

Dazzz's acquisition of a 50 per cent shareholding in the business will enable us to strengthen our existing products and look to new areas of business. He will be an active partner working in the business; so it's an extremely exciting time for us all".

Coincidentally, Wiltshire joins Autofile in its 30th anniversary year. The magazine first went to print in May 1987.

"Thirty years of being the voice of the New Zealand auto industry is no mean feat, and we both intend to continue in that role for many years to come," says McCutcheon. ☺



Darren Wiltshire



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NZTA issues notice on MVR access

The NZTA has published three new notices on the Gazette website in relation to the authorisation changes to the Motor Vehicle Register (MVR) first announced in March 2016. The notices came into force on March 16, and will expire in 2022.

Compared to the existing authorisation, the new notices are more detailed and enforce strict conditions on who can access the MVR within an authorised business.

One key change is the auditing system and the reporting of unauthorised access to the register. Registered traders are now required to keep summary records of each section 241 enquiry for one year from when the data was accessed.

Breaches must now be immediately identified by the trader and reported to the Registrar for motor vehicles (currently the NZTA), the Privacy Commissioner,

and the person whose details have been breached.

"The responsibility under the gazette notice appears to fall on the shoulders of the traders that have access to it," said IMVIA membership and technical services manager, Malcolm Yorston.

"They must do the reporting of breaches and keep records. They must be able to provide audit information to NZTA."

Previously, service providers such as Motorweb assumed responsibility for reporting any breach. "They have been the ones identifying to the MVR, Privacy Commissioner and individuals," Yorston said.

The latest gazette notice has made the role of auto industry associations with regards to the MVR uncertain. "We have not received communication from the NZTA to let us know what their expectation of our association is," said Yorston.

"Communication is the key, and there's been a lack of communication from NZTA."

This follows ongoing preparations to overhaul access to the MVR, which were first changed in 2011, and introduce greater controls on the use of information obtained in the register.

Further changes were signalled by NZTA in March last year, whereby motor vehicle traders would have to apply individually to have access to the register.

The NZTA created a six-month class authorisation to ensure registered motor traders continued to have access to the MVR. This was extended for a further six months due to the large amount applications.

Trade Me Motors sales director Chris Knight said the notices published by NZTA yesterday were "likely

to be the first step in rolling out these changes," which are set to take effect from April 30. Knight said he is waiting to hear from the NZTA for notice of further changes to how personal information on the MVR is accessed.

Tony Everett, dealer services and mediations manager for Motor Trade Association (MTA) advised Autofile that they made an application on behalf of its dealer and service station members in April 2016, shortly after the change in access was first announced by NZTA. Assuming applications are now finally being processed, Everett is confident they will hear from NZTA shortly.

Yorston said the IMVIA has had unofficial confirmation that their MVR authorisation application has been through the committee stages and expects to receive a letter fairly soon. ☺



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Understanding potential sales opportunities

Whilst I've talked about this before over the years, it is another area that not many dealerships seem to understand or really value.

I have had many a conversation about dealers wanting to increase advertising spends across their various channels in a hope of increasing customer enquiry. I then pose the question - "How many customers do you come into contact with and NOT sell to each month?"

I would go as far as saying that over 80 per cent of dealerships in NZ do not know the answer to this question, which is actually where a MASSIVE amount of potential sales opportunities lie.

Why try and pour more customers into the top of the funnel if you have no idea how many there are already and how many you are converting to sales.

Increasing your conversion of the enquiries you get now is the place to start, before pouring more in to the top. Once you understand how many you currently have, you can work towards converting them. Then, when you do boost your advertising, your precious advertising dollar goes a lot further.

The first steps to measuring your dealership's customer activity is to ensure every opportunity is loaded into your Dealer Management System (DMS) or, at the very least, recorded on an old school piece of paper. To be honest I much prefer the discipline of having a good process around entering information into a system, then

you can track activities against a vehicle and determine actions relating to activities or lack of, a lot more efficiently.

The key activities that should be recorded as opportunities include the:

- ▶ phone enquiry,
- ▶ email enquiry,
- ▶ physical appointment,
- ▶ walk in,
- ▶ test drive,
- ▶ sale.

To go one step further I would also suggest recording the referral method or medium from which each of these activities came,



MARK GREENFIELD
Motorcentral

e.g. website, TradeMe, repeat customer, referral from a friend, walk in etc. This information then allows you to establish your return on investment in each of those areas and the effectiveness of what you are doing in

those spaces.


Once you can establish how many unique opportunities (individual customers) present themselves each month to your dealership, you can then very quickly establish what your opportunity-to-sale ratio is and use this as a benchmark each month against which to track your performance.

***Example:** 300 unique opportunities for the month resulted in 30 vehicle sales providing a ratio of 10 per cent. Yes, there will be carry over each month dependant on where your customers are at in their buying process, however this simple measurement is a basic starting point that every dealership should deploy and be aware of. Start off with the basics.*

In this example there are 270 customers that didn't purchase from the dealership! Measuring this over three months will start providing you with a good average to work from, benchmark against and improve upon.

By a customer making some form of contact with your dealership they have indicated that they are in the buying cycle somewhere. This cycle could be ten, 30, 60 or even as long as 90 days. Therefore doesn't it make sense to make a plan as to how you can retain, engage and sell to the 270 that chose not to complete the buying cycle? Be proactive with these customers and take action now.

Having a good CRM or DMS system that allows you to record, track, communicate to, and monitor your opportunities is so important. The opportunity to increase sales is right there in front of many of you. The key is measuring activity, quantifying your opportunities and then doing something about it.

If you want to learn more about maximising your opportunities and what steps to take to convert as many of them as you can, then please give the team at Motorcentral a call today. 

"The opportunity to increase sales is right there in front of many of you. The key is measuring activity, quantifying your opportunities and then doing something about it."



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Geneva debuts eye-candy galore

From supercars to luxury SUVs to compact hatchbacks, the Geneva Auto Show premiered a range of new vehicles from manufacturers around the world.

Suzuki's big news was their new Swift. The compact will get two engine options – a 66kW 1.2-litre three-cylinder and an 81kW 1.0-litre four-cylinder, which can also come with four-wheel drive – and will launch internationally in June. A Swift Sport, utilising a 102kW 1.4-litre engine, will follow in 2018.

The next-generation Ford Fiesta ST is a new addition to the family, containing a 1.5-litre three-cylinder turbo engine generating 146kW and 290Nm of torque. The hot hatch comes with three selectable driving modes – normal, sport and track –



The new Suzuki Swift

which adjust traction control, throttle response, power steering and exhaust valve settings, and Ford has set the launch date for early 2018.

The Hyundai i30 Tourer family car has been included to the Hyundai line-up. The wagon contains a 1.0-litre three-cylinder engine, a 1.4-litre petrol engine or a 1.6-litre diesel. Hyundai put the car through rigorous driving tests across Europe, including the Nürburgring in Germany.



Ford Fiesta ST



Volkswagen Arteon



McLaren 720S



Alpine A110

Volkswagen has filled the gap between its premium off-roading Touareg and compact Tiguan with the Tiguan Allspace, a seven-seater crossover SUV. The Allspace comes with petrol and diesel engines, two- and four-wheel drive, and manual or dual-clutch transmission. Petrol powertrains range from 110kW to 161kW, while the diesel options stretch up to 276kW.

A new four-door coupe is set to join the Volkswagen line-up. The Arteon replaces the discontinued Phaeton and features a range of engine options, starting with a 1.5-litre four-cylinder petrol engine producing 110kW of power. A 2.0-litre petrol will also be available, with either 140kW or 206kW of power. The Arteon is set to arrive in New Zealand this September, sporting the 206kW 2.0-litre engine.

Renault has blown the dust off the Alpine marque with the A110, a two-seater sports coupe. The A110 contains a 1.8-litre engine designed in partnership with Nissan, which produces 187kW and 320Nm of torque and is paired with a seven-speed GCT gearbox. 0-100km/hr takes 4.7 seconds, and the top speed has been electronically limited to 250km/hr.

McLaren has launched its new 720S, a redesign of the 650S. A new 4.0-litre V8 engine is one



Volkswagen Tiguan Allspace

of the upgrades, producing 530kW and 770Nm, reaching 0-100km/h in just 2.9 seconds. McLaren has also redesigned the aluminium wishbone suspension and carbon-fibre chassis.

Aston Martin caused a stir in Geneva with its ultra-rare hypercar, the Valkyrie. Just 150 will be produced for the public, with the order books already full. The Valkyrie will have a hybrid powertrain comprised of a 6.5-litre V12 engine and an electric battery boost. Total output should hover around 750kW.

Finally, the Ferrari 812 Superfast looks set to deliver on its name. A reworking of the F12 Berlinetta, the Superfast contains an upgraded 6.3-litre V12 engine which produces 581kW and 718Nm of torque with a top speed of 341km/hr. The new body features active aero elements to improve downforce at high speed, and the Superfast is the first Ferrari to use an electric power steering system. ⊕



Hyundai i30 Tourer



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New EVs and hybrids on show

Plug-in hybrid incarnations of luxury cars were a recurring feature at the Geneva Auto Show. Porsche was one of several, announcing the new Panamera Turbo S E-Hybrid would contain an electric motor. The hybrid engine contains a 100kW electric motor and a 404kW V8 engine, with a total power output of 500kW and 850Nm of torque, and a 0-100km/h time of 3.4 seconds with a top speed of 310km/h. The Panamera

hybrid will be available in New Zealand in the second half of 2017.

Lexus unveiled their own hybrid, the LS 500h, which is powered by a 3.5-litre V6 petrol engine and two electric motors, producing a combined 264kW matched to a 10-speed automatic transmission. 0-100km/h takes 5.4 seconds, and the car can run at up to 140km/h with the engine shut off.

Jaguar introduced a fully-electric I-PACE at the show, which contains a state-of-the-art electric drive system. The performance concept SUV will produce 294kW of power and 700Nm of torque, with a 500km range from the 90kWh lithium-ion battery.

Peugeot have released a concept of their own, the autonomous Instinct hybrid. The



Peugeot Instinct



Panamera Turbo S E-Hybrid



Jaguar I-PACE



Honda's NeuV concept

Toyota's i-TRIL



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car is powered by a 221kW petrol-electric system, with Peugeot reticent to release more details. The car can be driven or fully autonomous, with the steering wheel folded away into the fascia. The high-level autonomy means the Instinct won't be seen on the roads until at least 2025.

Another autonomous concept on show was the Honda NeuV. The EV comes with an "emotion engine", which detects the driver's emotions behind their judgements on the road, and can then apply what it has learned from past decisions to make new recommendations.

The makers of Europe's best-selling full EV, Renault, released a sporty performance version. The Zoe e-Sport is a hot hatch with a carbon-fibre body to offset the weight of the 450kg battery, and an electric motor puts out 343kW of power that can reach 0-100km/h in 3.2 seconds. The

EV remains a concept for now, with no plans for a commercial release.

The smallest EV concept was arguably the Toyota i-TRIL three-seater, which is designed to be easy to park and handle frequent stopping. The i-TRIL weighs 590kg and is just under 3 metres long. An active-lean system helps the tiny car around corners, and while the i-TRIL could be autonomous, Toyota said they would expect drivers to take the steering wheel.

Bentley brought a somewhat unexpected all-electric EXP 12 Speed 6e to the show as an example of what their future EVs might look like. The Speed 6e features a drop-top, and details on its powertrain are thin. The car maker said, however, a capable Bentley EV should go from London to Paris or Milan on a single charge. Whether the Speed 6e ever reaches production remains to be seen. ☺



Bentley EXP 12 Speed 6e concept



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Findings of the Port Future Study

There is currently much discussion regarding the future of Auckland Port. Central to the debate is its long-term potential, given that both the port and the city need to grow to meet expected future demand. The port, unable to claim land in the city, can only grow by reclaiming land from the harbour; the easiest way for the central city to grow is by reclaiming the port.

To support informed decision-making, the Auckland Development Committee commenced the "Port Future Study" in April 2015. This aimed to develop long-term strategic recommendations on how to cater for Auckland's (and New Zealand's) import and export infrastructure needs. This research has now concluded and the results are publicly available at www.portfuturestudy.co.nz.

Researchers started with a base case (do nothing) and several identified options, then outlined each one's potential benefits and repercussions. Options were assessed on their ability to meet short, medium, and long-term needs, as well as economic, environmental, social, and cultural impacts.

The final recommendations are:

- ▶ recognise that Ports of Auckland will have long-term productivity constraints due to available space;
- ▶ recognise that the needs of multi-cargo, such as cars, can be met with several solutions, including relocation, reclamation, or enhanced infrastructure such as vertical

stacking (when aligned with long-term strategy);

- ▶ implement a system to monitor key indicators, to confirm the accuracy of the study's predictions. Since these predictions were used to plan long-term strategies, identifying when productivity milestones are met will help indicate when decisions need to be made;
- ▶ develop a transition plan, recognising that many short and medium-term options exist as part of any long-term strategy;



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One interesting aspect of the report was its conclusion that a new port in Manukau Harbour is a viable long-term approach, and would also create wider economic benefits, higher revenues, and lower freight operator costs. Of course, it also has higher capital and ongoing operating costs. A positive feature of the Manukau Harbour solution is the location; close to where most vehicles are compliance tested, and still in Auckland where the largest market is.

In fact, the study concludes that even if no pressing urgency to

discard Northport as an option, it bears mentioning that they evaluated Northport as-is, not as investment could make it.

The most important recommendation is likely the third one: a system to monitor changes in port activity. The tracking of key indicators would help predict how long the current port will remain viable; it could well be that emerging manufacturing processes, like 3D printing, will make domestic manufacturing feasible. This could lead to a decrease in long-term shipping requirements, and a future in which the current port's footprint is more than adequate for New Zealand's needs.

On the other hand, we might find that the study's predictions and conclusions are radically conservative, and that the Port is inadequate even in the medium term.

Either way, the implementation of this monitoring system would enable ongoing informed decision-making – ensuring that any long-term strategy stays in line with the country's needs, and allows us to adapt to unforeseeable cultural and technological changes.

This study was implemented by the previous Council at considerable cost; experts were commissioned and stakeholders were consulted. So far, the new Council has remained silent on the findings, and its intended path forward. We look forward to hearing from Mayor Phil Goff and his associates in local and central government on what role this significant study will play in their plans for our future. ☺



- ▶ reserve the right to use the "next best alternative", which the study identified as creating a new port in Manukau Harbour;
- ▶ recognise that there are still outlying issues to be considered before major decisions are made;
- ▶ assess whether this needs to be a New Zealand-wide discussion, especially considering the impact on imports and exports nationally.

move the existing port is identified, the option of moving to Manukau Harbour should still be considered from a long-term business perspective. This hints that perhaps they see this not as the "next best option", but potentially as the "best option". The writers also conceded that there are other factors they either were not privy to, or were outside the scope of the research; these factors need to be considered as well.

