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‘Perfect storm’ hits new-vehicle supply

Marques struggling to source enough stock as output at factories tumbles in wake of Covid and microchip crisis

Marques predict substantial wait times for new vehicles will remain the norm for at least the next year as production woes mean many manufacturers are failing to keep up with demand from Kiwi consumers.

A number of brands are reporting a lack of available stock and challenges around getting consistent supplies into New Zealand.

For example, Ford has stopped orders on the Transit Custom diesel until it has cleared its year-long customer backlog.

A global shortage of semi-conductors, the Covid-19 pandemic, shipping delays and the government’s push for more lower-emissions cars have all contributed to the hold-ups in delivering vehicles to buyers.

Simon Rutherford, managing director of Ford NZ, says a lack of manufacturing capacity is one of the biggest headaches and he predicts delays in fulfilling orders will continue into next year for most models.


Ford has stopped taking orders for the Transit Custom diesel in New Zealand until production levels increase

He warns the problem will likely last longer for electric vehicles (EVs) following a recent consumer surge for zero and low-emissions models.

“We’ve got to get used to living with longer lead times for vehicles and supporting our customers in that process,” he told Autofile.

“Primarily, the manufacturing capacity for components and vehicles isn’t there at the moment. There’s only so much capacity to go around and I don’t think Ford is unique in facing challenges on that front.

“I think the issue around semi-conductors and other such items will start to resolve next year, but not until the second half.

“The extension of Covid long-term has also been a factor as most businesses are running at lower capacity than they would normally be. We’re going to see these problems ongoing for a while and certainly into next year.”

Rutherford, who is also

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GUEST EDITORIAL

Future of the Kiwi ute far from over

Dan Cook says some politicians' claims of clean car 'tax' victory are off the mark


DAN COOK
Chief operating officer
Mitsubishi Motors NZ

The past two years, more than any I can remember, have taught the motor industry to deal with uncertainty and change.

Unless you're Bill Gates or Elon Musk, nobody could predict the advent of a global pandemic and its impact on demand and supply, or the seismic shift by governments to decarbonise vehicle fleets.

Nothing in our industry has come to symbolise this change more than the humble ute. Once the domain of farmers and tradies, they've grown in popularity as Kiwis seek freedom and adventure.

Technological advances have enabled utes to offer drive and safety characteristics superior to vehicles in which we learned to drive, even if that was only 10 years ago.

The modern utility is bursting with acronyms that define its relative safety, and ability to tow the family boat, caravan or horse float – or potentially all three at once.

This government has tried to socially engineer the demise of utes and in March we saw massive registrations ahead of the clean car tax on April 1. Subsequently, we saw significant year-on-year sales declines in recent months.

The anti-ute politicians called this a massive victory for their new tax, but I'm not sure the spectre of change is done with this Kiwi favorite just yet.

Like Fieldays 2022, utes are down but far from out. Every June we queue with farmers in the pre-dawn mist and frost at Mystery Creek as we bustle onto our sites for what has become New Zealand's default annual motor show.

Covid-19 has changed that and Fieldays has adapted with this year's event to be held in November. Like ute sales, Fieldays is down but far from out. It will likely be back bigger than ever later this year.

Change is always certain, but our country needs and wants utilities to enable our lifestyles and jobs we're so proud of. Along with number-eight wire, they help define our nation.

Utes of the future will be packed with more emissions technology be it diesel, electric or even hydrogen. They will stay with us like trusty tools, just reimaged and better.

As an industry, we've just had the most challenging period since the end of local vehicle assembly in the 1990s.

Many businesses have come through this period stronger than ever with people enduring and rising to the challenges presented.

The future is never certain, and our ability as an industry to change and adapt is what makes it continue to be one of the most rewarding to work in.

The Kiwi ute is not dead, and our ability to learn and grow is far from over. Make sure your people are ready and with you. They are key to harnessing change. The next decade will be as exciting as ever. ⊕

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DIRECTORS
Brian McCutcheon
brian@autofile.co.nz
ph. 021 455 775

Darren Wiltshire
dazzz@autofile.co.nz
ph. 021 0284 7428

DESIGNER
Adrian Payne
arpayne@gmail.com

EDITOR
Darren Risby
ris@autofile.co.nz

JOURNALISTS
Sue Brebner-Fox
sue@autofile.co.nz

Matthew Lowe
matthew@autofile.co.nz

MOTORSPORT
Mark Baker
veritas.nz@xtra.co.nz

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president of the Motor Industry Association, explains a fire at a semi-conductor plant operated by Renesas Electronics in Japan in March last year has put a dent in microchip production and the company has yet to return to its normal output levels.

Besides struggles to secure raw materials and components to build vehicles, worker availability, limitations on shipping space and lower frequencies of sailings are also impacting the supply of models.

Ford NZ has a steady stream of vehicles arriving but "some of it is just not being built as fast as we would like". One example is its Transit Custom diesel van, for which the company has stopped taking orders and will only reopen its books once it has fulfilled the backlog.

"We had a bunch of orders for the Transit Custom and had more than we were able to get production for," says Rutherford. "People are now having to wait a year for that vehicle and we do not want to make it any worse.

"We're also not getting enough of the electrified versions of models as we would like, such as the Escape Hybrid, which is popular but has a lead time of six months."

Some marques have removed features from vehicles requiring extra semi-conductors in order to get them built quicker and out to consumers.

"We may end up doing that with the Transit Custom, such as leaving out the automatic stop-start functionality, which is heavy on semi-conductor usage. We may have to take that off our models to accelerate production. The function can be put back on when supply of semi-conductors and vehicles has improved."

> **"We've got to get used to living with the longer lead times for vehicles and supporting our customers in that process"**
> **– Simon Rutherford, Ford New Zealand**

Other Ford models facing longer than usual lead times are the Ranger Raptor – "you'll be waiting until next year because we're still building them" – and the V6 Ranger diesel, which is "pretty much sold out until the end of the year".

Rutherford says the wait for its Puma or Focus hybrids is currently a couple of months, and five to six months for the Escape plug-in hybrid (PHEV).

In a bid to speed up delivery times, Ford now ships directly into Lyttelton for models destined for South Island customers, whereas until early this year vehicles would arrive in Auckland and then be transported via road and the Interislander ferry.

Delays are also happening with external shipping into New Zealand because more vehicles are now being transhipped. This means rather than coming directly to this country, cars may go via places such as south-east Asia or Australia, which adds time to the process.

PRODUCTION DROPS

Audi NZ's current volume of deliveries is down by about 10 to 15 per cent on normal levels with the shortage of semi-conductors limiting how many of its vehicles are being built overseas.

Dean Sheed, general manager, says the marque's supply issues were related to the coronavirus pandemic about two years ago, but for the past nine months the disruption to business has mostly been because of microchips.

"We've seen lower production volumes from the chip shortage and then a lack of some vehicle features due to chip shortage," he explains.

Sheed adds the Russia-Ukraine conflict and Covid-19 lockdowns in Shanghai have also impacted the supply of componentry for vehicles.

The problems have been across the marque's range, which has led to longer wait times from order to delivery and an increased focus on preselling for dealers.

"There are no shipping delays, either frequency or capacity, the problem is just in the building of the inventory," he notes. "The semi-conductor issue won't be fixed this ►

Overview of market

The Motor Industry Association (MIA) reports deliveries of vehicles for some brands have been inconsistent in recent times, with its monthly statistics showing volumes of sales being up one month and down on another.

"Across the new-vehicle sector, stock levels are still low compared to pre-Covid-19 times," says chief executive David Crawford.

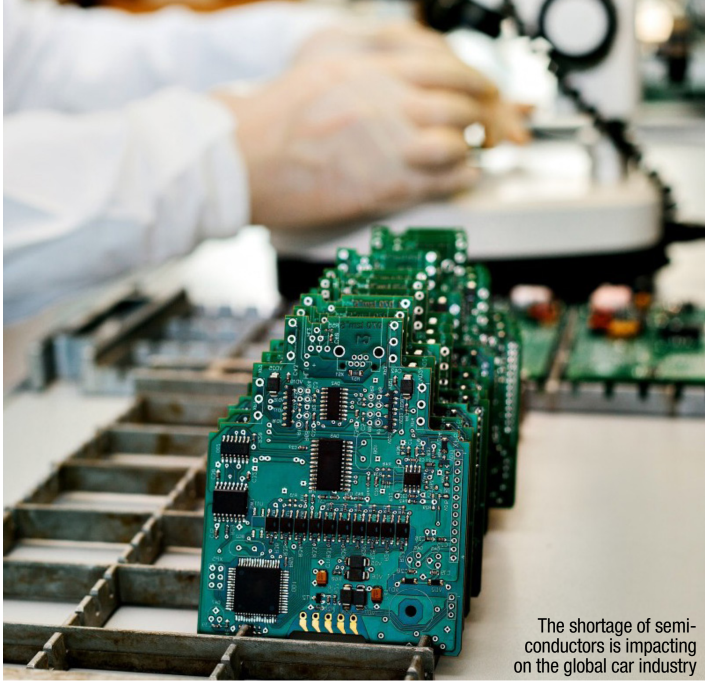
"It seems the logistics side is still constrained, but the industry is still seeing reasonably solid sales off the base of long forward orders for popular models. We expect that should be the case for the rest of the year.

"The previous capacity constraints we have seen with logistics are starting to improve a little, but there are still constraints when it comes to production.

"For the past six months, there have been comments that we're turning a corner but we've still got challenges. That said, wait times for vehicles are generally shortening a bit as forward orders start to soften."

Crawford predicts the market will weaken heading into next year due to high inflation and fuel costs, increased interest rates and reduced business confidence.

He describes EV supply as "lumpy" – MIA members cannot get as many zero-emissions models as people want because



The shortage of semi-conductors is impacting on the global car industry

year – it will be a 2023 solution for the auto business globally.

"The internet of things has lifted consumer demand for chips, they are in all sorts of appliances and everyday goods now. The automotive industry takes 10-15 per cent of chips manufactured. We need them more than they need us."

LOGISTICS CHALLENGES

Toyota NZ reports its back orders continue to grow and for the first time its shipments of new stock are currently all pre-sold before they arrive on our shores.

Neeraj Lala, chief executive officer, says the challenge for all industries globally is that the narrative has shifted from sales to deliveries amid a "perfect storm" of problems impacting on production and supply.

"There are shipping delays, factory disruption and Covid disruption, not just for car-manufacturing facilities but also for component suppliers," he told Autofile.

"Our orders and back orders continue to grow. It's the largest customer waiting list in the history of our company and we're working through that disruption with our customers.

"Customers are typically aware there are delays. It's a hard situation and unfortunately that will be our normal for a little bit longer yet."

Lala adds Toyota, like most other brands, is having to deal with unpredictability over how many vehicles will be delivered at any one time. The company was set to receive a shipment of more than 3,000 cars in June but shipping delays a week out from the month's end meant only 2,300 were delivered.

Traditionally, the marque had consistent supply, but it may now receive 3,000 units one month and 1,500 the next.

"It also means freight and logistics become a real challenge," says Lala. "Previously we have had level arrival plans and you knew about 30 per cent of what was arriving was pre-sold.

"The other 70 per cent would go into storage and be managed from there. Now, we're getting 2,000-3,000 cars all pre-sold and they have got to go to various locations in New Zealand straight away."

Other factors affecting the supply of new vehicles to customers include soaring costs for parts, shortages of lithium-ion batteries and delays in getting accessories for models delivered.

"All OEMS are suffering from the same issues. I think, in a best-case scenario, we will face many of these problems for at least another 12 months and it's going to be highly volatile.

"In my 25 years, I haven't seen this many challenges facing our industry all at once and that's the problem. It's a perfect storm and it's not just Covid. It's the borders, the economic situation we have at the moment and many other factors.

"At the same time, this isn't just a car issue. It's a New Zealand market and industry issue."

IMPACT ON SALES

Subaru of NZ says having high-specification levels in most of its cars has proven problematic with semi-conductors and other components essential to delivering those features being in short supply.

Wallis Dumper, managing director, adds the lower number of vehicles the marque has been able to secure for New Zealand has seen

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marques are having to compete globally to secure them.

The situation is being exacerbated by vehicle prices rising due to costs of production and materials, such as lithium, increasing. "Having said that battery EV and plug-in hybrid sales are still stronger this year than in 2021."

Another factor behind current challenges is the conflict in eastern Europe because Russia is a producer of microprocessors and Ukraine makes vehicle parts.

"Looking at new-vehicle sales across Europe, they are down – some of that is caused by production issues, some by the conflict," says Crawford.

"Then we have China going in and out of lockdown. This affects the supply of parts and vehicles, as well as having an impact on global shipping.

"What Covid-19 has done is create a huge demand for microprocessors in cellphones, computers, tablets and laptops. This has resulted in some marques looking to bring microprocessor capability in-house in order to build in resilience to vehicle production.

"There have also been strategic alliances formed between car companies when it comes to lithium supply and EV batteries. They are looking to protect their products from other sectors of the economy.