While the report was quick to



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Dealer awards announced

Nelson's Bowater Toyota has won 2016 Toyota Dealer of the Year. The trophy, awarded for "overall excellence in all aspects of dealership operations" is the third in a row for Bowater, who also received the Used Vehicle Excellence Cup and the Parts and Accessories Excellence Cup.

Other awards presented on the night went to Tasman Toyota - Service Excellence Cup and President's Trophy for Outstanding Customer Satisfaction. Manawatu Toyota - Excellence in Leadership award, and Hawke's Bay Toyota won the Financial Services Dealer of the Year award.

Lexus of Wellington was named Lexus Dealer of the Year, and Rutherford & Bond Toyota received

the Toyota Financial Services President's trophy.

Meanwhile, Palmerston North's Palmfeld Motors has been awarded the 2016 Mazda Dealer of the Year, plus awards for excellence in market share and new vehicle sales performance.

The Mazda network is divided into three groups for the awards – metropolitan, rural and provincial dealers. The top two scoring dealers in each group become Dealer Performance Award winners, with the overall top scorer going on to be called Mazda Dealer of the Year.

Mazda Dealer Performance winners were South Auckland Motors, Blackwells Mazda, Ultimate Motor Group, Wanganui Motors, and McKendry Mazda. ☺

NEWS in brief

Refrigerant approved for NZ imports

The Imported Motor Vehicle Industry Association (IMVIA) has reported that refrigerant HFO-1234yf has now been approved for import into New Zealand by the Environmental Protection Agency.

HFO-1234yf was developed after a 2011 EU law required that all new car platforms for sale in Europe use a refrigerant in its AC system with a global warming potential (GWP) below 150. HFO-1234yf has a GWP rating of 4.

This is significantly lower than the current standard refrigerant, R-134a, which has a GWP rating of 1430. HFO-1234yf is expected to eventually replace the standard R-134a worldwide. GM, Chrysler, Honda and Subaru are among the car makers adopting the new system.

Shipments into New Zealand will commence now that the refrigerant has been approved for importing.

Surveyors on duty at car dealers

The IMVIA has warned that compliance surveyors are now on duty to check whether dealers are following the Energy Efficiency and Conservation Authority (EECA)'s Vehicle Fuel Economy Label (VFEL) scheme.

Registered motor vehicle traders are required to display labels on vehicles for sale providing fuel economy information, and supply such information on websites offering vehicles for sale.

The IMVIA warns that if a VFEL is inside the car but not displayed prominently, it will be recorded and not displayed. Vehicles without the right VFEL information must be labelled as not for sale, or removed from public display.

Fuel efficiency ratings can be found on the NZTARightCar website, and labels can be generated and printed on the EECA's website.

Surveyors from Market Pulse will now visit yards regularly on behalf of EECA, carrying photo ID and a letter of authority.

New motor vehicle disputes adjudicator appointed

Auckland barrister Brett Carter has been appointed as a motor vehicle disputes tribunal adjudicator by the Governor-General for a five year term beginning on February 15.

"Mr Carter's extensive legal background and experience in fair trading, credit and consumer laws will be particularly valuable to the Tribunal, which hears disputes between consumers and car dealers or other registered and unregistered motor vehicle traders," said Jacqui Dean, the minister of commerce and consumer affairs.

Carter, formerly a chief adviser at the Commerce Commission, will mostly hear cases in Auckland and the northern North Island. He takes the role of Christopher Cornwell, who recently stepped down as an adjudicator after more than 10 years in the role.

Second round of EV Contestable Fund opens

The second round of funding for the government's Emission Vehicles Contestable Fund was opened on March 14 by energy and resources minister Judith Collins.

"The government wants to see more people swap to electric vehicles, which are cheaper to run and maintain than petrol-fuelled vehicles," Collins said.

\$3 million will be available in the second round, which is aimed at projects that encourage consumer uptake of EVs, increase visibility and showcase the viability of EV technology in New Zealand. The fund will contribute 50 per cent of expenses, with private businesses or council entities to provide the other half.

Interested parties have six weeks to submit their proposals to the Energy Efficiency and Conservation Authority (EECA), with applications closing on April 26. ☺

Big plans for Euro car of the year

The Holden Astra is now available in New Zealand, with three models across the range. The Astra, which won European Car of the Year in 2016, is the latest in a line-up refresh by Holden, with 24 new vehicle models set to launch by 2020.

The entry-level Astra R opens the range, powered by a 1.4-litre petrol engine generating 110kW of power and 240Nm of torque. The engine is matched to either a six-speed automatic or six-speed manual transmission.

The Astra R also comes with an optional driver assistance pack, which includes lane-keep assist, autonomous emergency braking (city stop), forward collision alert and forward distance indicator.

The RS contains a slightly more powerful 1.6-litre turbo petrol engine, which produces 147kW of power and 300Nm of torque.



The six-speed transmission comes either as a manual or automatic, with the latter arriving next month.

A range of active safety features come as standard, including autonomous emergency braking (low speed), lane-keep assist, forward collision alert, forward distance indicator and side blind-zone alert.

The RS-V caps off the line-up, containing the same 1.6-litre engine seen in the RS. The deluxe model has extra features, including electric parking brakes, and comes with an optional touring pack that features adaptive cruise control with full-speed autonomous emergency braking and an electric sunroof.

The RS and RS-V models have a five-star ANCAP safety rating, which was awarded last November.

Holden claim the engine has been tuned for New Zealand conditions. "We have provided feedback and contributed to changes associated with ride and handling, as well as suspension and steering inputs," said the lead development engineer for the Astra programme from Holden Australia, Kristian Johannessen.

"We've been involved in the programme for a significant amount of time and worked with the engineering homeroom to develop special calibrations which find favour with New Zealand and Australian motorists."

Prices begin at \$30,990 for the Astra R, \$33,990 for the Astra RS and \$36,990 for the RS-V. The range is now available at Holden dealers nationwide. 📍

Largest Mini in history arrives

The new MINI Cooper Countryman, the largest model in the brand's history, launched in New Zealand this month with two model options.

The Countryman contains a three-cylinder, 1.5-litre petrol engine producing 100kW of power and 220Nm of torque. The S Countryman contains a beefier four-cylinder 2.0-litre engine, which generates 141kW of power and 280Nm of torque. Both engines are fitted to a streptonic automatic transmission as standard.

"The new model brings a noticeable increase in size and space," said BMW New Zealand managing director Florian

Renndorfer. The wheelbase has been extended 75 millimetres, and boot storage is now 450 litres. Total storage can be extended to 1,390 litres, which is a 220-litre increase on the previous model.

Collision warning with light city braking function, park distance control and rear-view camera all come as standard. Optional safety features include a driving assistant system with camera-based active cruise control, pedestrian warning with initial brake function, high beam assistant, speed limit information traffic sign recognition, parking assistant, and heads-up display.

Pricing for the MINI Countryman begins at \$44,900 plus on-road costs for the Cooper, and \$52,900 for the Cooper S. 📍



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Northland - going from strength to strength

You can't get much further north than this in New Zealand

With approximately 165,000 people living in the northern-most region of the country, Northland makes up 3.5 per cent of New Zealand's total population. Whangarei, the main city of the region, is home to around 80,000 people, and contributes to almost half of the region's economy. The Far North makes up approximately 56,000 of the population and Kaipara includes just under 20,000 people.

According to a report by the Northland Regional Council, the region's gross domestic profit was measured at \$5.85 billion in the year to March 2016, up 2.4 per cent from the previous year. Manufacturing made the largest contribution to overall growth between 2015 and 2016. The industry grew by 4.2 per cent over the year and contributed 0.72 percentage points to the district's

total growth. The next largest contributor was agriculture, forestry and fishing (0.32 per cent) followed by the retail trade (0.28 per cent).

Farming plays a large part in the economic development of the region, with two thirds of the land area used for pastoral farming and horticulture. Forestry and beef farming also continue to enjoy healthy returns. Dairy farming, however, has remained stagnant until recently.

"Climatic conditions feature a lot when it comes to selling vehicles. The farmers will spend more money if their farms are doing well and that has a lot to do with the weather. In our region we have everything from dairy and beef through to market gardening and forestry," says director of Dargaville Ford, Lindsay West.

FORWARD THINKING

Darryl Jones, economist - strategy and governance for the Northland Regional Council, is positive about

the future for the region. He lists "improved returns to the dairy sector, expansion in horticulture production, greater tourism expenditure, net positive inflow of migrants" as factors that should lift consumer demand.

Renowned for its high unemployment rates, in recent years, the tide is beginning to turn in Northland, with 68,014 jobs filled in 2016, a two per cent growth from the previous year. Mean

earnings stood at \$49,550, in 2015, growing by 3.4 per cent in that same year. The number of people in work in Northland is higher than it ever has been. However the region's unemployment rate still tops the country.

In terms of Northland house prices, according to QV, there has been a 19.4 per cent increase in the last year and the average house price has risen to 468,000 dollars. In comparison, New Zealand's average house price has risen 13.5 per cent over the same period. Thanks to this, the construction industry is expected to continue to grow strongly in Northland as people start to look for homes further afield than Auckland.

Dealer Principal for Allkars Ltd in Whangarei, Lyndon Lambert, says there is a lot of building going on in the city at the moment.

Across the road from Allkars, a new medical centre is being built in place of what used to be a car yard. "The developers have done something with the older yard and that creates positivity. It's nice to see new and improved developments, rather than an empty shell."

Infometrics' provisional estimate of GDP says that Whangarei's economy expanded by 2.1 per cent over the 12 months to September and continues to benefit from rising levels of investment and higher than average population growth.

A net improvement of 513 migrants over the 12 months to September, as well as relatively affordable housing and improving job prospects, has given the region a good boost.

Lambert has noticed the growth in migration. "There is definitely an increase in traffic flow, particularly over the holidays when tourists come in. A lot of people on their holidays like to come and visit us because we are locally owned and



Photo: Lucy Mullinger

Northland vehicle sales - February 2016 to February 2017

	USED CARS	NEW CARS	USED COMMERCIALS	NEW COMMERCIALS	PUBLIC TO TRADER	PUBLIC TO PUBLIC	TRADER TO PUBLIC
Feb '16	233	142	15	97	225	1,885	520
Mar '16	255	195	19	155	261	1,977	547
Apr '16	285	155	28	107	226	1,902	527
May '16	269	179	10	144	291	1,951	630
Jun '16	266	184	25	178	279	1,939	559
Jul '16	329	172	23	137	258	2,028	576
Aug '16	301	232	20	124	272	1,970	631
Sep '16	281	200	23	151	241	2,000	594
Oct '16	297	165	25	126	251	1,885	562
Nov '16	295	185	30	143	281	2,065	619
Dec '16	292	128	22	134	228	1,969	617
Jan '17	303	217	23	151	234	1,866	534
Feb '17	260	195	26	137	232	1,918	524
Total 12 months	3,433	2,207	274	1,687	3,054	23,470	6,920
Change on February 2016	11.6%	37.3%	73.3%	41.2%	3.1%	1.8%	0.8%
Previous 12 months - Mar 2015-Feb 2016	3,026	1,933	172	1,587	2,753	22,271	6,553
Change on previous 12 months	13.5%	14.2%	59.3%	6.3%	10.9%	5.4%	5.6%
NZ sales - last 12 months	151,308	104,754	11,453	45,581	158,197	517,874	212,720
Northland's % of NZ sales	2.3%	2.1%	2.4%	3.7%	1.9%	4.5%	3.3%
Population	New Zealand	4,693,000	Northland	165,000	3.52%		



Dargaville Ford

operated and can communicate with them at a friendly level."

He believes that a lot of the dealerships in the bigger cities are run by international companies, where the money goes overseas. "That's what makes us different. You are often dealing with the dealer manager face to face."

AUTOMOTIVE INDUSTRY

Thanks to the current buoyant economy, used commercial vehicles have become incredibly popular, with a huge 59.3 per cent increase to 274 vehicles registered in the last twelve months, compared to 172 in the previous 12 month block.

New commercial vehicles also increased by a smaller 6.3 per cent from 1,587 in the 12 months to February 2016 and 1,687 in the last 12 months.

"New and used commercials are on fire at the moment," says West. "Our new Escape is going gangbusters and the Eco Sport is also really popular."

Used car registrations have increased by 13.5 per cent, with 3,433 vehicles sold in comparison to 3,026. New vehicles are also selling exceptionally well, with 2,207 vehicles registered between February 2016 and 2017. This is an increase of 14.2 per cent on the previous 12 months, when 1,933 new vehicles were sold.

"We're definitely up from the year before by 40 per cent and the first two months were seriously up against January and February last year," says dealer principal Mark Cromie about his business Mark Cromie Holden.

He believes this has a lot to do

with a strong economy and dealer network. "People often underrate our economy and think it's depressed but the region is really strong. We try to keep that quiet from the competition."

A wide variety of plans for

the future are included in the long term plans for the Whangarei, Kaipara and Far North district councils, with the Far North Council

putting a substantial amount of money into keeping the local infrastructure up to date, in order to handle the large amount of vehicles that travel to the region. Estimations of \$10 million worth of spending will need to take place over the next three years to upgrade the main roads through the region, with State Highway One, between Whangarei and Marsden Point, receiving a \$400 million-plus upgrade to four lanes.

According to transport minister, Simon Bridges, 22 kilometres of the highway will be upgraded. The work is expected to cost \$400-500 million and is part of the corridor between Auckland and Whangarei.

"There is a lot of positive stuff happening, in terms of investment into the area and money spent on road is necessary. We are getting closer and closer to Auckland every time and this only means an even bigger boost to the economy, with more people choosing to buy homes and commute to Auckland," says Cromie.



Photo: Lucy Mullinger

The cafes and restaurants at Whangarei's town basin provide a social hub for the community



Mark Cromie Holden in Whangarei

ECONOMIC GROWTH

Stephen Moore, Dealer Principal of Moore Cars Northland, says the outlook for Northland is "very positive."

"Thanks to property prices hiking up in Northland, following suit with

Auckland, there is more equity to spend and instead of waiting around, Northlanders are spending their money."

He says the Whangarei District Council has lead the

charge with a positive attitude and positive changes in the main city.