"We would expect to see a greater degree of resilience built into the manufacturing processes for vehicles in the next two to three years."

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its market share drop from three per cent to about 1.5 per cent, "and there's no immediate prospect of us being able to correct that".

"We've got massive challenges," he says. "There's no real pattern but for a while we only seemed to be getting between 60 and 80 per cent of what we would order.

"We knew that if we ordered something we would only likely get two-thirds of it. We thought the situation would have improved this year, but it has only got slightly better.

"Some months we'll order 300 cars and only get 210, then the next month you want 350 cars and the paperwork will come through saying you're going to get 280 and when they go to ship them all of a sudden there's only 250."

Dumper notes this has sometimes left Subaru dealers in New Zealand under-stocked, which has led to a loss of sales because the company can't guarantee supply to customers until it knows cars are on a vessel.

He adds that in the 1990s he pushed for Subarus to have the highest possible specification in the lowest denomination of cars because he felt that was the way to improve products in the market.

"It's proving to be a bit of our undoing now because our standard car is high-spec and needs lots of components, and those are the kind of components that everyone is struggling to get hold of at present.

"The more chips there are in a car and the higher specification of car, the harder those vehicles are to get."

Dumper says manufacturing of vehicles has been impacted by the rising demand in general for semi-conductors and factories providing those items have also been slowed down in recent times by coronavirus-induced lockdowns and staff absences.

"Because Subaru is a small brand compared to big-volume discount brands, we tend to get knocked off quite early in the supply of semi-conductors if there are problems."

He predicts Subaru and the automotive industry as a whole is facing another 12 to 18 months of tough times, with the shipping of parts being another challenge because air freight charges have increased.


Disruptions at factories, including staff absences because of Covid-19, have slowed the production of vehicles

"The whole situation is frustrating. The Japanese are frustrated, customers get frustrated and eventually you either lose customers or they try to go somewhere else and the only saving grace for us is that many other brands have exactly the same problems," explains Dumper.

"My biggest fear is someone will manage to get supply and then oversupply the market. I hope retailers who sell other brands have learned that you can still run a very profitable business despite these challenges we're facing.

"You don't have to be the number-one seller, you just need customer satisfaction. If you treat the customer right, even with the short supply everyone's had, then people will wait."

INTER-ISLAND WOES

Ross Wenzlick, Hyundai NZ product and dealer specialist, says his company is managing to maintain stock of every Hyundai model but notes getting cars from the North Island to the South Island is posing one of its biggest obstacles.

"While we are experiencing disruption in the supply chain due to materials shortage, people capacity and shipping capacity, we're still fortunate to be receiving a steady supply of stock on a monthly basis," he explains.

"There have been intermittent delays on occasion, but we are in a fortunate situation where a significant percentage of our stock is supplied from South Korea, which has been relatively unaffected by shipping delays.

"One of the largest disruptions in the supply chain has been trying to get vehicles from the North Island to the South Island, and that's proving much more difficult than getting vehicles from Korea to New Zealand."

Wenzlick says supply disruptions have not been specific to any one model or variant, but it's hard to consistently get enough units to meet the increased demand for Hyundai's hybrids and EVs.

"We have supply on the ground, but it almost always disappears before the next month's shipment arrives," he adds.

"Ultimately, our sales volumes are up 17 per cent on 2021 through the first half of the year. That doesn't mean there are not wait times for specific models or variants. However, thus far, customers seem to be very understanding as it is not only the automotive industry affected with delays, it's across multiple industries."

He notes a combination of factors have contributed to those wait times, but adds the raw material and global semi-conductor shortage have been consistent factors throughout the past year.

Wenzlick expects it will take some time for things to return to normal, although Hyundai has seen some improvements over the past several months.

POSITIVE OUTLOOK

Mitsubishi Motors NZ (MMNZ) remains more upbeat about recent challenges and says it has not been as badly affected as some rivals, although it would welcome being able to secure extra units.

Daniel Cook, chief operating officer, says: "As demonstrated by our record sales, our supply issues have been quite moderate in comparison to a number of other brands.

"Many customers are aware of other brands experiencing six to 12-month delays on some models. Overwhelmingly, our customers have been incredibly understanding about any comparatively minor delays."

Cook says the likes of Covid-19, and global shortages of parts, materials, semi-conductors, lithium and batteries, have added complications for MMNZ in landing vehicles as quickly as it would like to have done at times over the past two years.

That said, "we believe that while last year was a record year for us, if we could've landed 10,000-plus extra vehicles they would have been snapped up".

He adds: "We continue to be positive about our supply outlook moving forward. Our issue over the past two years has been meeting the record levels of demand and we're hopeful that doesn't ease anytime soon."

Steering through stormy weather

With the economy tightening up, we look at NZX-listed companies' plans in the car industry

An artist's impression of Turners Cars' branch in Nelson. It should be operational in the second half of 2023

Supply issues are set to continue impacting the car market this year, warns the chief executive of Turners Automotive Group.

Todd Hunter says despite the fall-out of Covid-19's omicron outbreak still being felt, the current financial year has started well.

"However, while pandemic uncertainty has decreased, New Zealand's economic uncertainty has increased.

"In automotive retail, we expect the supply-constrained market to continue primarily due to impacts on the new-car supply chain and government regulation."

This may be the case for the next few years when considering the shortage of semi-conductors for vehicles, and disruption around materials and shipping.

That said, Hunter is confident Turners has good growth prospects when it comes to selling cars, although short-term finance margins will likely be impacted with interest rates "rapidly changing".

When it comes to insurance, the company expects policy sales to be buoyant based on its distribution, and for market-share gains and claims ratios to stabilise.

Levels of bad-debt recovery are slowly starting to build. "Credit management is expected to perform better as economic conditions worsen with the resultant impact on consumer arrears."

Looking beyond 2022/23, the company is confident about further growth, medium to longer term. It has updated its three-year rolling target to cross over $50 million of net profit before tax (NPAT) by the 2025 financial year.

"Overall, we're ready for what's next and the business is in the best shape it's ever been," says Hunter.

Chairman Grant Baker adds: "Work we've done on the local sourcing of vehicles, building quality into the finance book and adding distribution to insurance means the business is positioned to withstand, or potentially take advantage of, some of the changing conditions."

Turners reports used-car prices have risen by about 10 per cent since 2020 and have yet to stabilise. Registered dealer numbers are at their lowest in years at around 3,000, which is down by some 14 per cent from their 2017 peak. It predicts this downward trend will continue.

In the electric vehicle (EV) space, it has a role to play to help our fleet transition. In partnership with the Energy Efficiency and Conservation Authority, Turners has expanded its EV fleet. Such cars and hybrids are in high demand through its subscription service, helping with the mantra of "try before you buy".

"EV and hybrid sales are growing as a percentage of total cars sold by Turners," says Hunter. "As more corporate and government fleets transition, we'll see these numbers grow further."

A downside is that used EVs "continue to be difficult to source" with Japan being New Zealand's major import market.

Retail optimisation and expansion across people, property and processes is one of the company's four key areas to underpin earnings growth. This includes expanding its network with branches in Rotorua and Nelson, developing three new sites in 2022/23 and investing further in the Tina From Turners campaign.

As for vehicle purchasing, decision-making using data and tools will help identify opportunities, and brand strength will be leveraged to generate local sourcing leads.

The two other focus areas are margin management and premium lending in finance, and more investment in digital and improving Turners' omni-channel consumer experience.

"There are some challenges on the horizon," says Hunter.

"We're across these in the macro environment and are working to minimise their impact."

When it comes to the rapid rise in interest and inflation rates, Turners has increased buyer and seller fees in automotive. It's adding more resource in parts procurement and claims management for insurance, investing in property, increasing pricing in finance and prioritising margin management in finance over loan-book growth.

In the future, it will be investing in digital initiatives to drive productivity, such as a core insurance application, speedy car processing, redesigning loan-origination applications in finance, diversifying funding sources by introducing new funders into its securitisation warehouse and increasing direct-lending volumes.

As for the supply chain, Turners will continue to focus on sourcing local vehicles. This helps to minimise the impact from changes to import regulations. It's also investing more resource in parts procurement for insurance and aims to drive up conversions of purchasing opportunities.

2 Cheap Cars' new hub in Onehunga, Auckland, has increased the company's processing capacity

While pandemic uncertainty has decreased and economic uncertainty has increased, "the used-car market is 'needs' based and stable through downturns".

"In automotive retail, we expect to see upside from our new branches, and the supply-constrained market to continue primarily due to impacts on the new-car supply chain and government regulation," says Hunter. "Domestic supply will be an advantage for us and underpin further market-share growth."

GETTING INTO ELECTRIC

NZ Automotive Investments (NZAI), owner of 2 Cheap Cars, says it is "well-positioned to meet demand" moving forward, and has a long-term strategy for growth opportunity in the EV and petrol hybrid space.

It cites Ministry of Transport (MoT) data stating there were 34,513 EVs on New Zealand's roads by the end of March with the company selling a combined total of 2,907 EVs and hybrids in its past financial year – up by 95 per cent on 2020/21.

David Page, outgoing chief executive officer, says demand for second-hand cars is expected to continue with the average fleet age of a New Zealand used import coming in at 17 years.

He adds the clean car discount, implemented earlier this year, is creating demand for EVs and hybrids.

Then there's the government's scrap-to-replace scheme, which was announced in the emissions reduction plan. This is expected to further bolster demand of such models, while rising fuel costs could drive more consumers towards more fuel-efficient vehicles.

NZAI's overall market strategy has five strands and one is expanding its supply chain by

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Quest Insurance, owned by Geneva Finance, and Janssen Insurance have extended their distribution agreement to March 2027. Pictured, from left, are Simon Moore, Geneva's sales and lending manager, Jason Wescott, managing director of Janssen, and Geneva's David O'Connell

leveraging on its scale to drive efficiencies.

Progress has been made by its new vehicle-processing hub unlocking growth, and it has boosted its supply of affordable EVs and hybrids.

As for growing retail distribution, its national dealership footprint has grown. Next up is modernising its branches and physical dealerships, and ploughing more investment into the brand and advertising.

After implementing "digital application and fulfilment" in the past financial year, another strategy is increasing financial penetration and expanding the loan book.

NZAI says it has refined its end-to-end online buying process and has automated internal processes, so the next aim in the digital space is to execute on customer insights.

The company is also planning to deepen its connection with its 130,000 social-media followers and deliver more value through partnerships. This comes on top of what it has achieved by investing in its customer-care team and uplifting its net-promoter score from 4.33 to 4.5.

Page notes the early days of the 2022/23 financial year have seen an improvement in sales and foot traffic for 2 Cheap Cars, although there remains some uncertainty with rising interest rates and inflationary pressures.

By achieving greater efficiencies from relocating its Auckland vehicle-processing hub from Mount Wellington to Onehunga, executing a targeted plan to increase dealership footprint and a significant uplift in sales and marketing investment, he believes the company is well-positioned for growth and development.

NZAI's focus areas for the current financial year include the "targeted" expansion of 2 Cheap Cars' network and improved core supply-chain capabilities, including purchasing.

On July 1, Page resigned as chief executive officer, effective from September 30. He has been working closely with the board to maintain momentum in the business and execute strategy.

"There is no doubt the past year has seen many challenges and disruptions resulting from the pandemic," he says.

"The company is appreciative of its employees who have remained focused on supporting customers and each other. It has put in place strategies to lift engagement, and attract and retain talent."

FOCUSING ON SYSTEMS

The Covid-19 pandemic has impacted on Geneva Finance, says David O'Connell, managing director.

This has been through lending, insurance and debt-litigation volumes coming in lower than budgeted over the past financial year.

In addition, some operational areas have been affected – for example, courts being closed – and, to a lesser extent, receivables arrears.

An increase in hardship requests has been "well-managed and, relative to our client base, the impact wasn't significant".

Looking forward, O'Connell says: "The board has concluded to release just over half of the Covid provision taken up in March 2020.

"There will be an increased focus on improving our IT systems, in particular building on established platforms to enhance new business originations.

"The group has sufficient funding to support expected growth in the coming financial year and expects the insurance business to continue its upward growth."

Total group assets increased to $156m, or by nine per cent, in the past financial year when compared to 2020/21, and the company's ratio of equity to total assets ratio is 24.6 per cent, up from 24 per cent.

Quest Insurance's credit rating issued by AM Best is unchanged at current ratings, being a financial strength rating of B outlook stable and an issuer credit rating of BB+ outlook stable. The current year review is now under way.

The group remains focused on its core lending, insurance and collections businesses, and ended 2021/22 with a pleasing NPBT result up 22 per cent on the previous year. O'Connell says that Geneva Finance has entered the current financial year "with a solid balance sheet, including a well-performing and well-provisioned loan book".

POSITIVE DYNAMICS

While New Zealand and the world learn to live with Covid-19 in a "business as usual" manner, short-term economic and political conditions present major challenges.

That's the view of Mark Darrow, chairman of MTF Finance. He says continued supply-chain disruption, the war in Ukraine and record low unemployment have fed high levels of inflation creating cost-of-living pressures on households that could adversely impact on the company's financial performance.