As part of ongoing plans to improve the city's economy, Whangarei has provided funds to

a variety of attractions including continuing the cycleway/walkway route through the beach town of Waipu Cove and adding additional marine berths on the harbour. Ongoing work is taking place in order to link the outlying areas with the city centre. This includes upgrades to what is known as the Hatea Loop, a series of walkways and bridges that travel through the Town Basin (the marina), outlying CBD and the harbour. Plans also include adding to what is referred to as the "emerald necklace", a series of green walkways around the city.

Moore says this is the second year in a row that vehicle sales have done well and he believes it will continue. "We had to deal with six years of recession, why shouldn't we have six years of growth?"



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Allkars Ltd in Whangarei

The month that was.... March

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

March 17, 2006

VTNZ shares to be sold - major benefits for MTA members

Motor Trade Association (MTA) were given the opportunity to partially sell down the associations 100 per cent shareholding in Vehicle Testing New Zealand (VTNZ).

Notice of a special general meeting on April 20 was sent out, where members would decide whether to go with a partial sell-down to members of some of the shares or to participate directly in a share float of VTNZ on the open market.

MTA chief executive, Stephen Matthews said the MTA board preferred that members chose the share-float option as they felt this would give members the fullest advantage available.

Matthews said that the release of capital, particular under this share float option, would be used by the MTA to further strengthen VTNZ's financial capacity and also balance and expand an MTA portfolio of similar forward-thinking investment programmes.

"Most importantly, it will be earmarked for use to introduce a range of strong new member services and benefits about which we are looking forward to talking with our members. This dialogue is to be conducted as part of the close consultative process to which we are committed throughout the whole of this exciting new chapter of the MTA," he said.



March 10, 2006

Trade Me Motors sold to Fairfax

Trade Me continued to be run as a stand-alone business after it was sold to publications giant, Fairfax for \$700 million.

Founder Sam Morgan, who was \$227 million richer following the sale of the business, continued in his role as CEO. Existing staff also continued in their current roles.

Fairfax won the bid over ACP, another publishing giant which also owns NZ Auto Trader and Motor Guide.

Fairfax's purchase of Trade Me was yet to be approved by the Commerce Commission as there was still an ongoing dialogue taking place about whether online and newspaper advertising could be regarded as part of the same market.

Previously, the Commission had regarded online and newspaper advertising as complementary but separate markets.



March 15, 1999

Amway to sell cars direct to public

Leading household direct networking organisation, Amway announced plans to sell cars in New Zealand.

The business planned to sell new and used vehicles through its nationwide network of direct distributors.

According to industry insiders, Amway intends to sell Toyota, Ford and Mitsubishi vehicles. However, Toyota's senior general manager, Alistair Davis claimed to know nothing of the plan.

Likewise, the MVDI had not been made aware of the scheme but executive director, Steve Downes, said he had been down this road before.

Downes went on to say that the institute had previously been involved in a "dust up" with Amway on the subject and he would be looking very closely at any plans the company may have to sell vehicles to the public. He said it was very difficult to know exactly who was running Amway because of the manner in which the company was divided.



March 25, 1996

New Korean franchise scheduled for July

A third Korean franchise was set to arrive in the New Zealand market with a small business planning to import Kia sedans, commercials and 4WDs into the country.

At the time that this story went to print, the main details were kept under wraps however it was clear that the business would be 100 per cent New Zealand owned.

Rumour had it that Adam Pouloupoulos was supposedly playing a role in the new venture, through his consultancy work for Coopers and Lybrand and some staff had already been employed, but not yet begun working for the new company.

Kia vehicles were set to arrive in June for distribution in July and there were plans to include a 4WD RV - the Kia Sportage, a 1600 Sedan and a 1500 Liftback.

Those behind the venture were still carrying out market research, but said they will operate the business from the Auckland CBD.

It was expected that Kia cars and commercials would be aggressively priced, particularly in the competitive 4WD segment.

Kia was also expected to be launched in Australia in the same year, although there was no relationship between the two organisations. ☺







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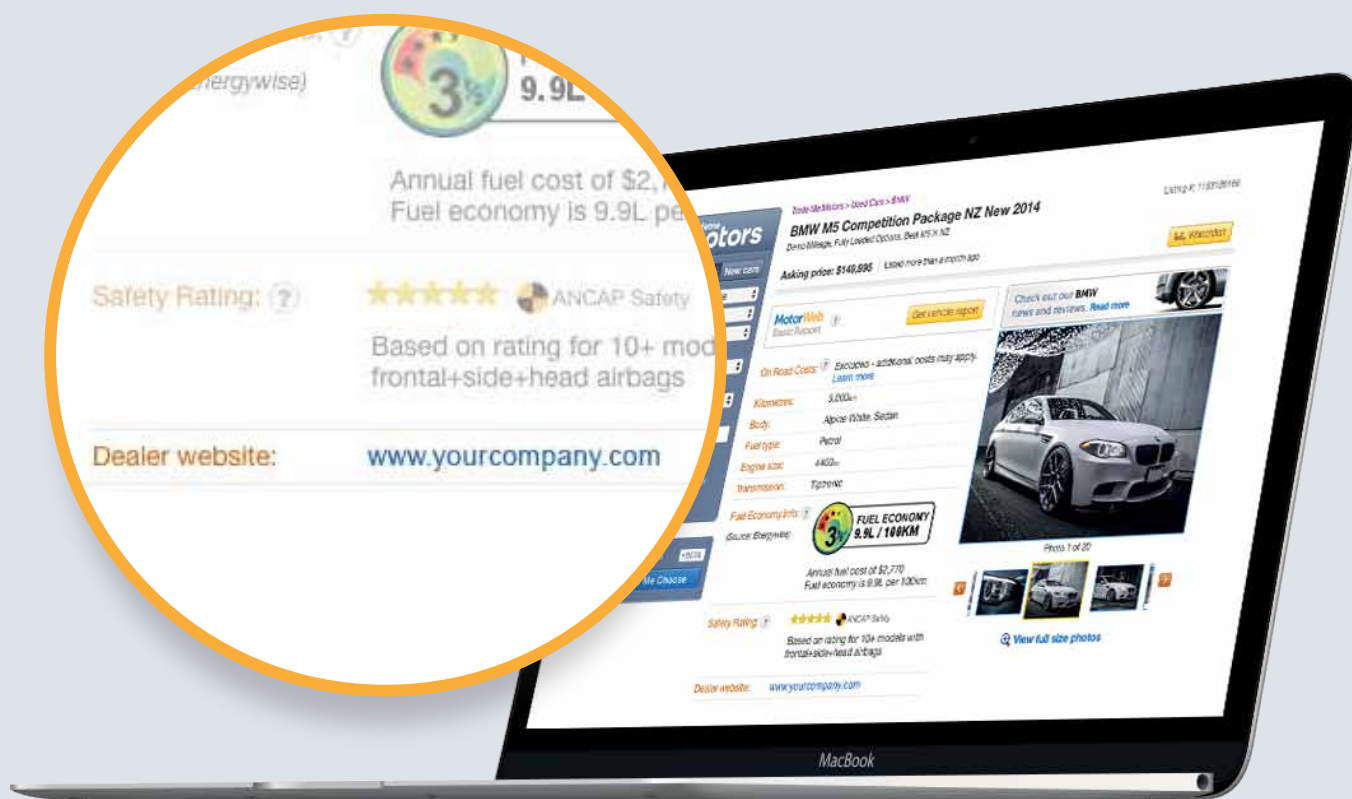
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FEBRUARY
statistics

Most popular car makes searched*

- 1 Toyota
- 2 Nissan
- 3 BMW
- 4 Ford
- 5 Mazda

Most popular car models searched*

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

Most popular body styles searched*

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

Most popular makes of motorbike searched*

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

The humble Holden Kingswood is now an icon of kiwi motoring in the 70s and 80s and is now sought after by nostalgia lovers. Increasingly difficult to find, one example listed is a 1977 ute which has been extensively restored and has a price of \$20,000. Perfect for throwing the surfboards or mountain bikes in the back and enjoying life.

*in February 2017 on Trade Me Motors

Industry movers

ANDREW CLEARWATER is stepping down after 25 years at Mazda New Zealand, ten of those as managing director.

"I have enjoyed my years at Mazda and I'm amazed at how much the company has grown since I started in 1992," says Clearwater.



DAVID HODGE has been appointed managing director of Mazda New Zealand, replacing Andrew Clearwater.

Hodge is the company's current financial controller, and has been with the company since 1998.

In addition to his role as financial controller Hodge has worked with dealers as a business development manager as well as managing the company's HR and IT departments. He takes up his new role on 3 April.



GREG HEDGEPEETH recently joined Armstrong Motor Group in the newly created position of Group General Manager, overseeing the group's 11 dealerships across the country.

He was formally at BMW Group NZ for nine years across a number of senior Sales and Marketing roles, helping BMW back to market leadership from 2012 to 2014 as Head of Sales and Marketing, before taking over the Head of Aftersales for BMW in 2015.



JEREMY SPICER has been appointed Dealer Principal of Mercedes-Benz Botany (part of Armstrong Motor Group), a soon to be completed state-of-the-art green-fields development covering East and South Auckland. Spicer's previous role was Dealer Principal of Manukau Nissan (AHG), where he led the dealership from build in 2013 and finished 2016 as NZ's number one Nissan dealership.



RON FRATER has taken on the newly created role of national dealer manager for MTF. He was previously dealer area manager for the lower North Island. Frater's responsibilities will include leading strategy and sales performance of the dealer business channel, managing the originator and shareholder relationships and the business engagement of these groups; and will be a key member of the MTF management team.



SHAWN RUSHBY has been appointed general manager of West Auckland Nissan. Rushby's previous position was as general sales manager for John Andrew Ford, who he joined after arriving from the UK in November 2013. He took up the appointment with West Auckland Nissan on 1 March.



To feature in Industry Movers email editor@autofile.co.nz

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“In June 2015 we applied for and bought the AA Auto Centre in **Palmerston North** from an existing franchisee. Brendan is a qualified mechanic and I've previously worked in insurance. After running a large farming business and starting a family, we were looking to purchase a business that would give us a better **work-life balance**. The support we've received from the AA Auto Centre business and the franchisor has been fantastic. We now have an improved balance between life and work, and have greater control over our expenses, margins and overall profitability. We get great feedback from our customers, most of which are AA Members. We are so pleased with the franchise that we are looking to open another AA Auto Centre.”

- Lisa and Brendan Sharland,
AA Auto Centre Palmerston North



Visit aa.co.nz/franchise to find out more

Warranties for EVs are here!

Electric vehicles (EVs) are growing in popularity in New Zealand and getting a lot of political support and funding. There is a lot of investment going into the expansion of the charging network throughout the country with shopping centres, town centres, regional council offices, iSite centres and petrol stations providing locations for charging stations.

We are the best country in the world to drive the electric change as almost all of our power comes from renewable sources.

We are now frequently seeing EVs on the road with current numbers sitting around 2,500 at the end of last year and a target to increase that number to 64,000 vehicles by 2021. Importers are increasing the supply of EVs and more dealers are including electric and hybrid vehicles into their stock

as interest continues to grow. There are now some dealers that are embracing the movement so much that they are totally focusing on electric vehicle sales. These dealers are paving the way for the rest of the industry and



TONY HEADLAND
General manager
Protecta Insurance

that the public need to eliminate their concerns about the vehicles' reliability. There are a lot of risks in the public's mind due to the lack of knowledge about EVs. Servicing, repairs and parts are still largely uncharted

the move towards EVs is certainly a challenge, however, with the massive investment from the manufacturers into this technology these vehicles are becoming more exciting to drive, able to travel longer distances, very cheap to run and ultimately good for our environment. The change is happening, we can't stop it, but we do have the opportunity to embrace it, jump aboard and enjoy the ride.

Protecta Insurance is committed to the EV segment and is proud to have Mechanical Breakdown Insurance and Motor Vehicle Insurance that specifically cater for these vehicles.

If you want to understand what these products provide or generally just want to chat about the warranty on EVs – give us a call. We are happy to share our knowledge and experience. ☺

it is important for the industry to support the dealers that have invested in EVs

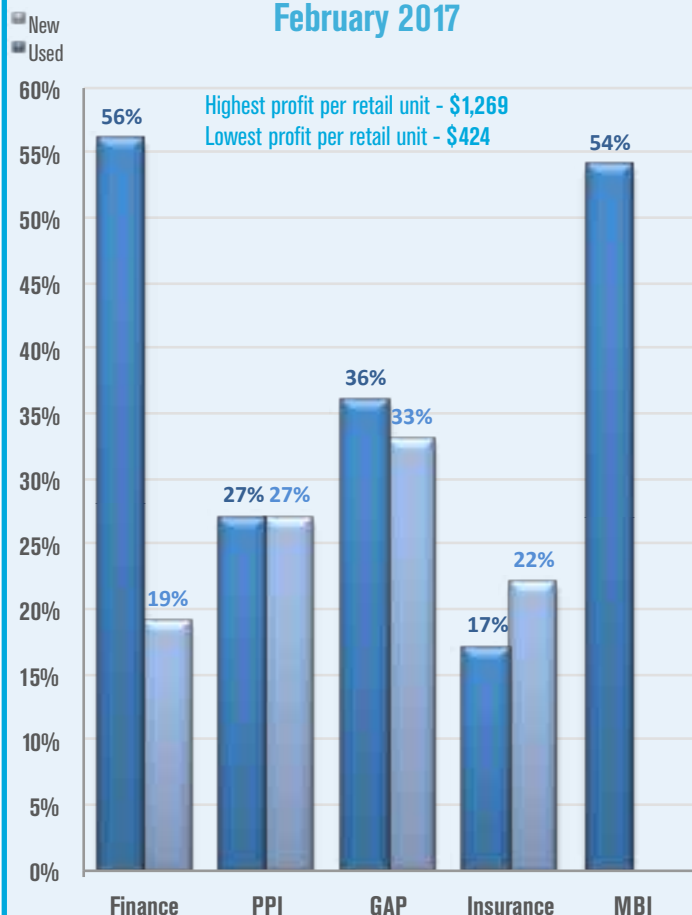
are having to learn as they go. They are finding there have been many barriers to the sale with misinformation, lack of customer knowledge, lack of a charging station network and very little industry support. This is now changing.

Warranties are a key element

waters so it is important for the industry to support the dealers that have invested in EVs and provide warranties to members of the public to encourage sales' uptake. This in turn will help the government achieve the target of 64,000 by the end of 2021.

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Three Kiwis hit the international scene

All three of the New Zealand drivers in this year's Toyota Racing Series have moved up to international competition.