"The Reserve Bank's commitment to combat these factors by continued raises to the official cash rate have seen sharp increases to wholesale interest rates and present significant pressures on our business because these funding costs must be passed on.

"Our shareholder originators and their customers can be assured MTF Finance is here to help. We've set some bold goals and the team has laid a great platform from which to achieve these."

High on MTF's agenda is executing its strategic direction, which involves developing, piloting and rolling out unsecured and non-recourse lending products.

Darrow says: "While non-recourse is still in its pilot phase, the unsecured product has been performing well, supporting our franchise network. We believe this will drive significant growth in coming years.

"During a changing credit environment, MTF Finance has focused on quality. While this has resulted in a small dip in customer numbers, we're confident this is the right approach. Our average credit score has increased to 660, up from 630 two years ago.

"Overall, the company is in a good position from a performance, capital and funding position to weather any economic downturn, and to continue to push forward with product and technology initiatives."

The company's balance-sheet ratio of 12.1 per cent demonstrates a healthy position to support growth, reinvestment and economic pressures.

Finance receivables of $695.7m are at a record high on the back of increased sales, which have rebounded from initial coronavirus shocks and lost business due to lockdowns. Funding facilities have capacity to support growth with $130.7m undrawn as of March 31.

"Late last year, we launched unsecured personal lending for our franchise channel, which is performing well after running a pilot before network-wide launch," says Darrow.

> **"We have set some bold goals and the team has laid a great platform from which to achieve these"**
>
> **– Mark Darrow**

"We're piloting a non-recourse product for the dealer channel as part of winning back market share. Work is also progressing with two other industry groups about products that are at concept phase, and a large focus area is to give originating shareholders and their customers products they desire in a competitive market."

MTF's board has looked closely at several potential acquisitions. While these didn't proceed to completion, it will continue to investigate opportunities to fast-track growth.

"We have commenced addressing technology debt critical to our ability to deliver on our digital innovation plan and improve customer experience. This is a key focus of 2022 and beyond as we reframe how we will deliver products to our shareholder originators and customers.

"The expansion of the franchise ownership model is under way. This has several potential benefits including to current franchises to expand beyond a single franchise, investigate joint ventures and seek investors among other opportunities.

"Work continues to align interests of shareholders with originators' through reductions of shareholders who are not active originators. Alignment will make decision-making for the business much easier.

"Our desire is to continue to keep the positive co-operative dynamic of our business alive and well."

Probe into clean-car issues

The government has ordered an investigation into concerns that have led to the Imported Motor Vehicle Industry Association (VIA) pulling the plug on its support for the clean car programme.

Michael Wood, Minister of Transport, says: "I have asked senior officials at Waka Kotahi to commence an assessment of the concerns they have raised to determine if we can iron out any remaining obstacles [with the clean car discount]."

It follows VIA's announcement of July 27 that it was withdrawing its support because of what it calls "ongoing failures" in the implementation of the feebate system.

The move comes as no surprise to the industry after the subject of the association reviewing its policy position was raised at its annual general meeting on June 23 and reported in the July issue of Autofile magazine.

VIA has cited 15 areas of concern around the discount as some of the reasons it is no longer supporting the government's policies. These include what they describe as:

- Applying a flawed safety regime that unfairly disadvantages light, efficient used imports when deciding what cars are eligible for a clean car rebate.
- Incomplete vehicle data coupled with an unwillingness to work with parallel importers to accept vehicle data.
- The inability to accurately identify vehicles consistently.
- The willingness to knowingly use flawed data in calculating feebates.
- Failure to communicate known issues with industry and the public.

It is also calling for the roll-out of the clean car standard, which will target vehicles at the time of import and is due to come into force from January 1, to be delayed until flaws it has identified with the discount scheme are addressed.

"We're not resiling from supporting the goals of the government's programme just the way it's being implemented" – David Vinsen, VIA

The clean car discount was launched in July last year and offered rebates on eligible electric and plug-in hybrid vehicles. It was updated in April to provide credits or charge fees at registration time for certain light vehicles based on their emissions.

VIA adds it continues to support goals to reduce carbon emissions and incentivise the transition to a carbon-neutral transport system but the feebate system was never its preferred option for achieving those targets.

"We did our best to contribute to the clean car programme – providing feedback and suggestions to mould it for the New Zealand context. In the end, we were satisfied that, while not perfect, the clean car programme would positively contribute toward the stated goals at a cost the industry could endure."

As a result, VIA announced in October last year it was supporting the clean car programme in principle following a vote by its council members.

It says there has since been a number of changes and failures, both fundamental and superficial, to the policies that were not consulted on and only became apparent as the full discount scheme was implemented.

"These changes are creating conditions that VIA simply cannot support," it states. "While some of the issues might seem minor or insignificant, and others are legacy biases, the cumulation of these changes in combination with aspects of the programme we have always opposed, is contributing to unfair market conditions, increased costs to consumers and industry, decreasing public trust in parallel imports, and decreased efficacy of the programme.

"Other failures of implementation, such as the ongoing issues with the supply and acceptance of vehicle data, are such a large concern that they alone warrant and justify our cessation of support for the programme."

Chief executive David Vinsen explains the decision was made following discussions among VIA's members, a survey, more debate and finally a vote at a meeting of its council on July 26.

He adds that government officials are moving too slowly to fix problems with the Rightcar database, which is administered by Waka Kotahi New Zealand Transport Agency.

Dealers continue to report incorrect emissions figures for certain models on Rightcar, which has led to rebates or fees at registration being substantially different to those suggested by the website.

Vinsen predicts VIA will be able to maintain the same level of input with officials despite changing its stance on the government's measures to cut emissions from the light vehicle fleet.

"We're not resiling from supporting the goals of the government's programme just the way it's being implemented," he explains.

"I don't think this decision will impact our relationship with the minister or officials and we will continue to collaborate and co-operate with them.

"They still need our assistance and we will continue to offer it but it just means we won't be construed as being part of a government mess, which the clean car discount has been."

VIA says it plans to reassess its policy position once the issues with the implementation of the clean car programme have been addressed to its satisfaction.

In response to VIA's criticisms, Wood says he's confident the scheme is working as expected with correct rates charged for most consumers and for those who have faced problems, "Waka Kotahi has worked with them to resolve the issues".

He notes there have been "teething issues" with the implementation of the feebates and says of the cases brought to Waka Kotahi's attention for investigation between April 1 and June 30 this year, 44 required a correction.

"In addition, Waka Kotahi is undertaking an ongoing proactive audit of the scheme which has identified a further 36 that required a correction," he adds.

Importers face tough targets

While debate has been raging since April over the pros and cons of the clean car discount, also known as the feebate scheme, there is more government legislation looming on the horizon.

And that's the clean car standard. It's the second part of the clean cars programme, which is due to be launched on January 1 and will further disrupt the automotive market.

Whether it will actually go ahead at the start of 2023 is the subject to some conjecture at the moment.

The Imported Motor Vehicle Industry Association has joined the Motor Trade Association in calling for its roll-out to be delayed, while industry organisations, including the Motor Industry Association, are far from impressed that draft regulations for the standard have yet to be published.

In a nutshell, the clean car standard will penalise importers of light vehicles with high carbon dioxide (CO2) emissions levels.

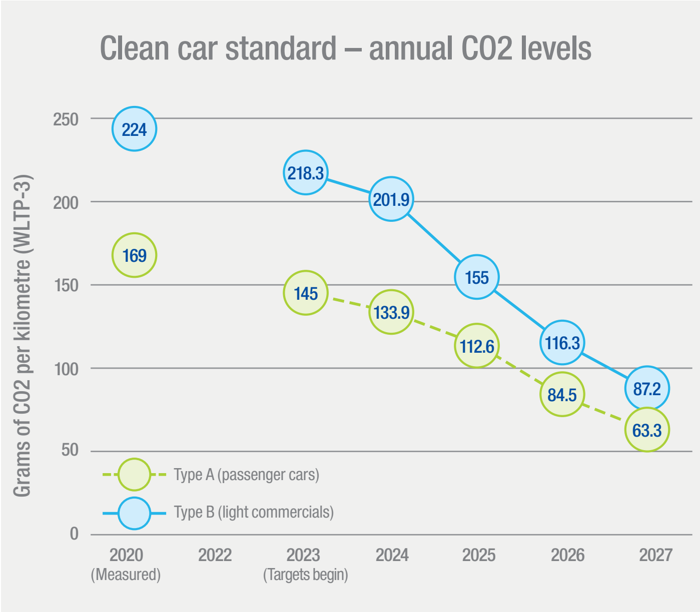
It's a supply-side mechanism that will solely rest on the shoulders of importers – from new-vehicle distributors through to small used-car yards.

It's different from the feebate scheme with the latter aiming to influence purchasing decisions after vehicles have been landed in New Zealand.

Essentially, the clean car discount is a demand-side mechanism. Consumers secure rebates on the likes of new and used battery electric vehicles (BEVs), plug-in hybrids (PHEVs), traditional petrol hybrids and other low-emitters. Some models are classified as "fee neutral" with heavy emitters attracting penalties.

While the government has hailed the feebate scheme as a success by boosting sales of electrified models, the scheme has not been without its critics and has been dogged by operational problems.

It was originally due to be introduced on January 1, 2022,



but was delayed until April 1. Since then, the main criticism levelled at it has been problems with emissions ratings on the Rightcar website.

These ratings determine levels of fees and rebates, and have to be displayed at point of sale on vehicle emissions and energy economy labels, which have replaced the old vehicle fuel-economy labels.

Criticism has also been levelled at how emissions levels for certain models have been reached and there have been problems converting such ratings, especially from the New European Driving Cycle (NEDC) to class three of the Worldwide Harmonised Light Vehicle Test Procedure (WLTP-3).

HOW STANDARD WILL WORK

So, what does the clean car standard aim to achieve? Well, the government says it will progressively lower the CO2 emissions of light vehicles entering New Zealand from an average of 171 grams of CO2/km today to 105g by 2025 – a reduction of almost 40 per cent.

It adds importers will be able to meet this target by bringing in more EVs, hybrids and fuel-efficient models, "giving Kiwis more climate-friendly choices".

All suppliers will have different targets to meet reflecting their fleet of vehicles under the standard.

Across what they import, they will have to ensure the average CO2 emissions are equal to, or less than, the target for its vehicles.

As the system works by averaging, models exceeding the CO2 target can continue to be brought in if they are offset by enough zero and low-emissions vehicles (LEVs).

The 2025 target will be phased in through annual targets that get progressively lower. The aim of this is to give importers time to adjust and source enough clean vehicles to meet the targets, and to encourage buyers to opt for LEVs.

Some vehicles are exempt from the clean car standard. These include those used for military operations, and agricultural vehicles and equipment primarily driven on farms.

Exemptions also apply to scratch built and modified vehicles certified by the Low Volume Vehicle Technical Association, vehicles with historic value and classic cars, and those built before January 1, 1919.

Also exempted are those made on or after January 1,1919, and are at least 40 years old when registered, reregistered or licensed.

THE ROAD AHEAD

The Ministry of Transport says Waka Kotahi is developing an online tracking and forecasting tool to allow importers to see how their CO2 accounts will be affected if they purchase specific vehicles overseas.

It adds this will also help importers complying on a fleet basis by easily allowing them to monitor how their actual average fleet CO2 emissions are tracking against their fleet targets.

Flexibility will be given for the industry by allowing it to bank, borrow and transfer.

Banking will allow suppliers to carry over any overachievement of their CO2 targets to offset the following three years.

Essentially, borrowing permits means importers can miss their targets for one year if they make it up the following year.

Transferring, meanwhile, allows suppliers to transfer overachievement of their CO2 target to one or more other operators in the same compliance regime.

The emissions targets that will apply from 2023 will strengthen significantly annually through to 2027. Those for 2028 and future years may be set later by regulation.

Charges will be imposed on importers who fail to achieve targets and these will rise over time.

There will be variations by vehicle type and weight – stricter targets apply for passenger cars than for light commercials.

Regulations are being made to prescribe formulae for the weight adjustment of targets, specify the types of vehicles excluded from the policy and other details related to CO2 accounts, and importers can be assessed on an annual or per-vehicle basis.

From December 2022, importers must have a CO2 account with Waka Kotahi to progress vehicles through entry certification to monitor importers against targets from January 1. This is currently the date when importers will face charges if they miss their targets.

Visit transport.govt.nz/area-of-interest/environment-and-climate-change/clean-cars/ for more information on the clean car programme.

Board turmoil at 2 Cheap Cars

Fresh faces look set to join the board of New Zealand Automotive Investments (NZAI) after four of its directors resigned en masse following a fallout with David Sena, the remaining director and major shareholder.

Three non-executive directors – Charles Bolt, Tim Cook and Tracy Rowsell – and executive director and co-founder Eugene Williams said they were quitting the board of 2 Cheap Cars' parent company over a breakdown in their relationship with Sena.

They took the action after learning Sena was proposing to call for the removal of the non-executive directors from the board at the annual shareholders' meeting (ASM) on August 25.

A company announcement to the NZX on July 19 says the resigning quartet consider "they have worked constructively and effectively together to govern the company".

The statement adds: "However, there has been a fundamental breakdown of trust and confidence and irreconcilable differences have arisen between them, and the remaining director and major shareholder David Sena, regarding the way in which a publicly listed entity should be managed and governed."

Sena issued his own statement later the same day and says his moves are an attempt to restore value for NZAI shareholders. The company's $1.7 million net profit after tax in the year to March 2022 was down from $3.8m a year earlier.

"As the founder and a shareholder in NZAI, my primary goal is to ensure that NZAI's board and management are working together to ensure the company performs to its full potential," adds Sena.

"Clearly, the current poor performance of the company and inability of the board to execute a clear strategy to turn around that under-performance is the reason why change is needed."

Eugene Williams, left, and David Sena are the founders and leading shareholders of NZ Automotive Investments

Sena says responsibility for NZAI's performance ultimately sits with the board, and it must be held accountable for what he claims is its failure to arrest and reverse the financial decline.

Michael Stiassny and Gordon Shaw are set to stand for election to the board at the ASM. Sena initially also nominated Julian Davidson and Jason Lewthwaite but they have since withdrawn their consent.

The mass exodus from the board follows other high-profile departures this year.

Independent directors Karl Smith, who was also chairman, and Michele Kernahan quit in April and then David Page, chief executive, resigned at the start of July but will serve out his notice period until September 30.

Rewarded for 'great resilience'

Two Auckland-based franchises and one from Tauranga have claimed the top gongs at BMW Group NZ's annual prizegiving.

East Auckland BMW has been crowned metropolitan dealer of the year, Coombes Johnston BMW Tauranga took out the provincial title and Auckland Mini Garage was the top Mini dealership.

Adam Shaver, managing director of BMW Group NZ, says: "2021 was a challenging year due to lockdowns and global supply issues, but our dealer network displayed great resilience, remained focused on our customers and achieved outstanding success."

Coombes Johnston BMW Tauranga was provincial financial services dealer of the year with the company's Hamilton branch taking out the metro title.

East Auckland BMW's Eric Song, left, sales manager, and Ian Gibson, right, managing director, with Adam Shaver, BMW Group NZ's managing director

Kevin Pead, general manager of Coombes Johnston BMW Tauranga, with Richard Johnston, head of business

The excellence in sustainability award went to Wendy Jefferson, of Continental Cars BMW, and Matthew Hodgson, of Christchurch BMW, was recognised for outstanding sales achievement at the ceremony in Auckland.

Individual BMW winners, provincial followed by metropolitan, included sales consultants – Dylan Boddis, Coombes Johnston BMW Tauranga, and Gary Su, Auckland City BMW, after-sales service advisers – Jaco Joubert, Hawke's Bay BMW, and Abhinay Singh, Continental Cars BMW.

Others were service technicians – Philip Van der Westhuizen, Coombes Johnston BMW Tauranga, and Darron Willett, Christchurch BMW, and parts advisers – Billy Gill, Manawatu BMW, and Andrew Newman, Coombes Johnston BMW Hamilton.

Joao Santos, of Wellington Mini Garage, was the group two sales consultant and Selena Andreassend, of Christchurch Mini Garage, secured the group one award.

Japan looks to future

The Japan Automobile Manufacturers' Association (JAMA) believes the outcome of elections two days after Shinzo Abe was assassinated reflects the country's "expectations for stable governance".

The former prime minister, aged 67, was shot and died on June 8 while campaigning in the western city of Nara. His funeral took place four days later.

Upper-house elections went ahead as planned on July 10. The ruling Liberal Democratic Party won 63 seats, or more than half of the 125 seats up for grabs. Its coalition partner Komeito secured 13.

Prime Minister Fumio Kishida, a protege of Abe, will push ahead with plans to amend the constitution, although the pandemic, Russia's invasion of Ukraine and rising prices will be priorities.

JAMA chairman, Akio Toyoda, says: "The election's outcome reflects expectations for stable governance by the Kishida administration as it deals with matters affecting people's lives.

"These include combating the spread of Covid-19, and responses to the rising prices of resources and goods resulting from the situation in Ukraine.

"Amid the shortage of semi-conductors and soaring costs of raw materials, Japan's carmakers, together with supply chain and sales-network colleagues, are acting so our industry can address problems we face."

Toyoda adds JAMA is striving to protect manufacturing and employment while aiming to ensure competitiveness.

"As a core industry, we hope the ruling coalition will count on us to be a kind of pacemaker as it takes up the prime minister's 'new capitalism' initiatives. We look forward, in addition, to a robust discussion on reforming the automobile tax regime."

Bring your website into modern age

I recently caught up with a dealer client to discuss his marketing plans for the second half of 2022.

Among other things, I suggested maybe it was time for a new website. He baulked at the idea, saying that his site "did the job" as far as giving his dealership an online presence and informing customers about vehicles.

What he failed to realise, however, was that websites have moved past this, and are now far more dynamic and transactional than they were when his was built three years ago.

I pointed out that by having a "set and forget" attitude toward his site, he was being left behind by his competitors, and missing out on a huge opportunity to drive enquiries and sales into all departments of his dealership.

Dealers need to realise that customers are becoming increasingly savvy when it comes to buying online – something that was accelerated during the peak of the Covid pandemic.

They are looking for websites that deliver what they want, when they want it and are keen to undertake as much of the purchasing process as possible online from the comfort of home.

For this reason, we have put together a few recommendations for how dealers can update their websites to bring them in-line with modern customers' expectations with regard to design, functionality and features.

TODD FULLER
General manager, New Zealand
AdTorque Edge

ONLINE SALES

The first priority for a dealer should be the introduction of online vehicle sales functionality on their website.

Over the past 12 months, many of our clients have added "hold car now" or "reserve" buttons to their inventory listings in order to secure deals online. This allows customers to start the purchase process online by putting down a fully refundable credit-card deposit to hold a car.

Giving customers that initial control and ability to commence the sales process at home presents dealers with an opportunity to reach the modern buyer who is well-versed in shopping online, and the instant gratification that comes with it.

> **BUYING HABITS CHANGE**
>
> Surveys show that, pre-Covid, only 32% of customers were willing to buy a car on the internet. Today, however, a huge 61% say they'd happily purchase a car online*
>
> **Source: US Covid-19 Sentiment Study, CarGurus, 2021*

ONLINE STORES

Another consideration for dealers is the addition of an online store to their website. Such pages can be utilised for the sale of vehicle accessories, parts or even brand merchandise.

Establishing an online store sets a dealership apart from its competitors as it is a fairly new concept in the auto industry.

Most importantly though, e-commerce – be it selling individual products or an entire vehicle online – presents dealers with a means of transacting that never has to close down regardless of any future restrictions or lockdowns that may be imposed.

STOCK LOCATORS

Stock locators have evolved significantly over the past few years, with the key aim of modern versions being to promote engagement and conversion.

Developments have included the addition of online sales functionality, along with a range of transactional tools, such as "trade-in valuation" that instantly values a used car and subtracts the price from the new vehicle quote.

REPORTING

Coding techniques used in the development of sites built in more recent years, along with the use of Google Tag Manager, now give website providers the ability to deliver more accurate and detailed data on customer behaviour both while on your website and before landing there.

This allows businesses to collect first-party data on their customers and prospects. Older websites are not capable of delivering such important insights.

Some providers also offer access to attribution platforms with their websites. These dashboards deliver a clear overview of all site analytics and campaign activity in one place, providing invaluable insights for future marketing planning.

…And as for my client, thankfully he was eventually able to recognise where his website was lacking. He has since gone on to launch a new, fully integrated e-commerce site for his dealership and is thrilled with the level of enquiry it's generating across all areas of his business.

Clean-car policies need correction

VIA has taken the decision to withdraw support for the clean car programme. We still support the goals of the programme and, of course, we will continue to work with the government to improve and address problems with the measures being rolled out.

What will change is how vocal we are about the existing issues, and we will now oppose the implementation of the clean car standard until those issues are addressed. Otherwise, the standard will magnify the harm or unfairness caused by existing problems.

The Minister of Transport, Michael Wood, is correct in saying the clean car programme is working as intended, at least when it comes to increasing the uptake of electric vehicles and other low-emissions vehicles. But VIA's backing for the clean car programme was based upon our support for their goal and an agreed implementation plan that balanced ambition with an amount of pain the industry could willingly endure.

The programme is not working as intended when it comes to the amount of pain the industry can willingly endure. We have heard from dealers that issues continue to happen, but they have stopped complaining because the five-to-14-day turnaround for fixing issues guarantees they will lose the sale. The government has used the fall in complaints as evidence things are working as intended. We are on a self-reinforcing failure spiral.

The issues we raised can be broadly categorised into three main areas, which are data, process, and communications.

KIT WILKERSON
Policy adviser and analyst
kit@via.org.nz

The data issues are obvious, the regulator needs to have the material required to identify vehicles and assign the correct figures to a vehicle. Unfortunately, the government does not have the data it needs to accurately identify vehicles. This means no matter how great its overall data is, it cannot match it to a vehicle.

In addition, since the early days of negotiating the clean car programme, we were concerned about something we called "price certainty". We needed to be able to know what the effects of the clean car programme would have on the pricing of a vehicle before we bought the vehicle in Japan.

The government agreed and assured us a tool would be available to access the "source of truth", which was to be Waka Kotahi New Zealand Transport Agency's database. Unfortunately, since it never acquired the capability to accurately identify vehicles, it has not been able to provide an accurate look-up tool.

Rightcar, while it can sometimes be helpfully indicative, is just as often frustratingly inconclusive and is often downright misleading.

A positive side to the data problems is that it should be an easy fix. Assuming good data is found, all these issues go away. Alas, that is where it gets hard. The rule outlining "good data" for the purposes of the clean car programme – Vehicle Efficiency and Emissions Data 2022 – defines it as material from the government, OEMs, or statements of compliance.

Unfortunately, one source is incomplete, another source won't provide data for fear of empowering the competition, and the last option is $300-plus per vehicle.

> "Rightcar, while it can sometimes be helpfully indicative, is just as often frustratingly inconclusive"

On to the issue of processes, there have been changes to the programme that were not satisfactorily consulted on. Changes we would not have agreed to and have not been given sufficient opportunity to object to, nor would we have supported them had they been part of the initial plan. There are also things we expected to see that we have not.

For instance, the dialogue regarding implementation should include new and used importers together as a single competitive industry. The reason for this being the dichotomy between new-car importers and used-car importers is a false one. We have parallel importers and OEM-sponsored importers. Just as OEM-sponsored importers can import new and used cars, so can parallel importers. There should not be different processes for different importers, only different processes for different states of vehicles.

We have members who have imported new "used" cars with double digits on the odometer. Some of them are newer than most new cars sold in New Zealand, but they are still "used" because of the condition of importation, not the condition of the vehicle.

The clean car programme has been built upon existing biases; the legacy market imbalances that we have been trying to weaken and correct for the past decade have been reinforced. And, we still do not have fair processes for handling parallel-imported plug-in hybrid electric vehicles.

Finally, we come to the area of communications. This programme might have been successful in engaging the public, but for the industry it has been a failure.

It is only four months from when the clean car standard mandates that those on the annual payment plan need to be registered and we have not even seen draft regulation. In this timeframe, how can the government consult in good faith?

Additionally, the irony of all this is one of our major points of concern was the failure of the government to acknowledge the issues we have highlighted and the minister's response doubled down on that.

We are glad the clean car programme is having the intended results, but the end cannot justify the means.

Fee changes for car dealers

Dealers are having to pay more to apply to be on the Motor Vehicle Traders' Register following changes introduced by the government at the start of the month, but renewal fees for individuals are now lower than they used to be.

Amendments to the fees and the Motor Vehicles Disputes Tribunal levy are the first since 2003 and introduce a new payment structure, with individual traders facing different costs to companies.

The previous fee of $405.33 has been replaced and a registration application for an individual now costs $432 and a company faces an $863 charge. Annual renewal fees have been set at $401 for individuals and $802 for companies.

The tribunal levy also increased on August 1 – from $112.89 to $210 a year.

Registration fees for dealers have changed for the first time since 2003

All the above costs are exclusive of GST. Once that is added and the new charges are combined, individual applicants to become motor-vehicle traders face a $738.30 bill. Meanwhile, the full cost for a company applying to be on the register is $1,233.95.

Annual renewals, once the levy is added and GST included, now stand at $702.65 for individuals and $1,163.80 for companies.

The changes follow public consultation by the Ministry of Business, Innovation and Employment (MBIE) and the Ministry of Justice in January and February 2022 on proposed adjustments to the charges.

MBIE says it received 16 submissions, which included concerns about cost pressures from other regulatory regimes and suggestions of alternative ways to structure fees.

A paper sent to cabinet for approval to amend the fees also responds to the consultation feedback and notes there have been no changes to the charges since the Motor Vehicle Sales Act was introduced in 2003.