The premier single-seater series, which was introduced to give local drivers experience in 'aero' single seater racing, has boosted all but a handful of the Kiwi drivers now succeeding on the world stage.

In its first season, TRS produced Brendon Hartley, now racing for Porsche in the FIA World Endurance Championship. Hartley won the first ever TRS race. Earl Bamber, now a team-mate of Hartley, is also a graduate. Likewise Mitch Evans, 2012 GP3 champion and now driving for the Williams-run Jaguar team in the all-electric Formula E.

Now, Marcus Armstrong, Taylor Cockerton and Brendon Leitch – who all raced TRS 2017 – are preparing for full-on assaults on single-seater championships in Europe, the USA and Asia.

Armstrong, who was named a Ferrari Driver Academy inductee in late 2016, will race for leading outfit Prema Powerteam in the Italian and German Formula 4 championships. Prema are the defending German F4 champion.

Considered by many the natural successor to Evans and Hartley, Armstrong says being picked up by



Marcus Armstrong

Prema for the two most competitive F4 championships in Europe is a 'massive' challenge.

"I'm really pleased to be working with Prema this 2017 season. Their approach is professional, analytic and results-focussed," he says.

"There is a huge amount of knowledge and experience within the team."

Formula 4 cars will be a different challenge for 16 year old Armstrong, with less power and torque than the TRS FT50 and Formula Renault 2.0 cars he has raced so far.

The F4 deals were "pretty much set" even as he competed here in the Toyota Racing Series.

"We just couldn't say anything till it was all signed up. That was hard!"

Meanwhile Pukekohe's Taylor Cockerton will compete in the 2017



Taylor Cockerton

Formula Masters China Series.

"The biggest challenge will be getting used to the different circuits. Here in NZ the tracks are tight and quick with little run off. Sepang is a Formula One circuit, super-wide and with lots of run off."

The Formula Masters car is similar to the FT 50 Toyota Racing Series car Cockerton drove in TRS this year. It has a near identical chassis, built by the same manufacturer, Taatus in Italy.

Like Armstrong, 19 year old Cockerton will be adapting to a lower-powered car: the Formula Masters cars have a 2.0 litre VW engine generating 141 kW (190bhp) compared with the Toyota's 160 kW (215 bhp). It has similar dual shock suspension on the front and rear and uses similar tyres.

The Waikato University student has signed with the Cebu Pacific Air by PRT team and will compete in the five round series that gets underway at Sepang in Malaysia from 7-9 April. His team took another TRS graduate, Christchurch's James Munro, to the Formula Masters title in 2014.

Brendon Leitch, 21, is US-bound, aiming to drive in the American



Brendon Leitch

Formula 4 championship. The Invercargill-born racer is facing the steepest hurdle of the three in order to compete but after four seasons in TRS is expected to show well in the US series.

"We have to nail down the funding to compete before the series starts in April. It's a huge task but I've got a fantastic team helping me and things are coming together."

Like others before him, Leitch has a dedicated group of supporters that has established a supporters' club to help raise the funds needed to compete.

Perhaps the most telling endorsement of his talent comes from Kiwi racing icon Kenny Smith: "What Brendon achieves each year in TRS against those hotshot overseas drivers is outstanding. If he had the mileage they had going into the series each year he would kick most of their butts! It is a waste of his talent to only have the opportunity to race five weekends a year as he does at the moment. Kids in New Zealand motorsport have to struggle to make it but I know if he goes to Formula 4 in the States he will be very hard to beat." ☺



Marcus Armstrong, Taylor Cockerton and Brendon Leitch will all try to follow in the path of successful kiwi drivers, such as factory Porsche driver, Brendon Hartley

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Cassidy steps up in Japan

Kiwi battler Nick Cassidy has a busy year ahead – and it's a dream come true for the 22 year old Aucklander.

Cassidy is one of New Zealand motorsport's quiet achievers, with three New Zealand Grand Prix wins and two Toyota Racing Series titles to his name along with outright victory in the 2015 Japan Formula 3 Championship.

In 2016 he raced the Japanese Super GT Championship with Lexus and carved a path across the Atlantic to also contest the FIA European Formula Three Championship.

This year, his loyalty to the Toyota brand family has been rewarded with seats in two major race championships in Japan.



Nick Cassidy has had promising testing ahead of his Super Formula debut



Cassidy will race again with Lexus in Super GT and will make his Japanese SUPER

FORMULA debut with Toyota Gazoo-backed Kondo Racing this year.

In pre-season testing at Suzuka International Circuit Cassidy was quickest rookie, fifth fastest overall, matching pace

with ex-Formula One drivers, the reigning GP2 Series winner and an FIA European Formula 3 Championship title winner.

Cassidy will test his new Lexus Super GT car at Okayama International Circuit on April 9 while his Super Formula championship starts at Suzuka International Circuit on April 23. ☺

Record grids for offroad championship

Jack Hellier in his tiny VW-powered single seater race car scored the maximum 72 points to lead his class and share the championship lead with Warren Adams in his somewhat larger Nissan Patrol V8.

The seven round series kicked off at Meremere under the warm squalls of the Tasman Tempest in early March with a record grid of 75 entries. The 1.2 km course is alongside the Waikato River and was altered to avoid rising flood water over the



Warren Adams and his V8-powered Nissan Patrol

course of the weekend.

Race vehicles eligible range from humble class seven cars with VW 1.2-litre flat four engines all the way to the unlimited-class

race cars and trucks capable of 220 km/h on dirt and gravel – the latter often sourced from the USA and costing upwards of \$150,000.

Racing resumes at Blenheim over Easter weekend.

Offroad racing is an 'outlaw' sport that stands separate from categories governed by Motorsport New Zealand and is this country's last bastion of spectacular race action on farm and forest courses. ☺

SPEED DIARY

- 16 - 18 Mar**
24H Endurance Series - Mugello, Italy
- 18 Mar**
FIM Endurance World Championship - Portimao, Portugal
- 19 Mar**
NASCAR Cup Series - Phoenix, USA
- 25-26 Mar**
F1 - Melbourne, Australia
- 26 Mar**
MotoGP - Losail International Circuit, Qatar
Monster Energy NASCAR Cup Series - Fontana, USA
- 1 Apr**
FIA Formula E Championship - Mexico
- 1 - 2 Apr**
Legends of Speed - Hampton Downs, NZ
World Rallycross - Barcelona, Spain
- 6 - 9 Apr**
WRC - Rally de France, Corsica
- 7 - 9 Apr**
World Touring Car Championship - Marrakech, Morocco
- 8 Apr**
NASCAR - Irwindale Event Center, USA
- 8 - 9 Apr**
F1 - Shanghai, China
Blancpain GT Series Asia - Malaysia
- 9 Apr**
Auckland Car Club Summer Series - Pukekohe
MotoGP - Termas de Rio Hondo, Argentina
NASCAR Cup Series - Texas Motor Speedway, USA
- 15-16 Apr**
Formula 3 European Championship - Silverstone Circuit
- 15-16 Apr**
F1 - Sakhir, Bahrain
- 16 Apr**
World Endurance Championship - Silverstone GP Circuit
- 22 Apr**
NASCAR - Irwindale Event Center, USA
- 22 - 23 Apr**
FIM Endurance World Championship - Le Mans, France
Blancpain Endurance Series - Monza, Italy
World Rallycross - Portugal
- 23 Apr**
MotoGP - Circuit of the Americas, USA
NASCAR Cup Series - Bristol Motor Speedway, USA



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Tribunal rules buyer's use of 91 octane cause of air pump fault

Background

Lee Donna Reid bought a 2006 Subaru Impreza for \$11,990 from Lantis Holdings Limited, trading as 4 Guys Autobarn, on August 26, 2015. The vehicle's odometer reading was 104,945kms at the time of sale.

The purchaser wanted to reject the vehicle under the terms of the act because she said the vehicle was faulty and had not been repaired by the trader.

The trader said it had replaced the vehicle's air pump twice, first in November 2015 and again in June 2016. But when the vehicle was returned to the trader for a third time in November, no faults were found during a scan.

The trader said there was nothing wrong with the vehicle and the buyer had no grounds to reject the Impreza and her claim should be dismissed.

The case

The buyer said that on October 30, 2015, an engine warning light in the car came on. She returned the vehicle to the trader which used her mechanical breakdown insurance policy to pay for the cost of replacing the Impreza's air pump with a new pump costing \$1,266.

The trader charged the buyer for the \$100 excess which the tribunal said appeared to be unreasonable given that the fault occurred only three months after purchase and the dealer was relieved of paying the cost of the replacement pump.

Nine months following supply, and after the vehicle had been driven a further 9,377km, its engine fault light reappeared. The buyer returned the vehicle to the trader and asked it to repair the Impreza.

Once again the fault was diagnosed as being caused by the air pump which was replaced with another new air pump.

Two valves which are part of the air pump assembly were also replaced. The purchaser paid the excess and the cost of a fuse and scan totalling \$158.

The buyer said the engine warning light came on again at the end of August 2016, 12 months after the vehicle had been supplied. Reid returned the vehicle to the trader on November 5 but it couldn't find any faults with the car.

However, Reid reject the car three days later.

After filing an application with the tribunal, Reid was asked to obtain a mechanic's report describing the Impreza's faults and the cost to rectify them. Winger Hamilton Limited, in an invoice/report dated January 23, 2017, recorded the vehicle's odometer reading as 116,694kms and stated it had carried out a full vehicle scan to check for faults.

It found the vehicle presented no check lights, "no current DTC's logged but have been erased elsewhere, force drive – secondary air component system – all working OK". The fuel sample appearance was of 91 or

a mix of fuels.

The buyer said she used 91 octane fuel and claimed that she had not been told by the trader to use 98 octane, or 95 octane fuel as a minimum. The trader said sales staff stressed to customers when buying a vehicle the importance of using 95 octane fuel as a minimum. It noted that the car had a new warrant of fitness issued on November 8, 2016.

The finding

In deciding whether the vehicle supplied by the trader complied with the guarantee of acceptable quality under the act, the tribunal considered the age, mileage and the price paid for the Impreza, which had been driven 11,749kms during the 17 months Reid had owned it. It also noted that Winger Hamilton Limited found no faults with the vehicle but found the fuel in the car was not 95 octane.

The purchaser had admitted to the tribunal that she had used 91 octane in the Impreza since buying the vehicle, whereas the vehicle should have been driven on 98 octane or at a minimum 95 octane petrol.

The trader appeared to have replaced the air pump twice although it seemed unusual to the tribunal's assessor that this part required replacement twice within a seven month period. The tribunal's assessor said he believed the fault was misdiagnosed as a faulty air

The case: The buyer wanted to reject her 2006 Subaru Impreza under the Consumer Guarantees Act because she said the vehicle was faulty and had not been repaired by the trader. The dealer said it had replaced the car's air pump twice. However, a third scan found no faults with the vehicle.

The decision: The purchaser's application to reject her car was dismissed.

At: The Motor Vehicle Disputes Tribunal, Hamilton

pump, and was surprised that the insurer agreed to replace the same part twice under the mechanical breakdown insurance policy within such a short interval.

The assessor said it was likely that the fault, which made the engine warning lamp to light up, was caused by the purchaser's use of 91 octane fuel.

The tribunal ruled that it did not consider that the vehicle failed to comply with the guarantee of acceptable quality under the act, and, therefore, dismissed the buyer's application to reject the car.

The authority also noted that after the buyer obtained the report from Winger Hamilton Limited, (something which it said the purchaser should have obtained before she commenced the proceedings), Reid should have withdrawn her claim because the tribunal found that she did not had any basis to reject the vehicle.

Order

The tribunal ruled that the purchaser's application to reject her car was dismissed. ☺



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Buyer seeks second ruling from tribunal to bring car to WOF standard

Background

Sonny Hammond bought a 2008 Holden Commodore with 258,294 kilometers on the odometer for \$14,800 from Nigel Thompson Motor Company. He asked the trader to fix a number of problems before supply which the trader agreed to do. But Hammond had various issues with the car following purchase and despite returning it to the trader for repairs, he wanted to reject it under the Consumer Guarantees Act.

The dealer said it would fix the steering column movement, the heater, radio, air conditioning and middle console.

The tribunal ruled the buyer was unable to reject the car because the trader had agreed to repair the car soon after purchase. In its November 2016 decision, the tribunal said the dealer needed to pay for the Holden's repairs and obtain a new warrant of fitness. It ruled either party could apply to the tribunal if any problems repairing the car occurred.

Hammond emailed the tribunal on December 9 saying he was having difficulty finding someone to complete the repairs. The tribunal asked both parties to attend a telephone conference in January.

The case

Soon after purchase, Hammond contacted the trader about various issues he had with the car, (including tapping/knocking noises) and despite returning the car to the dealer for repairs, he had the vehicle inspected by the AA,

Locost Automotive and the NZTA.

All listed a number of issues with the Commodore. The NZTA ruled in its July 2016 report that the car failed to comply with WOF requirements.

Hammond rejected the car on August 15 because it had been returned to the trader for repairs three times but he said it still had similar problems.

The trader said it would fix a number of problems, including the steering column movement, at its own expense.

During the November 24 disputes hearing, the tribunal ruled most of the issues with the car found by the AA and Locost Automotive were matters that could be expected in an eight-year-old, high-mileage vehicle. It found the Commodore failed to comply with the act's guarantee of acceptable quality because it was not free of minor defects at the time of sale.

But the tribunal ruled Hammond was unable to reject the car because the trader had showed its willingness to fix the faults.

The tribunal found Hammond was entitled to have four faults repaired and a new WOF obtained at the dealer's expense.

The tribunal ruled: Hammond could take the vehicle to any one of four named repairers for an estimate for repairs; the trader must give its approval prior to the commencement of the work, pay for the repairs and obtain a WOF; Either party could apply to the tribunal should problems completing the matters occurred,

in which case the tribunal would arrange a telephone conference with the parties.

Hammond advised the tribunal on December 5 that none of the four repairers were able to repair the car.

The tribunal directed Hammond to obtain a repair quote from Blackwells Holden.

The trader said it did not accept that it should pay the full amount of Blackwells' quote. It argued the quote outlined matters that were not mentioned in earlier reports from the AA and Locost Automotive which were considered at the November hearing or by the NZTA in its WOF investigation.

The dealer expressed concern about Blackwells' conclusion that the car's LVV certification plate ride heights were unreadable and it needed a new plate. It submitted that the NZTA and the AA could read the plate leading the trader to conclude that the plate had since been modified.