It acknowledges cost pressures for traders arising from Covid-19 business interruptions and changes in government policy, but "evidence suggests that, excepting periods of lockdown, the motor-vehicle sector has performed strongly over the past two years".

It adds: "The strength of consumer demand suggests the cumulative impact on traders of recent regulatory interventions, in addition to the proposed fee and levy increases, would be manageable."

The government agreed to amend the fees to ensure services are funded sustainably and a further review of the charges is set to take place in three to five years.

The month that was... August

August 17, 1998

Vehicle sales climbing again

The automotive industry was on the comeback trail. Early indications were that new-vehicle sales for August might be on a par with June after a quiet July.

The prior month saw increases in registrations of used imports and second-hand cars, while wholesale and auction results were way up too.

August had started off strongly all round, with new luxury registrations doing well and a few fleet deals being done.

Jeff Wesley, chief executive officer of Turners Auctions, said Auckland was booming, while Wellington and Christchurch were looking good. Three auctions a week were being held at the company's dealer centre in Auckland.

Wesley reported a record month in July in terms of revenue. He said while the vehicle auctions part of the business alone wouldn't have just accounted for the result, combined with general auctions results they were the best to date.

Also reporting strong business results was Pete McGregor, head of the Imported Motor Vehicle Dealers' Institute's Auckland branch, which supplied used imports to franchises.

He said business was buoyant with 19 of the 24 cars he had in the previous week being pre-sold, which was a good indicator of the market.

August 31, 2007

Marac triumphs over shaky industry

Pyne Gould Corporation (PGC) had reported a six per cent increase in annual net profit after tax to about $30.6 million, boosted by growth in Marac, its subsidiary vehicle finance company.

The results showed the group's net profit for the year ending June 30, 2007, was up on the previous year's $29m, including a 10 per cent rise in Marac's net profit to $26.5m.

The directors had declared a final dividend of 11 cents per share. Together with an interim payment of nine cents in February, the year's total dividend was 20c compared with 19c in 2006.

Marac and Perpetual Trust were owned by PGC, as well as 22 per cent of associate rural-series business PGC Wrightson. PGC chairman Sam Maling said that both Perpetual and Marac made substantial contributions to the overall group result.

At a time of uncertainty in the finance industry, Marac had recorded 14 per cent growth in assets to $1.3 billion over the past year. For the year ending June 30, 2006, group net profit was up by five per cent to $24.2m.

August 24, 2007

Volatile market catches importers out

Recent volatility in the New Zealand economy had left importers with reduced purchasing power and some incurring extra costs thanks to the dollar's diminishing value.

The kiwi had recently strengthened against the US dollar after jitters over American housing loans caused falls on stockmarkets the world over. Since then, the NZ dollar had dropped dramatically – down by 17 per cent that week.

That was a figure the Importers' Institute said could not simply be absorbed by companies bringing goods into this country.

Daniel Silva, the institute's secretary, said there were a few cases of importers earning "super profits" when the kiwi's value was high, but to keep prices elevated now would mean losing market share to competitors.

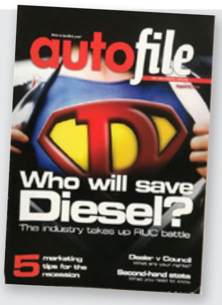
David Vinsen, chief executive of the Independent Motor Vehicle Dealers' Association, said the volatility was affecting car prices and that some importers had been caught out by the exchange rate's changeability.

He told Autofile: "We've heard of some people out there who have had to pay a lot more for vehicles than when they first made their purchasing decisions thanks to the changes in the exchange rate.

"People who buy cars and settle the transactions immediately only have to deal with purchase prices of vehicles and the exchange rate at that time."

August 25, 2009

Who will save diesel?



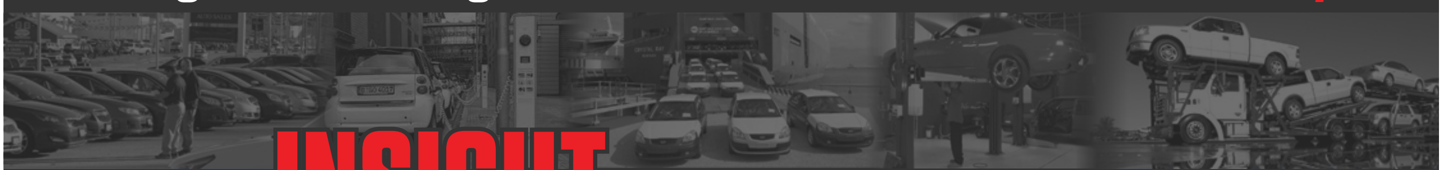
When the AA took on the government over the prohibitive costs of road-user charges (RUC) for average diesel-vehicle drivers, it seemed like the organisation would easily win.

However, an independent review group was appointed in August 2008 to investigate the system in response to concerns raised by the road-transport industry following charge increases on July 1, 2008.

The review found light-diesel users contributed the least to the roading system compared to their usage of it.

Steven Joyce, Minister of Transport, said this issue would be steadily addressed, although the time frame for that was still undefined.

The AA's argument was: "Fuel-based charging aligns better with road wear and safety exposure, and provides incentives for fuel efficiency and purchasing newer and lighter vehicles. RUC is not equitable with taxes collected for petrol vehicles."



Tribunal's clean-car refund 'fair'

We have been holding out to see how the rejection of vehicles sold under the clean car discount scheme (CCD) will be treated by the Motor Vehicle Disputes Tribunal.

The reason for our interest is that the government provided no guidance on how such matters should be considered and this has left the industry eagerly waiting to see how these cases are administered.

Part one of the equation was addressed in May 2022 when the first rejection case of a vehicle that received a CCD rebate was heard – Bulmer versus Hamilton Electric Vehicles Ltd. The tribunal awarded rejection in favour of the customer.

The initial decision has been appealed, so to some extent this commentary may be premature. Ultimately, we will have to wait for the completion of the appeal process, but that doesn't stop us from reviewing what we know to this point.

Besides, this coverage is not seeking to focus on the merits or reasons of why rejection was awarded in the first instance, but instead seeks to look at how the order defined the treatment of the CCD rebate.

Cutting to the chase, the customer bought a used 2015 Nissan E-NV200 G electric van from the dealership in October 2021. The purchase price was $27,495 and the vehicle was subject to a rebate of $3,450, which the buyer successfully claimed from Waka Kotahi New Zealand Transport Agency.

For the sake of this article, the purchaser claimed the vehicle's battery state of health was advertised as being 82 per cent, but at time of sale it had degenerated to about 79 per cent. The tribunal accepted the claim, found the variance was substantial and therefore rejection was awarded.

The interesting point from our perspective is the treatment of the rebate, given the customer paid $27,495 for the vehicle and successfully claimed $3,450 back because of its emissions level.

Rather than order a refund of the full purchase price, the tribunal ordered the dealer refund the purchaser the net amount of $24,045.

TONY EVERETT
Sector manager – dealers, Motor Trade Association

A 2015 Nissan E-NV200 G

> "Only time will tell if the tribunal's approach to this case is replicated with future rejection situations"

This served to put the customer back to the financial position they were in at the outset – that's to say, holding $27,495, which was made up of a $24,045 refund from the dealer and a $3,450 rebate from the NZTA. This seems like a fair outcome.

And on the other side of the equation, the trader will potentially be left with a vehicle that owes him $24,045 but is no longer eligible for a second CCD rebate in the hands of any subsequent buyer. This leaves the vehicle in a "marketable" position, putting aside the questions about battery state of health.

It could have been much worse. Consider the prospect of the dealer being ordered to refund the original purchase price of $27,495, which would have left the purchaser in substantial profit – $3,450 better off – and the trader in a loss position by the same amount.

Only time will tell if the tribunal's approach to this case is replicated with future rejection situations involving vehicles that have received a CCD rebate. We hope so, given it is the fairest possible outcome for all parties concerned.

We now wait to see how cases involving CCD fees land within a vehicle-rejection scenario. Any penalty under the clean car programme must be paid at the time of vehicle registration and is most likely collected and paid over by the dealer on behalf of the customer.

It is worth remembering, the NZTA will not refund any fee payments. This means either the dealer, or the customer, will face the loss.

If the trader faces the loss, up to a maximum of $5,175 for a new vehicle and $2,875 for used, that will be in addition to the usual on-road costs along with any market depreciation given the time and usage made of the vehicle until rejection is ordered.

Rejection has never been an attractive proposition for any dealer, but CCD fees will likely add another dimension. We watch with interest.

Mercedes-AMG's One

From F1 track to road legal

Even if you have a spare $3.8 million sloshing around in your bank account and want one, you're out of luck.

That's because all 275 examples of Mercedes-AMG's production-ready One hyper-car have been snaffled up.

It's now some five years since it was revealed as the Project One prototype at Frankfurt Motor Show.

Essentially, the One is a street-legal version of the Formula 1 racing machine, but kitted out with an e-performance hybrid driveline that delivers staggering peak output of 782kW from its turbocharged 1.6-litre V6 with four electric motors.

It may come as a relief to other road-users that its top speed has been electronically limited to a mere 350kph.

Weighing just 1,695kg, this two-seater can make the 0-100kph dash in 2.9 seconds with 200kph being reached just 4.1 seconds later.

Its production was slated to start in 2019, but tighter emissions regulations resulted in its introduction being postponed until the powertrain's characteristics could be made road legal.

Among the major challenges were the One's ability to idle at less than 5,000rpm and redline below 14,000rpm. AMG's engineers eventually got those revs down to 1,200 and 11,000 respectively.

Its combustion engine utilises double-overhead camshafts, pneumatic spring valves, direct injection and a complex exhaust system to help it meet Euro 6 standards. Without electric assistance, the petrol unit develops 422kW of power.

The One's electric motors include two driving each front wheel and another located in the petrol engine to deliver a further 120kW to the crankshaft. The fourth is mounted on the turbocharger and contributes a further 90kW to overall output.

Battery power comes from a lightweight and intelligently cooled 8.4kWh lithium-ion pack. Six drive modes are offered, including a pure-electric setting.

Incredibly, an official fuel-consumption figure of 8.7l/100km

is claimed, which the marque says is around the same as a V6-powered Toyota Kluger SUV.

The vehicle's aluminium-intensive monocoque chassis is suspended by a five-link push-rod suspension with adjustable anti-roll bars at each corner.

The struts are mounted transversely to direction of travel, effectively replacing the traditional stabiliser bar, while all-wheel torque vectoring is adaptable depending on the drive mode selected.

The design of the One's carbon-fibre shell draws inspiration from Mercedes-AMG's F1 cars and is said to start generating downforce from only 50kph.

Its engineers say this maximises downforce and balance, which increases in-line with speed to offer as much as five times the downforce in track mode as it does in highway mode. Just how much downforce is available has been kept under wraps.

Ten-spoke alloys come as standard with even lighter nine-spoke magnesium wheels as an option. Both are shod with Michelin Pilot Sport Cup 2 specially developed for the car.

Braking is provided by carbon-ceramic rotors measuring 396mm at the front and 381mm at the rear, clamped by six and four-piston calipers respectively.

The cabin is accessed via butterfly wing doors. It features sporty seats and a rectangular F1-inspired steering wheel, two 10-inch screens for the instrumentation and other data, climate control and an audio system. The rear-view system is entirely camera-based.

Along with the Martin's Valkyrie and Bugatti's Chiron Super Sport, the One will likely be one of the last petrol-powered hyper-cars as the industry transitions to predominantly electric power.

The One's aerodynamics start generating downforce from only 50kph

Kitted out with different engines

Maserati is dubbing its latest model as "a range within a range" because it comes with different engine options.

Buyers of the Grecale can opt for an internal combustion engine, hybrid and – next year – the first fully electric SUV in the marque's history.

Three versions are being rolled out at launch. These include the GT, which has a four-cylinder mild-hybrid engine capable of delivering 221kW of power.

Then there's the Modena with its four-cylinder 243kW mild-hybrid engine and the powerful Trofeo, which is equipped with a high-performance three-litre 390kW petrol V6 based on the Nettuno fitted to the MC20.

The Grecale is also available in the limited PrimaSerie launch edition featuring exclusive content.

Maserati's Grecale Trofeo

To complete the range in 2023, there will be the Folgore, the 100 per cent electric version with its 105kWh battery and 400-volt technology.

Maserati says the new SUV stands out in terms of spaciousness and comfort, boasting a set of "best in class" features.

These include interior space, driveability, handling, acceleration of 0-100kph in 3.8 seconds and a top speed of 285kph with the Trofeo, and sound quality, as well as the extensive use of fine materials, such as wood, carbon fibre and leather.

In the GT version, the Grecale is 4,846mm long with a wheelbase of 2,901mm, a height of 1,670mm, a width of 2,163mm including wing mirrors and a rear-wheel track of 1,948mm, which is greater in the Trofeo.

The cabin boasts the marque's traditional clockface. Digital for the first time, it transforms into an in-car concierge courtesy of voice control.

Everything is touch-based with the technology controlled from the displays – the 12.3-inch central screen, the largest ever in a Maserati, an 8.8-inch display for extra controls and a third for passengers in the rear seats.