The finding

The tribunal rejected the trader's submissions. It ruled Blackwells had provided a photograph of the plate on which the ride heights were unreadable and looked like they had been scratched out. There was no photos of the ride heights in the NZTA or AA reports, or any evidence that NZTA or the AA had paid close attention to the LVV certificate. The tribunal accepted that the LVV certificate was in an unacceptable state and must be rectified before a WOF could be issued.

The case: The tribunal was asked for a second ruling over the repairs of a 2008 high-mileage Commodore. The buyer said he was finding it difficult to find a repairer and the tribunal directed him to a Holden dealer. The trader objected to the amount quoted and the extra repairs needed to get the car a WOF.

The decision: The trader was ordered to pay the buyer \$4,371 for repairs to his vehicle in order to fully and finally implement the tribunal's previous decision in November 2016.

At: The Motor Vehicle Disputes Tribunal, via telephone conference

The authority said it was not persuaded that Blackwells' WOF check sheet was wrong in any other respect. It indicated a number of matters requiring repair additional to those set out in the tribunal's November decision. But the decision stated "any further repairs needed to bring the vehicle to warrant of fitness standard are to be carried out at (the traders) expense". The tribunal said it was likely that all of the matters requiring repairs arose prior to or very shortly after purchase, as Hammond had travelled less than 2,000km in the Commodore following supply.

The trader argued Blackwells' estimate should be "take[n] with a grain of salt" because Blackwells wanted to charge \$1,800 plus GST for a steering wheel part it had sourced for \$240. The authority ruled it could find no indication of overcharging and Blackwells' estimate and repair cost appeared to be reasonable to bring the car up to WOF standard.

The order

The trader must pay Hammond \$4,371, in order to fully and finally implement the tribunal's November 2016 decision. ☺

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	Port Calls	Tokyo Car v1705	Carrera v1706	Lake Taupo v1707	Tokyo Car v1708	Carrera v1709
JAPAN	Moji	-	16 Mar	-	15 Apr	-
	Osaka	3 Mar	17 Mar	2 Apr	16 Apr	3 May
	Nagoya	4 Mar	18 Mar	3 Apr	17 Apr	4 May
	Yokohama	5 Mar	19 Mar	4 Apr	19 Apr	5 May
NZ	Auckland	21 Mar	7 Apr	21 Apr	7 May	21 May
	Wellington	25 Mar	10 Apr	25 Apr	11 May	24 May
	Lyttelton	1 Apr	9 Apr	29 Apr	10 May	22 May
	Nelson	4 Apr	11 Apr	2 May	11 May	29 May

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2016: 11,736 ▲ 4.5%

Whangarei
NEW: 195 2016: 142 ▲ 37.3%
USED: 260 2016: 233 ▲ 11.6%

Auckland
NEW: 3,596 2016: 3,290 ▲ 9.3%
USED: 5,861 2016: 5,749 ▲ 1.9%

Hamilton
NEW: 535 2016: 510 ▲ 4.9%
USED: 812 2016: 789 ▲ 2.9%

New Plymouth
NEW: 156 2016: 150 ▲ 4.0%
USED: 181 2016: 176 ▲ 2.8%

Wanganui
NEW: 96 2016: 62 ▲ 54.8%
USED: 92 2016: 71 ▲ 29.6%

Palmerston North
NEW: 279 2016: 238 ▲ 17.2%
USED: 321 2016: 279 ▲ 15.1%

Nelson
NEW: 93 2016: 93 ■ 0%
USED: 234 2016: 188 ▲ 24.5%

Westport
NEW: 5 2016: 3 ▲ 66.7%
USED: 13 2016: 10 ▲ 30.0%

Greymouth
NEW: 16 2016: 12 ▲ 33.3%
USED: 26 2016: 34 ▼ 23.5%

Thames
NEW: 78 2016: 73 ▲ 6.8%
USED: 121 2016: 97 ▲ 24.7%

Tauranga
NEW: 357 2016: 288 ▲ 24.0%
USED: 513 2016: 436 ▲ 17.7%

Rotorua
NEW: 91 2016: 83 ▲ 9.6%
USED: 143 2016: 127 ▲ 12.6%

Gisborne
NEW: 33 2016: 31 ▲ 6.5%
USED: 56 2016: 71 ▼ 21.1%

Napier
NEW: 216 2016: 237 ▼ 8.9%
USED: 249 2016: 248 ▲ 0.4%

Masterton
NEW: 56 2016: 50 ▲ 12.0%
USED: 77 2016: 70 ▲ 10.0%

Wellington
NEW: 807 2016: 662 ▲ 21.9%
USED: 1,019 2016: 890 ▲ 14.5%

Blenheim
NEW: 72 2016: 68 ▲ 5.9%
USED: 64 2016: 52 ▲ 23.1%

Christchurch
NEW: 814 2016: 750 ▲ 8.5%
USED: 1,554 2016: 1,558 ▼ 0.3%

Timaru
NEW: 87 2016: 45 ▲ 93.3%
USED: 118 2016: 107 ▲ 10.3%

Oamaru
NEW: 16 2016: 18 ▼ 11.1%
USED: 33 2016: 30 ▲ 10.0%

Dunedin
NEW: 306 2016: 261 ▲ 17.2%
USED: 381 2016: 394 ▼ 3.3%

Invercargill
NEW: 146 2016: 125 ▲ 16.8%
USED: 132 2016: 127 ▲ 3.9%

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Imported Passenger Vehicle Sales by Make - February 2017

MAKE	FEB '17	FEB '16	+/- %	FEB '17 MKT SHARE	2017 YEAR TO DATE	2017 MKT SHARE
Toyota	3,038	2,760	10.1	24.8%	6,434	25.5%
Nissan	2,200	2,143	2.7	17.9%	4,468	17.7%
Mazda	1,871	1,862	0.5	15.3%	3,850	15.3%
Honda	1,308	1,255	4.2	10.7%	2,616	10.4%
Suzuki	643	676	-4.9	5.2%	1,265	5.0%
Subaru	546	630	-13.3	4.5%	1,089	4.3%
BMW	528	469	12.6	4.3%	1,096	4.4%
Volkswagen	439	473	-7.2	3.6%	906	3.6%
Mitsubishi	413	385	7.3	3.4%	882	3.5%
Mercedes-Benz	267	203	31.5	2.2%	542	2.2%
Audi	227	211	7.6	1.9%	491	1.9%
Ford	109	144	-24.3	0.9%	211	0.8%
Lexus	76	52	46.2	0.6%	141	0.6%
Volvo	74	89	-16.9	0.6%	181	0.7%
Land Rover	71	24	195.8	0.6%	118	0.5%
Holden	61	33	84.8	0.5%	104	0.4%
Chevrolet	53	58	-8.6	0.4%	109	0.4%
Mini	44	38	15.8	0.4%	84	0.3%
Jaguar	39	28	39.3	0.3%	93	0.4%
Porsche	31	11	181.8	0.3%	65	0.3%
Hyundai	30	41	-26.8	0.2%	55	0.2%
Dodge	25	22	13.6	0.2%	52	0.2%
Jeep	24	17	41.2	0.2%	48	0.2%
Daihatsu	19	8	137.5	0.2%	33	0.1%
Peugeot	19	16	18.8	0.2%	31	0.1%
Chrysler	14	11	27.3	0.1%	26	0.1%
Kia	12	12	0.0	0.1%	20	0.1%
Maserati	12	1	1100.0	0.1%	17	0.1%
Renault	8	8	0.0	0.1%	16	0.1%
Bentley	6	0	600.0	0.0%	31	0.1%
Cadillac	4	3	33.3	0.0%	7	0.0%
Citroen	4	5	-20.0	0.0%	6	0.0%
Fiat	4	4	0.0	0.0%	6	0.0%
Isuzu	3	2	50.0	0.0%	5	0.0%
Rolls-Royce	3	2	50.0	0.0%	5	0.0%
Others	35	40	-12.5	0.3%	90	0.4%
Total	12,260	11,736	4.5	100.0%	25,193	100.0%

Imported Passenger Vehicle Sales by Model - February 2017

MAKE	MODEL	FEB '17	FEB '16	+/- %	FEB '17 MKT SHARE	2017 YEAR TO DATE	2017 MKT SHARE
Mazda	Axela	570	566	0.7	4.6%	1,176	4.7%
Suzuki	Swift	551	561	-1.8	4.5%	1,093	4.3%
Nissan	Tiida	540	574	-5.9	4.4%	1,089	4.3%
Honda	Fit	468	418	12.0	3.8%	953	3.8%
Mazda	Demio	447	465	-3.9	3.6%	912	3.6%
Toyota	Wish	279	285	-2.1	2.3%	599	2.4%
Toyota	Prius	271	131	106.9	2.2%	538	2.1%
Subaru	Legacy	269	329	-18.2	2.2%	528	2.1%
Volkswagen	Golf	263	270	-2.6	2.1%	552	2.2%
Mazda	Atenza	257	273	-5.9	2.1%	549	2.2%
Toyota	MarkX	245	138	77.5	2.0%	484	1.9%
Toyota	Vitz	224	228	-1.8	1.8%	465	1.8%
Toyota	Corolla	213	239	-10.9	1.7%	458	1.8%
Mitsubishi	Outlander	205	178	15.2	1.7%	461	1.8%
Mazda	Premacy	202	129	56.6	1.6%	396	1.6%
Honda	Odyssey	186	155	20.0	1.5%	354	1.4%
Toyota	Estima	175	129	35.7	1.4%	386	1.5%
Nissan	Dualis	172	118	45.8	1.4%	354	1.4%
Mazda	MPV	171	205	-16.6	1.4%	397	1.6%
Toyota	Auris	164	163	0.6	1.3%	362	1.4%
Nissan	Bluebird	144	103	39.8	1.2%	283	1.1%
Nissan	Murano	133	130	2.3	1.1%	271	1.1%
Nissan	Note	132	162	-18.5	1.1%	280	1.1%
Toyota	RAV4	121	86	40.7	1.0%	260	1.0%
Honda	CRV	116	133	-12.8	0.9%	234	0.9%
Toyota	Ist	116	138	-15.9	0.9%	225	0.9%
Honda	Stream	114	121	-5.8	0.9%	226	0.9%
Subaru	Impreza	114	124	-8.1	0.9%	230	0.9%
Nissan	March	113	110	2.7	0.9%	231	0.9%
Toyota	Blade	107	110	-2.7	0.9%	271	1.1%
Nissan	Wingroad	106	92	15.2	0.9%	234	0.9%
Toyota	Ractis	106	50	112.0	0.9%	204	0.8%
Nissan	Skyline	105	111	-5.4	0.9%	201	0.8%
Nissan	X-Trail	104	92	13.0	0.8%	209	0.8%
Nissan	Teana	103	147	-29.9	0.8%	202	0.8%
Others		4,654	4,473	4.0	38.0%	9,526	37.8%
Total		12,260	11,736	4.5	100.0%	25,193	100.0%

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Used import sales reflect economy

Used imported car registrations for the month were up by 4.5 per cent at 12,260 last month. This was a 542 unit increase from last February. Year-to-date figures were up by 7.6 per cent, or 1,782 units.

As usual, Toyota topped the leader board with 3,038 units sold – an increase of 10.1 per cent on the same time last year, when 2,760 used imports were registered. Toyota holds 25.5 per cent of the market share for the year to date.

Nissan followed with a 2.7 per cent increase from 2,143 used passenger vehicles sold in February 2016, to 2,200 sold last month, and a 17.7 per cent share in the market, year to date. Mazda was close behind with 1,871 registrations for the month – an increase of 0.5 per cent on 1,862 in the previous February and holding on to 15.3 per cent of the market share for 2017.

The Mazda Axela was top of the table, enjoying a 0.7 per cent increase on the same time last year. 570 vehicles were sold last month, compared to 566 in February 2016. The Axela holds a 4.7 per cent market share for total sales so far this year.

The Suzuki Swift and Nissan Tiida follow, both with less sales than the same month last year. The Swift was down 1.8 per cent at 551 units, down 10 sales, and the Tiida down 5.9 per cent, and 34 units on February 2016. They each hold a market share of 4.3 per cent for all sales in 2017.

The Toyota Prius and the Toyota Ractis did particularly well in terms of sales increase, with the Prius increasing sales from the same

month last year, by 106.9 per cent at 271 vehicles registered last month and the Ractis made an impressive 112 per cent increase from 50 vehicles registered in February 2016 to 106 sold last month.

Across the board, most of the regions increased sales year on year, with only four regions selling less than they did in February 2016. Westport increased sales by the highest percentage margin, registering 13 vehicles last month. Whanganui followed closely behind with a 29.6 per cent increase in sales, year on year, from 71 vehicles registered in February 2016, to 92 last month. Meanwhile, dealerships in Blenheim increased registrations by 23.1 per cent from 52 in February 2016 to 64 last month.

Auckland was home to the most vehicles registered for the month, with an increase of 1.9

per cent at 5,861 last month, compared to February 2016, when 5,749 were sold. Christchurch followed with a loss of 0.3 per cent – registering 1,554 vehicles last month, a decrease in sales from February 2016, when 1,558 were registered in the region. The capital city achieved a substantial percentage increase of 14.5 per cent, with 1,019 vehicles registered, compared to 890 in February 2016.

Dealer Principal for Wadsco Motorworld in Blenheim, Jared Morris believes that sales are doing well all over the country and he can't pinpoint any reason why the dealership is turning over

good sales and there is a "good vibe in the region," but he is happy to keep up the good work.

"Sales are remaining steady and certain vehicles, such as the utes and SUVs are very fast moving. Double cabs, four wheel drives, seven-seater vehicles are all popular and I think that has a lot to do with the fact that they work well for everyone. They are particularly popular with families because they tick all the boxes."

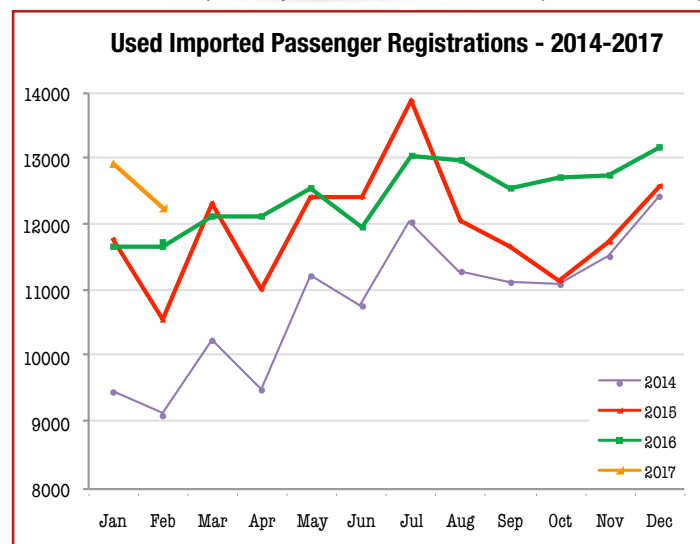
For Liam Graham, dealer manager for Wanganui Car Centre, it's business as usual at the dealership. He says that there is no rhyme nor reason when it comes to sales and as he doesn't have a crystal ball, it is hard to predict what people will be buying from month to month. "We might have a large run on people movers one month then the next month we might only sell one."