Handling has been improved by 100 per cent vehicle dynamic control module and the 360-degree control this system offers over the SUV. Its drive modes are comfort, GT, sport, corsa with the Trofeo only and off-road.

In addition, Maserati's engineers have worked with Dardust to design the in-vehicle sound. Owners can customise the "chimes", or sound alerts, they receive while driving the Grecale.

Vision for our future

Sony and Honda have created a joint venture to make and sell electric vehicles (EVs).

They are aiming to establish a new company this year and start sales of their first model in 2025.

Honda will be responsible for manufacturing, while Sony will develop its "mobility service platform".

It's unclear what the platform will look like at this point, but Sony is a key supplier of image sensors for smartphones and is increasingly designing these chips for vehicles.

The electronics giant announced in January that it's setting up a company called Sony Mobility to explore entry into the EV market and has since taken the wraps off a prototype SUV called the Vision-S 02.

Honda, meanwhile, has been transitioning to become an electric-car company. The marque aims to phase out petrol-powered models by 2040 and has a joint venture with General Motors to develop new EVs.

The Sony-Honda venture is another example of tech companies entering the car industry. Baidu and Xiaomi have both formed EV companies in China.

The Vision-S 02

'Bad boy' takes off-road flag

McCall in action at West Melton near Christchurch back in 2014

After more than 30 years at the top, Tony McCall has stepped away from New Zealand's off-road racing circuit.

It's a bittersweet time for the most successful driver in the history of dirt sport in this country, but he's "done with it".

Although McCall's love of – and passion for – racing remains, he says he has become a target for other drivers.

Always controversial and fast, he has won New Zealand class titles, national championships and events without number. In fact, he has so many trophies his wife Tarren long ago banished them to the McCall's "man cave".

"The tinware took way too much time to keep dusted and polished, so it's filling a wall in the garage these days," he quips.

The unlimited class single-seater he designed and built with Scott Buckley has been sold to Cody Hata lock, stock and barrel, with McCall agreeing to help Hata get up to speed in the Chevrolet V8-powered racer.

Hata ran a devastatingly quick Subaru-powered Jimco in the early 2000s, and is a fast and spectacular driver in his own right.

"Cody has been away from the sport but has stayed 'hot' in speedway, so he'll get up to speed pretty quickly. And that car is definitely the fastest in the sport, no exceptions."

Interest in buying the vehicle came from both the North and South Islands, but McCall had a strong preference for Hata. He wanted to see a driver behind its wheel who could quickly master its sheer power and capability. "To pick up a saying from the rugby fraternity, this ain't a game of tiddlywinks."

The McCall motorsport story started with the smallest vehicles in the sport, which later become Class Seven, racing a Volkswagen-engined car against some of the sport's early legends.

"We raced down at Meremere in those days," recalls McCall. "Formats were like today's short-course events and a lot of the drivers came across from speedway. There were a few bumps and grazes for some of the egos, but it was great fun racing against my speedway heroes."

Fast-forward a decade and McCall was the sport's bad boy in Class One, banging wheels with established stars and winning against the likes of Ian Foster at the NZ Off-road Grand Prix over a tiny but challenging course in Te Atatu, Auckland, in front of crowds of 4,500 and more.

"Winning races at the grand prix meant something. It was televised, the grids were massive and drivers came from all over the North Island to be part of the show."

With his shift away from racing, McCall is now pouring his energy into recreating the "sizzle" of the grand prix – this time at the Counties Manukau club's new track at Colin Dale Motorsport Park.

"We're pushing ahead with a one-day, sudden-death race event that will be the successor to those GP weekends. It's been confirmed as a national title and will be the only televised off-road racing this year, going out to a quarter of a million Kiwi fans on free to air."

The event will be run on a format inspired by speedway and the original stadium race series in the US. There will be heats for race-car classes, a semi-main and then finals, and a feature race.

"The weekend will be spectacular and exciting," enthuses McCall. "It's going to be as much fun for drivers as the crowd, just like the grand prix in the 1990s."

The 2022 NZ Off-road Grand Prix will be held on November 19 at the Counties Manukau International Offroad Stadium Track, Colin Dale Motorsport Park, Puhinui.

Tony McCall

"The car is definitely the fastest in the sport, no exceptions"

Putting the most recent car through its paces

Tarmac king commands gravel

His rivals must really be wondering if there's anything he can't do.

Shane van Gisbergen took a quick break from his "main game" in the Australian V8s to pop over to New Zealand and win last month's Far North Rally.

He held off defending champion Ben Hunt with both of them racing Skoda Fabia R5 rally cars.

"The Giz" took the lead in the second special stage. He won by two minutes and 20 seconds after a total of 152.7km over eight stages.

Dylan Turner finished second overall in his Audi and the rally slipped out of Hunt's grip, who dropped out on special stage three.

The Far North Rally was Van Gisbergen's chance to get seat time in the Skoda and improve his rally communications process with Australian co-driver Weston.

His sights are now set firmly on preparing for his World Rally Championship debut at the Repco Rally New Zealand, which starts on September 29 in Auckland.

Photo: Geoff Ridder

July saw Shane van Gisbergen victorious in the Far North Rally as well as extending his V8 Supercars championship lead at Townsville

Later in July at Townsville, Van Gisbergen further extended his V8 Supercars championship lead despite the best efforts of DJR driver Anton de Pasquale, who turned the Kiwi around at the final corner with a rashly judged do-or-die passing move up the inside of the Triple Eight Red Bull Holden.

They had battled right through the second of two 250km heats and that boiled over on the very last corner.

With Van Gisbergen holding a narrow lead over De Pasquale, the Shell Mustang driver tried an ambitious passing attempt down the inside, tipping the leading Holden into a spin.

De Pasquale slowed to try to redress the situation before the line. However, The Giz purposely followed the Shell Ford across the line to force stewards into giving his opponent a penalty.

The win in Townsville increases Van Gisbergen's championship margin to almost 300 points – not unassailable but significant. The series returns to New Zealand in September after a Covid-enforced absence of two years.

First Road To Indy win

Rookie Andretti Autosport driver Hunter McElrea has scored his first Road To Indy victory.

Racing at Mid-Ohio, he delivered a dominant performance. He led all 35 laps from pole to score his first series win in car number 27. He also set the fastest lap time.

The victory capped one of the most dominant Indy Lights weekend performances of the season as McElrea was the fastest driver in a session. He led both practices, was the fastest qualifier and led Sunday's race flag-to-flag.

"I'm just relieved and knew I could do this," he says. "I just wanted to go back to having fun and letting everything handle itself. I thank everyone who has supported me. It means a lot, and I'm just relieved and happy with this."

McElrea beat Andretti Autosport team-mate Matthew Brabham to the finish by 2.68 seconds. Championship leader Linus Lundqvist rounded out the podium by finishing third for HMD Motorsports with Dale Coyne Racing.

Hunter McElrea stamped his dominance at the Mid-Ohio circuit

Dealer fails to find evidence of water leak after buyer's complaints about flooding

The case: The purchaser wanted to reject her 2016 Holden Commodore because she claimed water was leaking in and flooding the car, leading to problems with mould and a bad smell. The dealer was unable to find evidence of any ingress, apart from a small pinhole, which was fixed.

The decision: The buyer's application was dismissed because the tribunal was unable to establish her vehicle failed to comply with the Consumer Guarantees Act (CGA).

At: The Motor Vehicle Disputes Tribunal, Christchurch.


A 2016 Holden Commodore

Background

Natasa Vukovic bought her "dream car", a 2016 Holden Commodore, for $30,990 from Blackwell Motors on March 26, 2021.

However, on August 4 last year, she informed the dealership she wished to reject it after "discovering one problem after the other".

In an email to the trader, Vukovic said she returned the vehicle on June 10 for mould damage, a smell inside it and flooding behind the passenger seat.

"The car was returned with intense fragrances after I had specified I'm highly allergic to strong smells. The consequence I had to deal with following this was driving with open windows to air out the smell regardless of the cold weather."

She added heavy rain a few weeks later again flooded behind the passenger seat and the vehicle was again returned to Blackwells.

The dealership denied the purchaser was entitled to reject it. Apart from a small hole in the left-rear floor, which it plugged, it found no evidence of a leak.

The case

The issue was whether the car failed to comply with the CGA's guarantee of acceptable quality.

Vukovic said that a few days after buying it, she became troubled by a smell inside the Commodore she had noticed since purchase.

In the month post-supply, she cleaned the vehicle several times before taking it to Espresso Car Wash, Hornby, on May 28 for an interior vacuum.

When she collected it, she was shown photos of mould under the carpet, and a car-wash employee told her it was wet and soggy behind the passenger seat.

On or around June 10, Vukovic's daughter got into the car behind that seat in socks and exclaimed, "my socks are wet, carpet is soaking".

The vehicle was returned to Blackwells for it to fix the mould damage, smell and flooding.

A few days later, Vukovic went back to the trader and was surprised to see the car's seats had been removed and a large machine inside. She was told it was drying the carpet, but no leak had been found and the vehicle had passed a water test.

Around June 17, it was returned and Vukovic noted "intense fragrances" from inside which forced her to drive with open windows to air them out.

About one week later, Vukovic found it was flooding again behind the passenger seat after a downpour. She drove to Blackwells, which agreed the carpet behind the seat was wet. Two days later, she asked the trader for a refund.

Steve Grenfell, chief executive of Blackwells, said when the vehicle went in for assessment in June 2021 that the carpet was removed and a dehumidifier used to remove moisture.

His staff spent about five hours trying to find a leak. The only possible cause identified was a small hole in the left-rear floor, which he described as a pinhole.

This was sealed, but Grenfell didn't think it had resulted in the moisture found in the car because it was so small. He added it was a mystery as to how water had got in.

In regard to the alleged smell inside, no perfume was added to the dehumidifier when it was used on the vehicle. When the Commodore was returned a second time, it was sprayed for two hours using a high-pressure hose and steam cleaner. No leak was identified.

The dealership checked the air-conditioning evaporation hose and pressure-tested the cooling system to rule out those as being defective.

Blackwells then sent the car to Perfect Auto Body for further testing and a report was produced by Gary Williams.

In it, he said: "The test involved the vehicle parked on level ground and the exterior flooded with a hose from the roof down, around all doors, boot, guards and bonnet area for about 20 minutes.

"Further to this test, a high-pressure hose was then used in the exact same areas for a period of 10 minutes.

"The following day, the car sat in the rain for eight hours – again with no sign of water ingress.

"The conclusion is that no water penetrated from the exterior to the interior from either leak testing or natural rain."

A report from Perfect Auto Body's managing director, Wayne Houghton, describing a further inspection on October 4 when it had been raining solidly all day, confirmed there was no evidence of cabin moisture.

Houghton noted, as had Blackwells, that the vehicle had been fully closed and in the same spot for some weeks and he could see no signs of condensation, which would have been obvious had any moisture been present.

He concluded: "It's highly unlikely this vehicle had any sort of water leak present. There is no evidence that would suggest otherwise."

The finding

Vukovic had established there had been water inside the cabin that soaked into the carpets causing them to grow mould and smell.

However, she didn't produce sufficient evidence of there being any leak inside the vehicle apart from the small one the dealer fixed.

Blackwells conducted inspections and used an independent contractor to perform all tests a reasonable trader would carry out in this situation. No leaks, apart from the small pinhole, which was remedied, were identified.

Vukovic was unable to supply any evidence, such as photos, of the alleged water ingress to the adjudicator.

This meant the tribunal was unable to establish if there was any defect with the vehicle to cause it to fail to comply with the CGA's guarantee of acceptable quality.

Blackwells indicated during the hearing that if the purchaser could provide more evidence to establish there was a leak in the wcar, it would repair the problem at its cost.

Order

The application was dismissed.

Trader fails in bid to get repairer added as party to ute owner's application to reject

The case: The buyer wanted to reject her Ford Ranger after she discovered it had been poorly repaired after an accident. The trader had bought the damaged ute and paid about $9,000 to remedy it before advertising it for sale. Therefore, the dealer wanted the tribunal to include the vehicle's repairer as a party to the claim.

The decision: The tribunal upheld the consumer's right to reject the Ranger and ordered the trader to repay her its purchase price.

At: The Motor Vehicle Disputes Tribunal, Auckland.

A 2019 Ford Ranger

Background

Jessica Hoggard wanted to reject the 2019 Ford Ranger she bought for $41,000 from ALM Group Ltd on July 9, 2021, because its warrant of fitness (WOF) was revoked by Waka Kotahi two months later.

The transport agency made its decision because of poorly repaired pre-existing accident damage. This would have been expensive to repair, so Hoggard wanted to recover the purchase price.

ALM Group stated it had purchased the damaged utility and paid for Harvey Collision Repairs to fix it.

The dealer wanted the repairer added as a party to the application, claiming its work was the underlying cause of the complaint.

The case

Harvey Collision Repairs' invoice showed it remedied or replaced the Ranger's roof, right-hand cant rail and all four doors. It charged the trader $9,004. The ute passed its WOF inspection before being sold to Hoggard.

Hoggard used the vehicle until September 24 last year when she received a call from Stuart Bailey, an investigator at Waka Kotahi.

He told her the agency suspected the Ranger had previously been in an accident and wasn't correctly remedied, so Hoggard had it assessed by Gregory Frost, of Repair Certifications NZ.

Frost, who had 25 years' experience as a repair certifier, reported "several anomalies" were found to pillars and the aperture of the left cant rail when compared to original manufacturer welds. Also, a "significant number of welds were missing in their entirety".

He added the replacement of panels wasn't to Ford specifications due to missing welds that would compromise the ute's safety in a roll-over or side impact.

Further interior stripping found that reinforcing panels and inner pillars were missing. The repairer had only installed outer panels.

Frost reported the cant rail had been cut and slipped in under the roof's edge before being filled with sealer to prevent water leaks. The left A-pillar had bad welding and was out of alignment.

To fix the ute, the interior needed to be stripped out, and the left-side panels and roof replaced, at an estimated cost of more than $21,000. Frost said the vehicle was unsafe to drive and should be kept off the road until repaired.

Waka Kotahi agreed with Frost's recommendations and revoked its WOF on October 14.

Frost added that strengthening components on the A, B and C-pillars were missing. This was causing the ute to flex excessively, which could cause the windscreen to pop out at any time.

ALM Group asked for Harvey Collision Repairs to be joined as party to the claim because it had performed "sub-standard" work and should be liable for that.

Under the Motor Vehicle Sales Act, the tribunal may join a person as a party if that person's presence is needed to enable the adjudicator to determine effectively and completely any questions arising from the application or to grant relief considered to be due.

Hoggard's claim was against ALM Group. She alleged the vehicle hadn't been of acceptable quality under the Consumer Guarantees Act (CGA) and the dealer engaged in misleading conduct in breach of the Fair Trading Act (FTA). Those claims were against ALM Group only and related to its alleged conduct as the Ranger's supplier.

Harvey Collision Repairs wasn't a party to the transaction. It wasn't the supplier of the ute, so could have no liability to Hoggard under the CGA.

It also made no representations to her or engaged in any conduct she was aware of that could have amounted to misleading conduct for the purposes of the FTA.

Therefore, the adjudicator declined to join Harvey Collision Repairs as a party because its presence wasn't necessary to enable the tribunal to determine effectively the questions arising from Hoggard's application.

If ALM Group wanted to pursue action against Harvey Collision Repairs, the adjudicator stated it would need to do so in another jurisdiction.

The finding

The tribunal found the ute wasn't of acceptable quality because it was unsafe and wasn't as free of minor defects as a reasonable consumer would consider acceptable.

There was no dispute between the parties that the Ranger had poorly repaired structural damage that would be expensive to fix.

The poorly repaired damage was a failure of a substantial character under the CGA for two reasons, the adjudicator decided.

Firstly, the damage was significant and would require major repairs. A reasonable consumer wouldn't have purchased the ute if that person knew about these defects.

Secondly, the vehicle was unsafe. Its structural integrity was compromised by the poor repairs and the windscreen could pop out at any time due to inadequate strengthening.

Hoggard was, therefore, entitled to reject the Ranger because its defects amounted to a failure of a substantial character and she was entitled to a refund of all money paid in respect of it.

She had installed a sports bar after purchase but had removed it, leaving unsightly holes drilled into the well-sides.

The tribunal ruled if the vehicle was left in that condition, Hoggard wouldn't be entitled to reject the vehicle because the holes would amount to damage sufficient to cause her to lose her right to reject.

Consequently, Hoggard needed to properly reinstall the sports bar, which was a common modification that could add value to the ute and didn't amount to damage if it was properly installed. She agreed to do that.

Orders

The trader had to pay $41,000 to the buyer. The tribunal reserved the right for the dealer to apply to have the decision reopened if Hoggard failed to properly reinstall the sports bar.

Armacup (NZ)

LATEST SCHEDULE

	Port Calls	Don Juan v2214	Turandot v2215
JAPAN	Moji	—	—
	Osaka	1 Aug	—
	Nagoya	2 Aug	23 Aug
	Yokohama	3 Aug	24 Aug
	Hitachinaka	—	—
NEW ZEALAND	Auckland	18 Aug	6 Aug
	Lyttelton	27 Aug	11 Aug
	Wellington	29 Aug	12 Aug
	Nelson	30 Aug	TBC

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Shipping to cure kids

Around the Country

July 2022

Total new cars

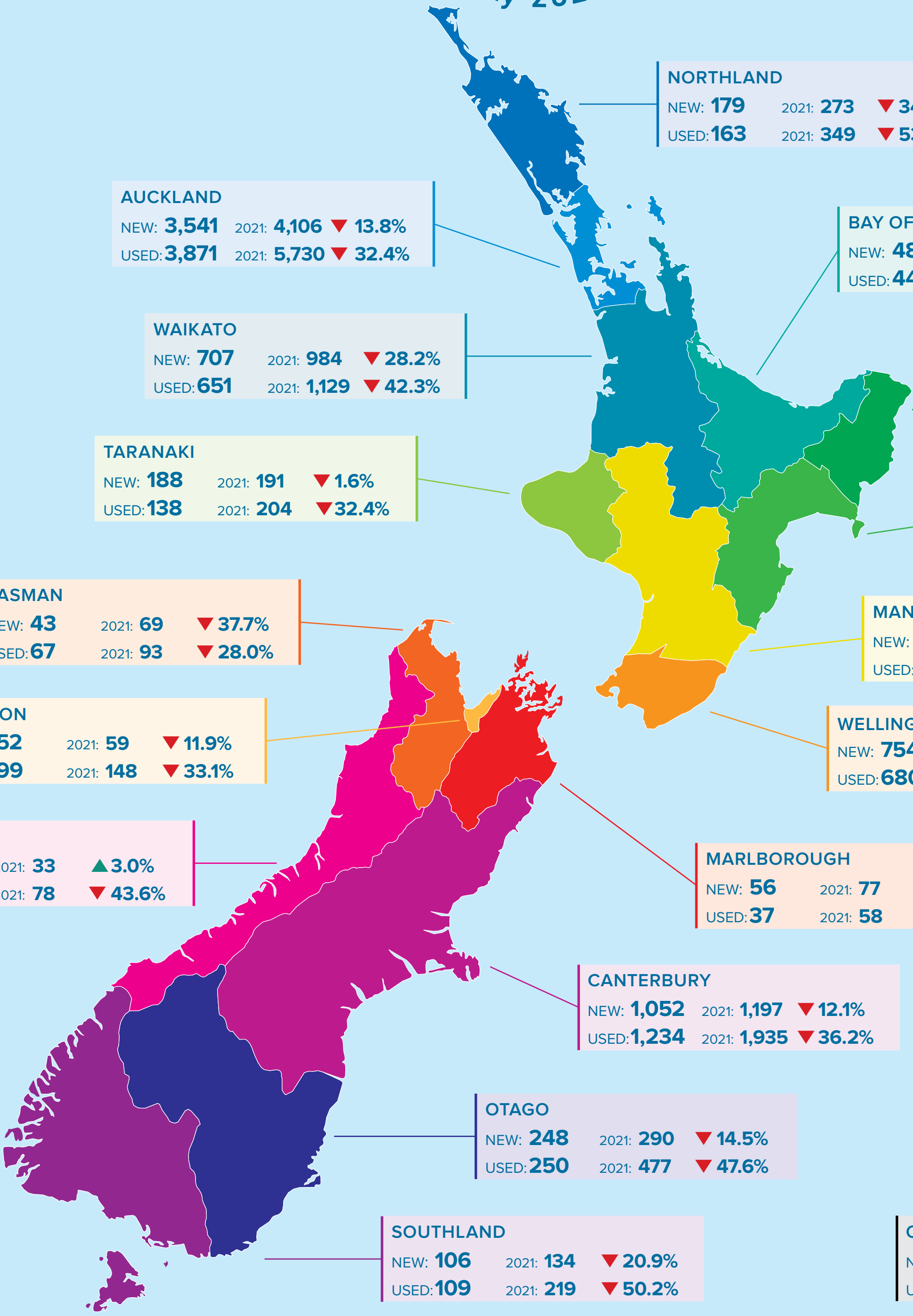
8,050

2021: 9,954 ▼ 19.1%

Total imported used cars

8,243

2021: 13,121 ▼ 37.2%



NORTHLAND
NEW: 179 2021: 273 ▼ 34.4%
USED: 163 2021: 349 ▼ 53.3%

AUCKLAND
NEW: 3,541 2021: 4,106 ▼ 13.8%
USED: 3,871 2021: 5,730 ▼ 32.4%

BAY OF PLENTY
NEW: 481 2021: 638 ▼ 24.6%
USED: 440 2021: 723 ▼ 39.1%

WAIKATO
NEW: 707 2021: 984 ▼ 28.2%
USED: 651 2021: 1,129 ▼ 42.3%

GISBORNE
NEW: 40 2021: 58 ▼ 31.0%
USED: 31 2021: 170 ▼ 81.8%

TARANAKI
NEW: 188 2021: 191 ▼ 1.6%
USED: 138 2021: 204 ▼ 32.4%

HAWKE'S BAY
NEW: 243 2021: 329 ▼ 26.1%
USED: 142 2021: 302 ▼ 53.0%

TASMAN
NEW: 43 2021: 69 ▼ 37.7%
USED: 67 2021: 93 ▼ 28.0%

MANAWATU-WHANGANUI
NEW: 294 2021: 426 ▼ 31.0%
USED: 254 2021: 440 ▼ 42.3%

NELSON
NEW: 52 2021: 59 ▼ 11.9%
USED: 99 2021: 148 ▼ 33.1%

WELLINGTON
NEW: 754 2021: 1,061 ▼ 28.9%
USED: 680 2021: 1,015 ▼ 33.0%

WEST COAST
NEW: 34 2021: 33 ▲ 3.0%
USED: 44 2021: 78 ▼ 43.6%

MARLBOROUGH
NEW: 56 2021: 77 ▼ 27.3%
USED: 37 2021: 58 ▼ 36.2%

CANTERBURY
NEW: 1,052 2021: 1,197 ▼ 12.1%
USED: 1,234 2021: 1,935 ▼ 36.2%

OTAGO
NEW: 248 2021: 290 ▼ 14.5%
USED: 250 2021: 477 ▼ 47.6%

SOUTHLAND
NEW: 106 2021: 134 ▼ 20.9%
USED: 109 2021: 219 ▼ 50.2%

OTHERS (Chatham Islands, overseas, unknown)
NEW: 32 2021: 29 ▲ 10.3%
USED: 33 2021: 51 ▼ 35.3%

Imported Passenger Vehicle Sales by Make - July 2022

MAKE	JUL '22	JUL '21	+/- %	JUL '22 MKT SHARE	2022 YEAR TO DATE	2022 MKT SHARE
Toyota	3,259	3,693	-11.8	39.5%	22,742	30.6%
Nissan	1,159	1,952	-40.6	14.1%	10,840	14.6%
Mazda	1,071	1,759	-39.1	13.0%	9,093	12.3%
Honda	555	1,028	-46.0	6.7%	5,341	7.2%
Subaru	432	1,051	-58.9	5.2%	5,910	8.0%
Volkswagen	313	556	-43.7	3.8%	2,798	3.8%
Mitsubishi	305	653	-53.3	3.7%	3,034	4.1%
BMW	270	659	-59.0	3.3%	3,744	5.0%
Audi	183	371	-50.7	2.2%	2,299	3.1%
Suzuki	169	318	-46.9	2.1%	1,315	1.8%
Mercedes-Benz	141	242	-41.7	1.7%	1,785	2.4%
Lexus	113	269	-58.0	1.4%	1,625	2.2%
Ford	52	54	-3.7	0.6%	468	0.6%
Volvo	26	82	-68.3	0.3%	563	0.8%
Land Rover	24	66	-63.6	0.3%	346	0.5%
Chevrolet	20	34	-41.2	0.2%	208	0.3%
Dodge	20	35	-42.9	0.2%	167	0.2%
Porsche	15	40	-62.5	0.2%	195	0.3%
Hyundai	14	13	7.7	0.2%	116	0.2%
Mini	14	11	27.3	0.2%	159	0.2%
Jaguar	13	40	-67.5	0.2%	281	0.4%
Chrysler	11	20	-45.0	0.1%	240	0.3%
Jeep	11	36	-69.4	0.1%	211	0.3%
Tesla	7	7	0.0	0.1%	43	0.1%
Holden	5	28	-82.1	0.1%	119	0.2%
Peugeot	5	10	-50.0	0.1%	58	0.1%
Fiat	3	3	0.0	0.0%	17	0.0%
Kia	3	10	-70.0	0.0%	49	0.1%
Pontiac	3	0	300.0	0.0%	17	0.0%
Cadillac	2	6	-66.7	0.0%	37	0.0%
Citroen	2	6	-66.7	0.0%	50	0.1%
Daihatsu	2	6	-66.7	0.0%	12	0.0%
Ferrari	2	0	200.0	0.0%	16	0.0%
Mercury	2	1	100.0	0.0%	9	0.0%
Plymouth	2	1	100.0	0.0%	12	0.0%
Others	15	54	-72.2	0.2%	296	0.4%
Total	**8,243**	**13,114**	**-37.1**	**100.0%**	**74,215**	**100.0%**