As a region which consists of a large proportion of elderly people, there is a certain amount of interest in smaller hatchbacks, "a lot of those people aren't going to drive an XR8 Commodore, for instance, but they enjoy the reliability that comes with driving smaller cars."

As far as Graham is concerned, the most important aspect behind running a successful dealership is good customer service. "We remain pretty consistent and that really boils down to importing quality products at a set price. We have a loyal fan base because we have been an established family business for a very long time." ☺



Imports of Toyota's Prius more than doubled compared to 12 months ago



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Bumper used imports in February

Imports for used vehicles increased by 16.4 per cent for the month of February, with 13,841 vehicles crossing the border - up from 11,887 at the same time last year. There was also a substantial increase in imported new vehicles, with 8,112 entries in February - an increase of 15.4 per cent from February 2016, when 7,029 were imported.

Japan contributed 12,926 used cars, making up 93.4 per cent of the total last month. Compared to the same month last year Japan's total was up 14.7 per cent from 11,266 units.

Australia exported 538 used cars



up 93 or 20.9 per cent on February last year, followed by Great Britain who sent 174 used cars to New Zealand, that was a massive increase year on year of 346 per cent as in February 2016 only 36 entered the country from that market.

In addition to the cars 624 used and 2,533 new light commercial

vehicles were also imported last month.

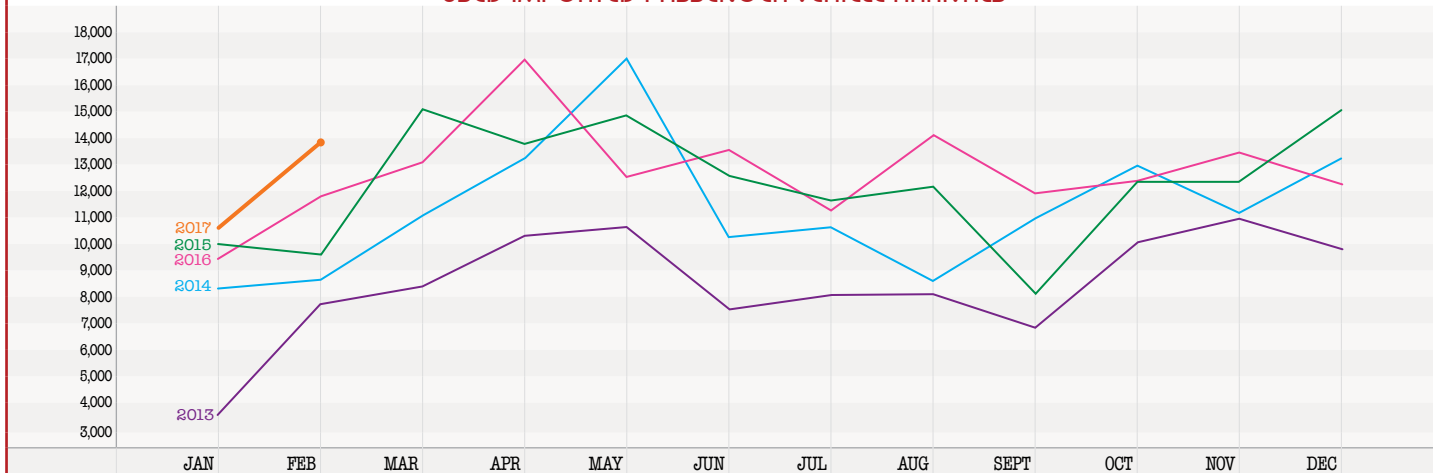
Owner and managing director of Ideal Cars in Hamilton, Shane O'Hagen imports a large proportion of his used vehicle stock from Japan because he believes that the vehicles that come in from Japan are better quality.

"Compared to Singapore or the UK, for instance, there is more stock available from Japan," he says.

O'Hagen believes there is a certain market for vehicles coming in from the UK, most of the vehicles are quite high end, late models and will only suit a certain type of vehicle buyer.

Although the demand is a lot higher at the moment for good used vehicles, according to O'Hagen there still seems to be a good amount of vehicles coming into the country and the consumer demand is definitely there. "A lot of people are finding that their property is increasing in value and they are feeling wealthier so they update their vehicles," he says. ☺

USED IMPORTED PASSENGER VEHICLE ARRIVALS



Used Imported Passenger Vehicles By Country Of Export

COUNTRY OF EXPORT	2017				2016							2015	
	JAN '17	FEB '17	FEB MKT SHARE %	2017 TOTAL	Q1	Q2	Q3	Q4	2016 TOTAL	MKT SHARE		2015 TOTAL	MKT SHARE
Australia	380	538	3.9%	918	1,233	1,201	1,264	1,453	5,151	3.4%		4,893	3.2%
Great Britain	273	174	1.3%	447	166	210	387	774	1,537	1.0%		939	0.6%
Japan	9,698	12,926	93.4%	22,624	32,722	40,969	34,514	34,875	143,080	93.7%		143,125	94.9%
Singapore	47	82	0.6%	129	201	362	310	358	1,231	0.8%		611	0.4%
USA	153	100	0.7%	253	251	287	349	388	1,275	0.8%		1,041	0.7%
Other countries	27	21	0.2%	48	61	124	112	141	438	0.3%		253	0.2%
Total	10,578	13,841	100.0%	24,419	34,634	43,153	36,936	37,989	152,712	100.0%		150,862	100.0%



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Changes of ownership down

There were 15,772 dealer to public (DtoP) transaction as registered by changes of ownership for in-fleet passenger vehicles for the month of February 2017. This was a decrease of 6.6 per cent from February last year when 16,886 were sold.

This was the same across all change of ownership transaction types with public to public (PtoP) down 1.7 per cent from 42,744 in February 2016 to 42,001 last month. Trade-ins or public to dealer (PtoD) transactions were down one per cent from 12,148 a year ago to 12,030 last month.

In terms of DtoP sales, most

regions sold less than they did in February 2016, with only six regions making a noticeable percentage increase in sales. Thames recorded a nine per cent increase from 211 in February 2016 to 230 last month and the next best was Oamaru. The major centres did not fare well, Auckland dealers sold 403 less second-hand cars; Wellington and Christchurch were down 144 and 143 units respectively.

Palmerston North was 8.5 per cent down on dealer sales but among the top performers for trade-ins with an increase of 29.9 per cent or 162 units over the February last year; last month 704

cars were trade-in or PtoD sales.

Dealer principal of Ian Humphrey Motors, in Palmerston North, Ian Humphrey, runs the business alongside his son Kerry and says January and February have been the best sales months for the 18 years that Ian has run the business. "We specialise in NZ new. In fact I've never retailed a Japanese import in my life. We find that a lot of our customer base is repeat business and a lot of our trade-ins get resold to us again."

Humphrey says that although most of his second-hand vehicles come from other dealerships, he can understand why people from

Palmerston North are trading in so many cars. "Everyone I talk to is earning good money, at the moment. Particularly on those commercial building sites where the boss will say, 'once you've finished this job, you have another one to do tomorrow'. The economy in Palmerston North is positive all round really."

Jared Morris, dealer principal for Wadco Motorworld in Blenheim says that trade-ins make up a large part of the secondhand business at his dealership. "Stock is hard to get for a lot of dealers and, for us, the trades that we make for new cars just fuel our used-car stock." ☺

SECONDHAND CAR SALES - February 2017

	DEALER-TO-PUBLIC					PUBLIC-TO-PUBLIC				PUBLIC-TO-DEALER		
	FEB '17	FEB '16	+/- %	MARKET SHARE		FEB '17	FEB '16	+/- %		FEB '17	FEB '16	+/- %
Whangarei	524	520	0.8	3.32		1,918	1,885	1.8		232	225	3.1
Auckland	5,239	5,642	-7.1	33.22		14,380	14,501	-0.8		4,474	4,335	3.2
Hamilton	1,342	1,411	-4.9	8.51		3,401	3,226	5.4		1,097	1,115	-1.6
Thames	230	211	9.0	1.46		543	568	-4.4		98	75	30.7
Tauranga	848	879	-3.5	5.38		2,107	2,057	2.4		552	567	-2.6
Rotorua	263	283	-7.1	1.67		804	954	-15.7		64	118	-45.8
Gisborne	152	160	-5.0	0.96		382	360	6.1		52	90	-42.2
Napier	527	633	-16.7	3.34		1,498	1,528	-2.0		349	411	-15.1
New Plymouth	365	360	1.4	2.31		1,036	954	8.6		229	237	-3.4
Wanganui	177	216	-18.1	1.12		480	571	-15.9		124	116	6.9
Palmerston North	706	772	-8.5	4.48		1,636	1,635	0.1		704	542	29.9
Masterton	160	161	-0.6	1.01		378	460	-17.8		73	100	-27.0
Wellington	1,413	1,557	-9.2	8.96		2,857	3,105	-8.0		1,143	1,163	-1.7
Nelson	317	313	1.3	2.01		1,056	950	11.2		201	210	-4.3
Blenheim	155	188	-17.6	0.98		405	433	-6.5		113	133	-15.0
Greymouth	66	96	-31.3	0.42		189	210	-10.0		30	42	-28.6
Westport	15	14	7.1	0.10		77	82	-6.1		0	0	0.0
Christchurch	1,972	2,115	-6.8	12.50		5,221	5,549	-5.9		1,670	1,772	-5.8
Timaru	228	255	-10.6	1.45		544	555	-2.0		129	161	-19.9
Oamaru	58	55	5.5	0.37		175	154	13.6		12	13	-7.7
Dunedin	632	679	-6.9	4.01		1,960	1,983	-1.2		426	452	-5.8
Invercargill	383	366	4.6	2.43		954	1,024	-6.8		258	271	-4.8
NZ total	15,772	16,886	-6.6	100.00		42,001	42,744	-1.7		12,030	12,148	-1.0

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New Passenger Vehicle Sales by Make - February 2017

MAKE	FEB'17	FEB'16	+/- %	FEB'17 MKT SHARE	2017 YEAR TO DATE	2017 MKT SHARE
Toyota	990	915	8.2	12.3%	2,634	14.5%
Mazda	755	719	5.0	9.4%	1,534	8.4%
Holden	654	645	1.4	8.1%	2,035	11.2%
Suzuki	624	362	72.4	7.8%	1,352	7.4%
Ford	611	604	1.2	7.6%	1,389	7.6%
Hyundai	606	470	28.9	7.5%	1,146	6.3%
Mitsubishi	547	413	32.4	6.8%	1,194	6.6%
Kia	513	407	26.0	6.4%	1,116	6.1%
Honda	373	292	27.7	4.6%	778	4.3%
Volkswagen	355	309	14.9	4.4%	829	4.6%
Nissan	346	484	-28.5	4.3%	824	4.5%
Subaru	305	208	46.6	3.8%	541	3.0%
Mercedes-Benz	245	164	49.4	3.0%	467	2.6%
Audi	176	137	28.5	2.2%	330	1.8%
BMW	160	193	-17.1	2.0%	358	2.0%
Skoda	104	102	2.0	1.3%	210	1.2%
Land Rover	93	64	45.3	1.2%	204	1.1%
Ssangyong	93	95	-2.1	1.2%	153	0.8%
Lexus	62	59	5.1	0.8%	117	0.6%
Jeep	56	100	-44.0	0.7%	127	0.7%
Peugeot	48	55	-12.7	0.6%	121	0.7%
Volvo	48	53	-9.4	0.6%	92	0.5%
Mini	45	44	2.3	0.6%	118	0.6%
Renault	30	11	172.7	0.4%	59	0.3%
Maserati	29	6	383.3	0.4%	45	0.2%
Jaguar	26	37	-29.7	0.3%	64	0.4%
Dodge	23	44	-47.7	0.3%	38	0.2%
Porsche	22	25	-12.0	0.3%	80	0.4%
Tesla	21	1	2000.0	0.3%	24	0.1%
Citroen	15	10	50.0	0.2%	38	0.2%
Fiat	13	66	-80.3	0.2%	38	0.2%
Isuzu	12	22	-45.5	0.1%	29	0.2%
Infiniti	10	0	1000.0	0.1%	20	0.1%
Aston Martin	5	4	25.0	0.1%	15	0.1%
Mahindra	5	0	500.0	0.1%	5	0.0%
Others	30	71	-57.7	0.4%	76	0.4%
Total	8,050	7,191	11.9	100.0%	18,200	100.0%

New Passenger Vehicle Sales by Model - February 2017

MAKE	MODEL	FEB'17	FEB'16	+/- %	FEB'17 MKT SHARE	2017 YEAR TO DATE	2017 MKT SHARE
Toyota	Corolla	351	231	51.9	4.4%	941	5.2%
Kia	Sportage	279	236	18.2	3.5%	619	3.4%
Mitsubishi	Outlander	217	94	130.9	2.7%	415	2.3%
Mazda	CX-5	213	236	-9.7	2.6%	412	2.3%
Hyundai	Tucson	213	169	26.0	2.6%	397	2.2%
Toyota	Highlander	203	132	53.8	2.5%	343	1.9%
Hyundai	Santa Fe	189	137	38.0	2.3%	330	1.8%
Ford	Escape	178	0	17800.0	2.2%	347	1.9%
Mazda	Mazda3	178	146	21.9	2.2%	312	1.7%
Volkswagen	Tiguan	176	56	214.3	2.2%	439	2.4%
Suzuki	Swift	171	191	-10.5	2.1%	514	2.8%
Suzuki	Vitara	162	106	52.8	2.0%	334	1.8%
Holden	Captiva	148	116	27.6	1.8%	510	2.8%
Toyota	Rav4	148	214	-30.8	1.8%	704	3.9%
Subaru	Outback	135	113	19.5	1.7%	263	1.4%
Mitsubishi	ASX	133	112	18.8	1.7%	352	1.9%
Suzuki	Ignis	132	0	13200.0	1.6%	186	1.0%
Ford	Focus	131	108	21.3	1.6%	295	1.6%
Nissan	X-Trail	126	129	-2.3	1.6%	264	1.5%
Honda	Jazz	125	157	-20.4	1.6%	265	1.5%
Mazda	CX-3	123	150	-18.0	1.5%	251	1.4%
Mitsubishi	Mirage	120	40	200.0	1.5%	249	1.4%
Nissan	Qashqai	113	160	-29.4	1.4%	316	1.7%
Mazda	Mazda2	112	129	-13.2	1.4%	217	1.2%
Honda	HR-V	108	73	47.9	1.3%	260	1.4%
Holden	Commodore	102	166	-38.6	1.3%	450	2.5%
Holden	Trax	97	57	70.2	1.2%	279	1.5%
Mercedes-Benz	C-Class	93	31	200.0	1.2%	155	0.9%
Kia	Sorento	93	44	111.4	1.2%	165	0.9%
Honda	Civic	85	17	400.0	1.1%	155	0.9%
Volkswagen	Golf	83	106	-21.7	1.0%	173	1.0%
Holden	Spark	79	43	83.7	1.0%	145	0.8%
Ford	Mustang	77	81	-4.9	1.0%	192	1.1%
Suzuki	SX4 S-Cross	73	19	284.2	0.9%	113	0.6%
Mazda	CX-9	69	1	6800.0	0.9%	234	1.3%
Others		3,015	3,391	-11.1	37.5%	6,604	36.3%
Total		8,050	7,191	11.9	100.0%	18,200	100.0%

All but two regions up on last year

For the month of February 2017, passenger car and SUV registrations grew 12 per cent to 8050 units compared to February 2016, when 7,191 were sold.

Toyota remains the market leader for all passenger vehicle registrations with 990 sales and a 12.3 per cent market share for the month; year to date Toyota hold 14.5 per cent of the total market. Mazda followed in second place with 755 units and a monthly share of 9.4 per cent. Rounding out the top three marques was Holden with 654 sold and a monthly share of 8.1 per cent.

Toyota Corolla was again the top model for new passenger vehicles with sales up 51.9 per cent over February 2016, 351 units were sold last month compared to 231 a year previous. Kia Sportage and Mitsubishi Outlander completed the top three with 279 and 217 registrations respectively. The Outlander increased by a massive

130.9 per cent over February 2016 when it sold only 94 units.

The SUV medium segment took the largest market share, accounting for 16 per cent of total sales. The pick-up/chassis four-wheel drive segment was also popular, with a 13 per cent market share, followed by SUV large with 12 per cent and SUV compact at 11 per cent. Overall,

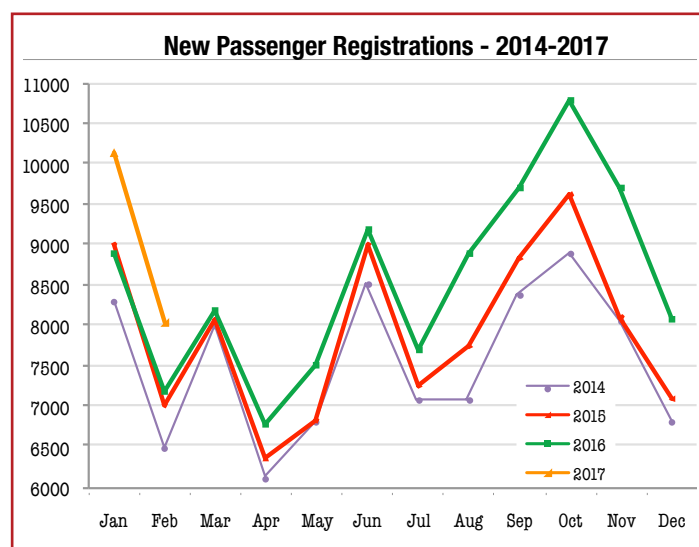
SUVs counted for 39.5 per cent of February's registrations, followed by passenger vehicles which took up 28.5 per cent.

New vehicles were selling like hot cakes across the country last month. With only two regions, Oamaru and Napier, registering less new cars in the month of February than they did at the same time last year.

Dealer principal for Autoworld Timaru, Chris Churchward says the dealership has experienced huge gains with a 64 per cent increase across the three brands, Kia, Volkswagen and Nissan. He believes this has a lot to do with improvements in the housing sector and returns in other industry sectors including farming and construction. "Farming is particularly prominent, especially thanks to the recent increase in price for milk solids".

Churchward also believes the economy has had a boost from the recent sale of the Ports of Timaru to Ports of Tauranga. "Everything seems to be ticking along quite nicely at the moment and there is always going to be a flow-on effect from this, when confidence is high, sales are high thanks to the quality of the products we are selling."

In terms of vehicle sales, Churchward says SUVs are taking the market by storm and one of the top sellers at the dealership is the Kia Sportage. ☺



NEW VEHICLE SALES BY BUYER TYPE - February 2017

	FEB '17	FEB '16	MTH%	2017 YTD	2016 YTD	% YTD
Passenger	3,362	3,468	-3.1	7,808	8,304	-6.0
Private	1,477	1,615	-8.5	3,220	3,204	0.5
Business	1,576	1,694	-7.0	3,025	3,429	-11.8
Gov't	176	129	36.4	279	328	-14.9
Rental	133	30	343.3	1,284	1,343	-4.4
SUV	4,654	3,662	27.1	10,325	7,691	34.2
Private	2,204	1,657	33.0	4,571	3,271	39.7
Business	2,081	1,807	15.2	4,252	3,580	18.8
Gov't	101	61	65.6	151	112	34.8
Rental	268	137	95.6	1,351	728	85.6
Light Commercial	3,229	2,792	15.7	6,405	5,383	19.0
Private	764	783	-2.4	1,598	1,472	8.6
Business	2,290	1,873	22.3	4,436	3,593	23.5
Gov't	107	98	9.2	225	182	23.6
Rental	68	38	78.9	146	136	7.4
Sub Total	11,245	9,922	13.3	24,538	21,378	14.8
Private	4,445	4,055	9.6	9,389	7,947	18.1
Business	5,947	5,374	10.7	11,713	10,602	10.5
Gov't	384	288	33.3	655	622	5.3
Rental	469	205	128.8	2,781	2,207	26.0
Heavy Commercial	389	286	36.0	766	621	23.3
Other	151	80	88.8	297	173	71.7
Total	11,785	10,288	14.6	25,601	22,172	15.5

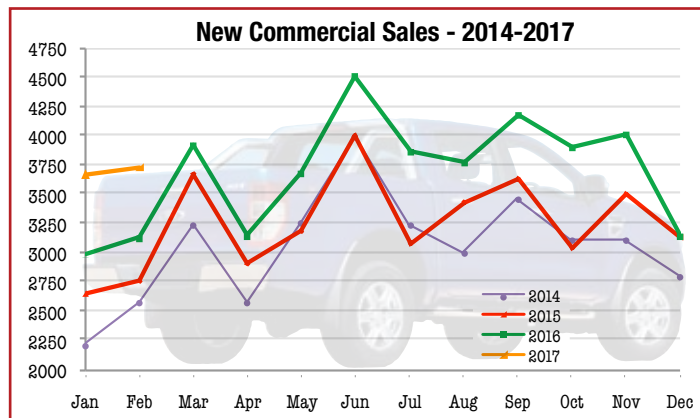
NEW VEHICLE MARKET SEGMENTATION - February 2017

	FEB '17	FEB '16	MTH% DIFF	2017 YTD	2016 YTD	% YTD
Passenger	3,362	3,468	-3.1	7,808	8,304	-6.0
SUV	4,654	3,662	27.1	10,325	7,691	34.2
Light Commercial	3,229	2,792	15.7	6,405	5,383	19.0
Heavy Commercial	389	286	36.0	766	621	23.3
Other	151	80	88.8	297	173	71.7
TOTAL MARKET	11,785	10,288	14.6	25,601	22,172	15.5
Micro	232	144	61.1	495	234	111.5
Light	877	1,070	-18.0	2,074	2,302	-9.9
Small	1,336	1,298	2.9	3,095	3,205	-3.4
Medium	515	450	14.4	1,014	1,157	-12.4
Large	190	288	-34.0	620	845	-26.6
Upper Large	11	14	-21.4	23	74	-68.9
People Movers	40	34	17.6	78	82	-4.9
Sports	161	170	-5.3	409	405	1.0
SUV Small	1,346	993	35.5	2,846	2,049	38.9
SUV Medium	1,842	1,370	34.5	4,184	2,910	43.8
SUV Large	1,403	1,255	11.8	3,138	2,615	20.0
SUV Upper Large	63	44	43.2	157	117	34.2
Light Buses	80	50	60.0	165	114	44.7
Vans	460	461	-0.2	894	804	11.2
Pick Up/Chassis Cab 4x2	1,156	898	28.7	2,259	1,725	31.0
Pick Up/Chassis Cab 4x4	1,533	1,383	10.8	3,087	2,740	12.7
Heavy Commercial	389	286	36.0	766	621	23.3
Other	151	80	88.8	297	173	71.7
TOTAL MARKET	11,785	10,288	14.6	25,601	22,172	15.5

Boom time for new commercials

There were 3,734 new commercial vehicles registered last month, maintaining healthy momentum for this sector of the market. With only two months into the year, this segment is already up 21 per cent on what was seen as a bumper 2016. Year to date 7,407 new commercials have been sold, whereas for the same time last year sales recorded were 6,118.

Toyota took out the number one spot in the new commercials market for the first time since June last year, with 747 registrations. This was a 16 per cent increase on the same month last years and gives Toyota a year to date market share of 19.5 per cent. Ford is still number



one, in terms of market share for the year to date, with 20.3 per cent. Last month Ford registered 713 new commercial vehicles for second place on the marques table. Holden were placed third with 10.1

per cent market share year to date, Holden registered with 364 units last month.

Ford's Ranger was the best-selling vehicle model, with a 14.1 per cent increase in sales compared

to the same time last year, with 664 units registered and has 19 per cent of the market so far in 2017. Toyota Hilux was second with 533 vehicles and Holden Colorado was a close third with 351 new registrations.

Branch manager for GWD Toyota in Invercargill, Lyndsay Moffatt says Toyota is always popular but has been doing particularly well lately in the commercial market, thanks to the Hilux. "I think that all new models take a bit of time to get traction and winning favour with people. The Toyota Hilux has a great name in the hard-working zones of the world. It's been the number one choice in the mining industry in Australia, in particular." ☺

New Commercial Sales by Make - February 2017

MAKE	FEB'17	FEB'16	+/- %	FEB'17 MKT SHARE	2017 YEAR TO DATE	2017 MKT SHARE
Toyota	747	644	16.0	20.0%	1,445	19.5%
Ford	713	662	7.7	19.1%	1,501	20.3%
Holden	364	249	46.2	9.7%	747	10.1%
Nissan	346	220	57.3	9.3%	622	8.4%
Mitsubishi	282	288	-2.1	7.6%	501	6.8%
Isuzu	255	215	18.6	6.8%	526	7.1%
Mazda	186	115	61.7	5.0%	340	4.6%
LDV	101	82	23.2	2.7%	188	2.5%
Hyundai	97	67	44.8	2.6%	165	2.2%
Volkswagen	76	102	-25.5	2.0%	199	2.7%
Foton	66	47	40.4	1.8%	133	1.8%
Fiat	64	41	56.1	1.7%	127	1.7%
SsangYong	52	78	-33.3	1.4%	135	1.8%
Mercedes-Benz	51	41	24.4	1.4%	91	1.2%
Hino	45	32	40.6	1.2%	87	1.2%
Factory Built	44	3	1366.7	1.2%	97	1.3%
Mitsubishi Fuso	35	25	40.0	0.9%	80	1.1%
Volvo	34	19	78.9	0.9%	55	0.7%
Fuso	30	0	3000.0	0.8%	52	0.7%
Scania	20	13	53.8	0.5%	42	0.6%
Others	126	181	-30.4	3.4%	274	3.7%
Total	3,734	3,124	19.5	100.0%	7,407	100.0%

New Commercial Sales by Model - February 2017

MAKE	MODEL	FEB'17	FEB'16	+/- %	FEB'17 MKT SHARE	2017 YEAR TO DATE	2017 MKT SHARE
Ford	Ranger	664	582	14.1	17.8%	1,405	19.0%
Toyota	Hilux	533	444	20.0	14.3%	980	13.2%
Holden	Colorado	351	229	53.3	9.4%	711	9.6%
Nissan	Navara	346	220	57.3	9.3%	622	8.4%
Mitsubishi	Triton	282	288	-2.1	7.6%	501	6.8%
Toyota	Hiace	196	184	6.5	5.2%	430	5.8%
Mazda	BT-50	186	115	61.7	5.0%	340	4.6%
Isuzu	D-Max	161	148	8.8	4.3%	359	4.8%
Hyundai	iLoad	95	66	43.9	2.5%	159	2.1%
LDV	V80	63	39	61.5	1.7%	110	1.5%
Foton	Tunland	61	42	45.2	1.6%	116	1.6%
Fiat	Ducato	58	41	41.5	1.6%	119	1.6%
SsangYong	Actyon Sport	52	78	-33.3	1.4%	135	1.8%
Ford	Transit	49	76	-35.5	1.3%	95	1.3%
Isuzu	F Series	44	24	83.3	1.2%	83	1.1%
Factory Built	Loyds	42	0	4200.0	1.1%	81	1.1%
Mercedes-Benz	Sprinter	39	35	11.4	1.0%	67	0.9%
LDV	G10	38	43	-11.6	1.0%	78	1.1%
Isuzu	N Series	35	30	16.7	0.9%	61	0.8%
Volkswagen	T6	32	26	23.1	0.9%	52	0.7%
Others		407	414	-1.7	10.9%	903	12.2%
Total		3,734	3,124	19.5	100.0%	7,407	100.0%



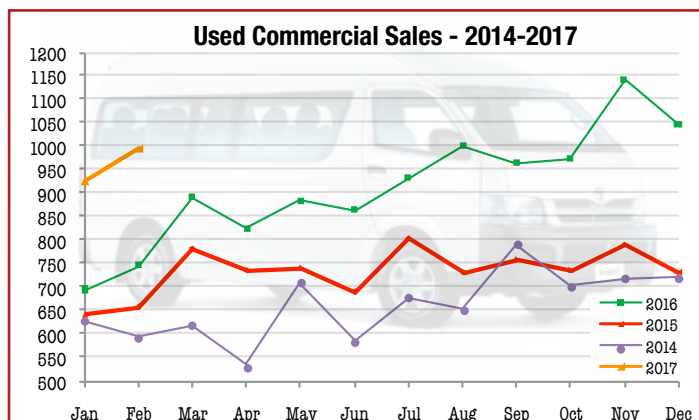
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Imported commercials on a roll

Used imported commercial sales of 998 units were up over a third compared to the same month the previous year, when 745 sales were recorded. Year to date sales for 2017 are already 486 units ahead of the same time last year, an increase of 33.7 per cent.

Toyota registered the most vehicles for the month, with an increase of 31.6 per cent from 354 vehicles sold at the same time last year, to 466 registered in February. Toyota took up 45.2 per cent of the market share for the year to date.

Nissan followed with 191 vehicles sold - an increase of 20.1 per cent from the previous year when 159 vehicles were registered. Mazda increased sales by a whopping



108.9 per cent increase in terms of registrations. This was up from 45 registered last year to 94 in February.

The Toyota Hiace was the most popular imported used commercial vehicle for the month of February,

with a 38 per cent increase in sales from 266 vehicles sold in February 2016, to 367 sold last month.

The Mazda Bongo increased in popularity by a huge 178.6 per cent, from 28 sold at the same time last

year and 78 sold last month. The Nissan Caravan took third place, with an increase of 21.8 per cent from 55 registered in February 2016 and 67 last month.

Jordan Patterson, manager for Cars and More in Rotorua, says the Toyota Hiace remains popular because it is a part of the Toyota brand which always remains strong. He believes this is partly thanks to good marketing, but also because Toyota consistently manufactures good cars. "You can't fault them really. The Hilux also seems to be very popular for the same reason."

Patterson says that the dealership sells a variety of vehicles on the yard and "you can't pinpoint" what will do well each month. ☺

Used Commercial Sales by Make - February 2017

MAKE	FEB'17	FEB'16	+/- %	FEB'17 MKT SHARE	2017 YEAR TO DATE	2017 MKT SHARE
Toyota	466	354	31.6	46.7%	870	45.2%
Nissan	191	159	20.1	19.1%	388	20.1%
Mazda	94	45	108.9	9.4%	177	9.2%
Isuzu	45	38	18.4	4.5%	86	4.5%
Mitsubishi	40	33	21.2	4.0%	73	3.8%
Ford	35	26	34.6	3.5%	65	3.4%
Hino	31	14	121.4	3.1%	50	2.6%
Holden	19	14	35.7	1.9%	32	1.7%
Chevrolet	15	14	7.1	1.5%	34	1.8%
Volkswagen	10	10	0.0	1.0%	20	1.0%
Fiat	9	6	50.0	0.9%	32	1.7%
GMC	7	3	133.3	0.7%	12	0.6%
Kenworth	4	1	300.0	0.4%	8	0.4%
Daihatsu	3	1	200.0	0.3%	9	0.5%
Mercedes-Benz	3	2	50.0	0.3%	12	0.6%
Peugeot	3	0	300.0	0.3%	4	0.2%
Renault	3	0	300.0	0.3%	6	0.3%
Scania	3	0	300.0	0.3%	4	0.2%
Dodge	2	4	-50.0	0.2%	6	0.3%
Hyundai	2	1	100.0	0.2%	4	0.2%
Others	13	20	-35.0	1.3%	34	1.8%
Total	998	745	34.0	100.0%	1,926	100.0%

Used Commercial Sales by Model - February 2017

MAKE	MODEL	FEB'17	FEB'16	+/- %	FEB'17 MKT SHARE	2017 YEAR TO DATE	2017 MKT SHARE
Toyota	Hiace	367	266	38.0	36.8%	660	34.3%
Mazda	Bongo	78	28	178.6	7.8%	152	7.9%
Nissan	Caravan	67	55	21.8	6.7%	146	7.6%
Nissan	Vanette	46	27	70.4	4.6%	87	4.5%
Toyota	Regius	33	34	-2.9	3.3%	76	3.9%
Nissan	NV200	30	28	7.1	3.0%	56	2.9%
Isuzu	Elf	28	22	27.3	2.8%	54	2.8%
Mitsubishi	Canter	26	20	30.0	2.6%	41	2.1%
Toyota	Dyna	21	20	5.0	2.1%	34	1.8%
Toyota	Hilux	21	12	75.0	2.1%	37	1.9%
Hino	Dutro	17	6	183.3	1.7%	28	1.5%
Nissan	Navara	15	14	7.1	1.5%	36	1.9%
Nissan	Atlas	14	24	-41.7	1.4%	26	1.3%
Isuzu	Forward	10	9	11.1	1.0%	17	0.9%
Mazda	Titan	10	10	0.0	1.0%	14	0.7%
Toyota	Toyocce	10	16	-37.5	1.0%	29	1.5%
Hino	Ranger	9	6	50.0	0.9%	16	0.8%
Holden	Commodore	8	6	33.3	0.8%	16	0.8%
Fiat	Ducato	8	6	33.3	0.8%	31	1.6%
Ford	Ranger	8	8	0.0	0.8%	20	1.0%
Others		172	128	34.4	17.2%	350	18.2%
Total		998	745	34.0	100.0%	1,926	100.0%

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Daily sales at an all time high

Imports of new cars totalled 8,112 units last month, 4.5 per cent less than the previous month when 8,496 vehicles were imported and 15.4 per cent more than the same time last year when 7,026 vehicles came into the country.

New car registrations increased by 11.9 per cent year on year but decreased by 20.7 per cent from the previous month. Last month there were 8,050 new passenger vehicles registered.

Overall, stock levels increased by just 62 units (0.1 per cent) from the previous month to 64,329.

Daily sales figures continue to grow, with 287 new cars being sold every day. The daily sales figure has increased each month since February last year when it sat at 261 units a day.

In terms of stock at hand, based on the numbers alone, if no further imports came into the country there is enough new car stock to last for 287 days, or nine and a half months.

New car stock has risen by 9,118 units over the last 12 months, there is 16.5 per cent more stock unregistered than there was in February 2016.

Chief executive officer of Valley Toyota in Thames, Wayne Richards says that, as he runs a Toyota dealership, new stock isn't too hard to come by, thanks to a good relationship with other

dealerships around the country.

"We do call on other bigger dealers if we can't get stock from Toyota and we are very thankful that we have a good relationship with them and they can usually supply us with what we need quite quickly."

Richards says the biggest market for his Valley Toyota is commercial vehicles, so a lot of the stock that is ordered for the dealership reflects that need. "Utes and SUVs are popular across the board. People are becoming more and more active and can remain active by owning

a ute. The quality of these types of vehicles is only getting better and people like to buy diesel vehicles because they want to save money."

He believes the interest in good-quality utility vehicles also stems from the housing boom which is currently taking place in Auckland.

"People are beginning to buy houses in smaller outlying areas like Thames."

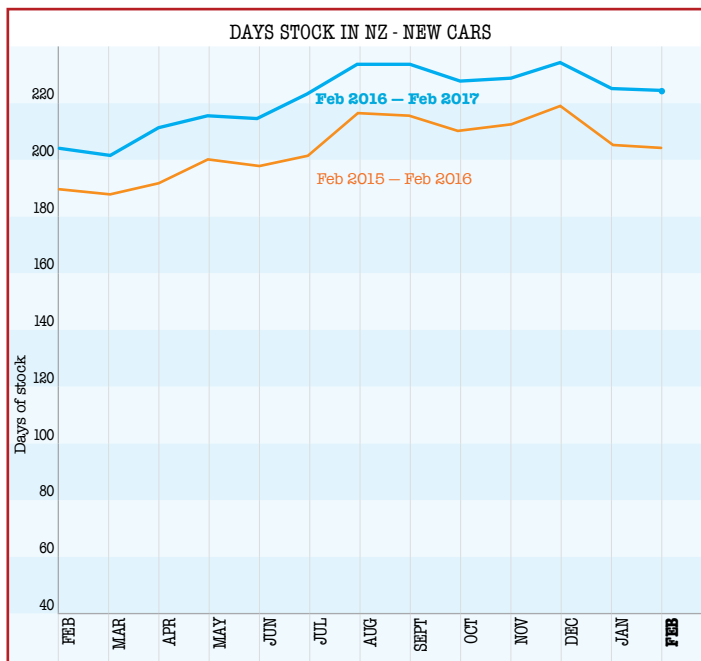
He says that the Toyota brand is already very popular, however service staff at Valley Toyota also put a lot of effort into retaining good customer service and a lot of the sales come from repeat business and loyal customers. "The company has been a part of the community in Thames since 1979 and therefore customers and the local community are number one in our eyes." ☺

"The quality of [utes and SUVs] is only getting better and people like to buy diesel vehicles because they want to save money."

– Wayne Richards, Valley Toyota, Thames

Dealer stock of new cars in New Zealand

	CAR SALES					
	IMPORTED	REGISTERED	VARIANCE	STOCK	DAILY SALES -12-MONTH AVERAGE	DAYS STOCK AT HAND
Feb '16	7,029	7,191	-162	55,211	261	212
Mar '16	7,561	8,191	-630	54,581	261	209
Apr '16	8,816	6,790	2,026	56,607	262	216
May '16	8,184	7,502	682	57,289	264	217
Jun '16	8,924	9,186	-262	57,027	264	216
Jul '16	9,279	7,701	1,578	58,605	265	221
Aug '16	13,210	8,894	4,316	62,921	269	234
Sep '16	10,291	9,704	587	63,508	271	234
Oct '16	10,115	10,795	-680	62,828	274	229
Nov '16	11,059	9,722	1,337	64,165	279	230
Dec '16	9,825	8,069	1,756	65,921	281	234
Jan '17	8,496	10,150	-1,654	64,267	285	226
Feb '17	8,112	8,050	62	64,329	287	224
Year to date	113,872	104,754	9,118			
Change on last month	-4.5%	-20.7%		0.1%		
Change on Feb 2016	15.4%	11.9%		16.5%		
	MORE IMPORTED	MORE SOLD		MORE STOCK		



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Used stock up but manageable

With imports of used cars for the month sitting at 13,841 and registrations of 12,260, used car stock increased by 1,581 units in February. So if no further used cars were imported there would be enough existing stock to last for 67 days if daily sales continue at the rate they are currently of 415 per day.

The average daily sales figures continue to grow and have again set a new record. Ian Humphrey, dealer principal of Ian Humphrey Motors, in Palmerston North, says it is not always easy to know what to buy in but most of his stock comes from other dealers. "We do buy from Turners auctions as well."

"A typical customer will buy a 30,000 dollar Commodore, for example, and do a 10 grand trade in," which keeps the used-car lot



Ian Humphrey Motors in Palmerston North

stocked, as long as the vehicle coming in is of a good standard.

When it comes to buying vehicles, Humphrey says the dealership manages to keep stock levels even. "We sold 40 cars last month and bought 45, for example."

He says that there has been a marked shift in buying habits in recent times, with interest rates really helping a lot of his customers. "There was a time when it was eight or nine per cent down and now it is more like five percent. It is enough

for people to be able to pay their mortgages off a lot sooner and means that more people are interested in buying better quality vehicles."

Owner and managing director of Ideal Cars in Hamilton, Shane O'Hagen says his good quality stock is moving very fast at the moment. "I tend to only deal with low mileage vehicles and I'm finding that is what people are looking for these days."

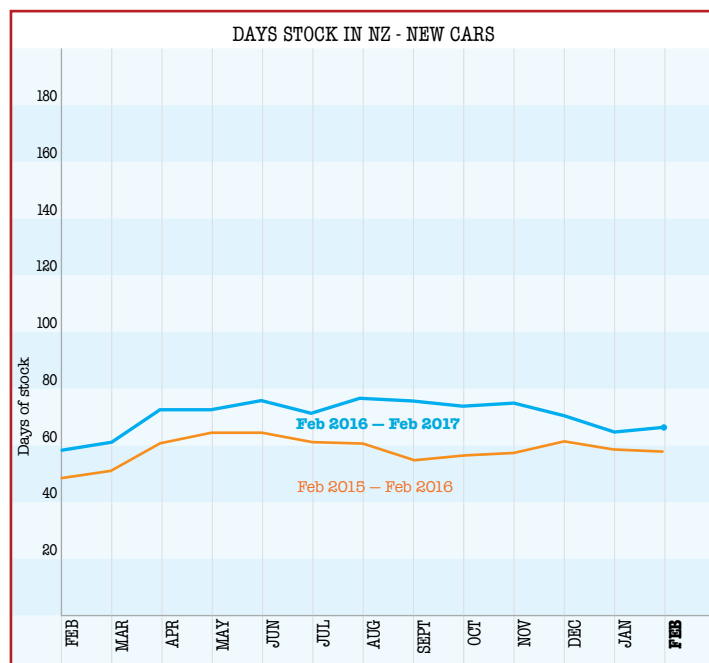
With stock pouring in from overseas, O'Hagen says there is a big demand for high quality used

vehicles and they are harder to find now than they usually are.

"New Zealand as a whole is doing well at the moment and people are feeling better about themselves and their financial situation so they are buying more than they usually would."

Running a high-quality used car dealership means that O'Hagen doesn't sell many trade ins and obtains most of his stock from overseas. He is finding that stock doesn't sit around for long because of customer demand, particularly in the Waikato.

"The economic growth in Auckland is large and it's shifting its way down this way. Big businesses are moving their head offices down to Hamilton and the cheaper land prices are attracting more people into the region which is great for the local economy." ☺



Dealer stock of used cars in New Zealand

	CAR SALES		VARIANCE	STOCK	DAILY SALES - 12-MONTH AVERAGE	DAYS STOCK AT HAND
	IMPORTED	REGISTERED				
Feb '16	11,887	11,736	151	23,787	396	60
Mar '16	12,999	12,153	846	24,633	396	62
Apr '16	16,960	12,140	4,820	29,453	399	74
May '16	12,563	12,567	-4	29,449	399	74
Jun '16	13,630	11,991	1,639	31,088	398	78
Jul '16	11,249	13,055	-1,806	29,282	396	74
Aug '16	14,058	12,993	1,065	30,347	399	76
Sep '16	11,629	12,564	-935	29,412	401	73
Oct '16	12,311	12,709	-398	29,014	405	72
Nov '16	13,400	12,762	638	29,652	408	73
Dec '16	12,242	13,181	-939	28,713	410	70
Jan '17	10,578	12,933	-2,355	26,358	413	64
Feb '17	13,841	12,260	1,581	27,939	415	67
Year to date	155,460	151,308	4,152			
Change on last month	30.8%	-5.2%		6.0%		
Change on Feb 2016	16.4%	4.5%		17.5%		
	MORE IMPORTED	MORE SOLD		MORE STOCK		

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