Imported Passenger Vehicle Sales by Model - July 2022

MAKE	MODEL	JUL '22	JUL '21	+/- %	JUL '22 MKT SHARE	2022 YEAR TO DATE	2022 MKT SHARE
Toyota	Aqua	1,330	943	41.0	16.1%	7,558	10.2%
Toyota	Prius	641	527	21.6	7.8%	3,315	4.5%
Mazda	Axela	405	611	-33.7	4.9%	2,898	3.9%
Nissan	Leaf	391	488	-19.9	4.7%	2,498	3.4%
Honda	Fit	285	409	-30.3	3.5%	1,819	2.5%
Toyota	Corolla	279	273	2.2	3.4%	1,653	2.2%
Mazda	Demio	244	230	6.1	3.0%	1,345	1.8%
Toyota	C-HR	242	28	764.3	2.9%	877	1.2%
Mitsubishi	Outlander	218	444	-50.9	2.6%	1,983	2.7%
Nissan	Note	202	109	85.3	2.5%	1,080	1.5%
Volkswagen	Golf	199	364	-45.3	2.4%	1,743	2.3%
Subaru	Impreza	193	287	-32.8	2.3%	1,606	2.2%
Mazda	CX-5	187	360	-48.1	2.3%	1,551	2.1%
Nissan	X-Trail	167	476	-64.9	2.0%	2,113	2.8%
Suzuki	Swift	130	254	-48.8	1.6%	952	1.3%
Nissan	Serena	115	108	6.5	1.4%	806	1.1%
Mazda	Atenza	98	205	-52.2	1.2%	1,342	1.8%
Toyota	Vitz	93	79	17.7	1.1%	498	0.7%
Toyota	Wish	90	202	-55.4	1.1%	635	0.9%
Toyota	Camry	86	84	2.4	1.0%	400	0.5%
Subaru	XV	85	85	0.0	1.0%	548	0.7%
Mazda	Premacy	83	144	-42.4	1.0%	797	1.1%
Toyota	Sai	81	77	5.2	1.0%	350	0.5%
Honda	Vezel	79	24	229.2	1.0%	395	0.5%
Nissan	Juke	61	80	-23.8	0.7%	478	0.6%
Toyota	Auris	58	63	-7.9	0.7%	365	0.5%
Volkswagen	Polo	56	83	-32.5	0.7%	451	0.6%
Audi	A3	55	71	-22.5	0.7%	473	0.6%
BMW	116i	55	117	-53.0	0.7%	497	0.7%
BMW	320i	52	113	-54.0	0.6%	621	0.8%
Honda	Insight	46	41	12.2	0.6%	234	0.3%
Mercedes-Benz	A180	45	27	66.7	0.5%	240	0.3%
Subaru	Legacy	45	304	-85.2	0.5%	1,699	2.3%
Subaru	Forester	42	162	-74.1	0.5%	766	1.0%
Nissan	March	41	40	2.5	0.5%	216	0.3%
Others		1,764	5,202	-66.1	21.4%	29,413	39.6%
Total		**8,243**	**13,114**	**-37.1**	**100.0%**	**74,215**	**100.0%**

Electric and hybrid sales double

An average profit of $1,570 per vehicle was clocked up by 2 Cheap Cars on the back of 7,882 sales in the past financial year.

The figures come with the average cost price of cars increasing by 15 per cent over that period, with the company saying it focused on improved product quality.

Although margins per vehicle were in-line with 2020/21, sales fell by 325 units from the previous year while inventory turnover improved to 86 days from 94 days.

Registrations of electric vehicles (EVs) and petrol hybrids doubled in the 2021 financial year to 27 per cent of all sales.

"The reduction in vehicles sold was primarily offset by the ability to raise selling prices," says David Page, chief executive officer of NZ Automotive Investments (NZAI), which is 2 Cheap Cars' parent company.

"In the first half of the year, the business purchased a greater number of vehicles than in the prior comparative period. [This was] part of a plan to build stock ahead of shipping and logistics challenges, and potential stock shortages.

"The purchase price of these vehicles increased on average by almost 15 per cent – a reflection of macro-economic factors including a reduced supply of new vehicles globally and a resultant increase in global demand for used, and regulatory changes in New Zealand requiring better quality, higher-priced used vehicles."

The company expanded its inventory of EVs and petrol hybrids to meet an increase in demand from the clean car discount, increasing petrol and diesel prices, and consequent consumer interest for these types of vehicles.

Also, a click-and-collect option was added to 2 Cheap Cars' website in 2021/22. This resulted in 39 per cent of all sales during lockdown being completed through this channel, and 16 per cent of all transactions over the financial year being done in this way.

Page describes 2021/22 as being a "difficult one" with Covid-19 restrictions having a greater impact than in 2020/21.

"Reduced ability to trade during lockdowns and pandemic-related uncertainty impacted buyer behaviour, while the omicron outbreak in January and February meant more stringent self-isolation with the business not experiencing the same level of bounce-back in sales as after the first lockdown in the prior financial year."

In addition, there was an unexpected strengthening of the New Zealand dollar against the yen in the second half of the financial year. This affected the company's foreign-exchange hedge position on committed inventory purchases.

Page notes August 2021's lockdown provided a chance to review stock and process vehicles to free up future capacity, although shifting the processing hub "absorbed more time and incurred more cost than anticipated".

The rearrangement of 2 Cheap Cars' leases associated with shifting its vehicle-processing hub in Auckland from Mount Wellington to Onehunga realised a one-off, non-recurring gain of $900,000.

NZAI's overall revenue and income for 2021/22 came in at $66 million – down by $100,000. Net operating cashflow, excluding loan-book lending, dropped by $6.8m. Actual net profit after tax (NPAT) fell $600,000 to $2.6m and underlying NPAT was down to $1.7m from $3.8m.

As for NZ Motor Finance (NZMF), NZAI's other subsidiary, its book increased by 79 per cent from $3.8m to $6.8m in 2021/22 with 889 loans in place by March 31.

Net loan-book lending was $3.1m, its debt facility rose to $6m with $2.2m of funding available by the end of March and the balance sheet's net debt was $8m.

Page says: "The lower volume of vehicle sales, and new Credit Contracts and Consumer Finance Act lending standards, meant 2 Cheap Cars' finance and insurance income was impacted in the second half of the year.

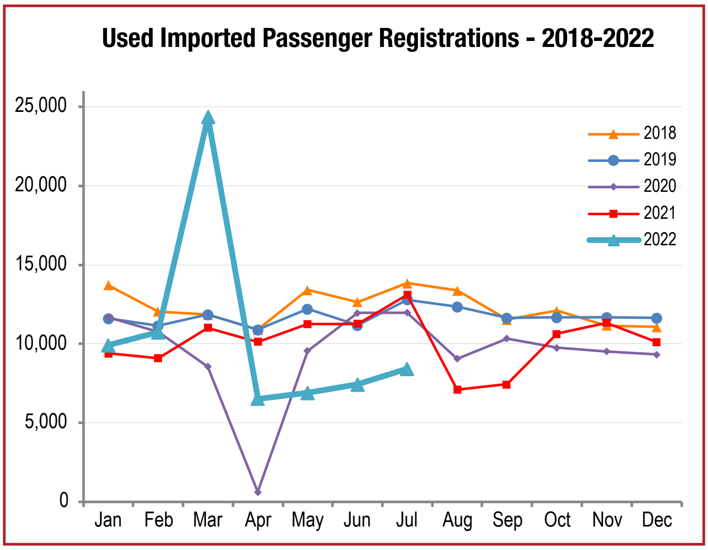
"The changes to standards made it more difficult for some customers to access finance and increased the time for our third-party providers to process applications." ⊕

Activity dwindles

There were 8,243 used-imported cars registered last month. That was down by 37.1 per cent compared to 13,114 in July 2021 to bring the year-to-date total to 74,215.

The top-selling model was the Toyota Aqua with a market share of 16.1 per cent and 1,330 units. Next up was the Toyota Prius on 7.8 per cent and 641 sales.

The top five was completed by the Mazda Axela on 405, Nissan Leaf on 391 and Honda Fit with 285.



Videos assist car inspectors

The Imported Motor Vehicle Industry Association (VIA) says extra resources provided by Waka Kotahi are a useful tool for its members.

The transport agency has released a range of videos to guide inspectors in their work.

Its safer vehicles team has been working for the past year on updating and improving the clarity of its vehicle inspection requirements manuals, and the 13 videos that make up its warrant of fitness (WOF) guide are the latest part of that project.

Malcolm Yorston, VIA's technical manager, says: "These videos may help you understand the various reasons cars get rejected and help you when doing a pre-WOF inspection or assessing a trade-in."

The videos cover a variety of areas ranging from brake testing and beam setting to under-bonnet inspections and check-sheet completion.

They are relatively short at two to five minutes long, and have been provided as a "how to" guide rather than as a set of instructions.

Five people from Waka Kotahi were involved in the filming with the Low Volume Vehicle Technical Association providing the location.

Jim Anderson, the agency's South Island manager of safer vehicles, says the subjects for the videos were settled on after several industry workshops.

"The feedback we got was that pictures and videos would be the most helpful form of guidance we could provide."

The 13 videos, which are presented by Waka Kotahi certification officers, include inspections for under body, under bonnet, tyres, seat belts, light trailer and interior.

The others cover quality management system, check-sheet completion, vehicle identification and class, beam setter use, laden steering check, brake test and the assessment of corrosion.

Visit vehicleinspection.nzta.govt.nz/wof-videos to view them.

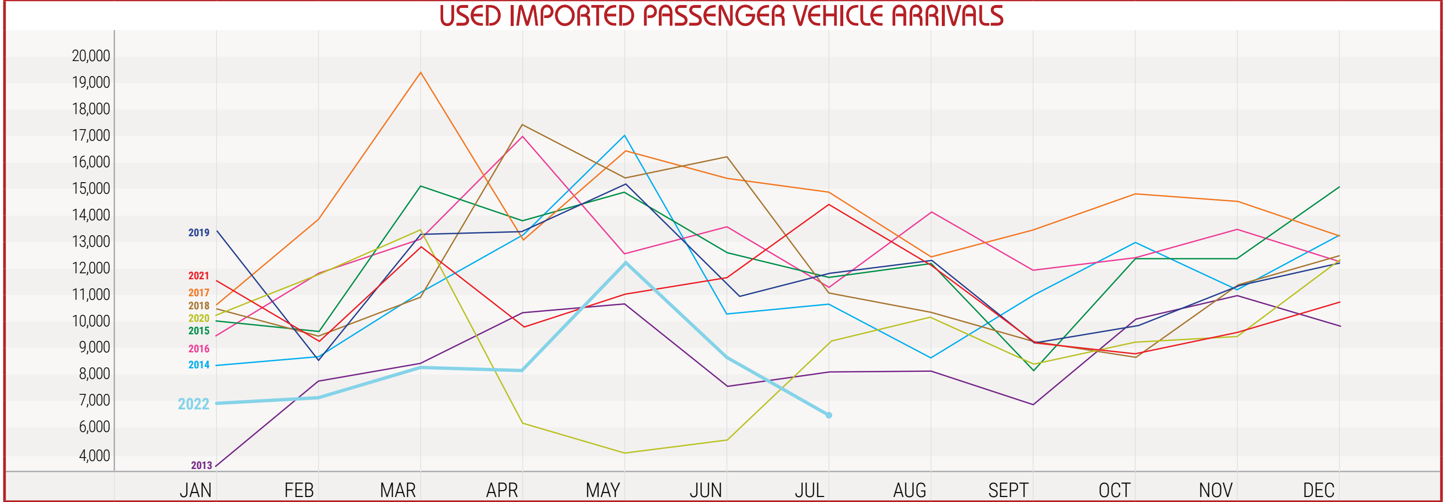
TRACKING DOWNWARDS

There were 6,506 used passenger vehicles imported last month. This included 6,206 from Japan for a 95.4 per cent share of the market and 192 came in from Australia for three per cent.

Next up were the US with 42, Singapore on 24 and the UK with 23.

The year-to-date total is now 57,234 – down from 80,013 and by 28.5 per compared to this time in 2021.

USED IMPORTED PASSENGER VEHICLE ARRIVALS



Used Imported Passenger Vehicles By Country Of Export

COUNTRY OF EXPORT	2022									2021		2020	
	JAN '22	FEB '22	MAR '22	APR '22	MAY '22	JUN '22	JUL '22	JUL SHARE %	2022 TOTAL	2021 TOTAL	MRKT SHARE	2020 TOTAL	MRKT SHARE
Australia	262	235	226	233	180	258	192	**3.0%**	**1,586**	3,072	2.4%	4,185	3.9%
Great Britain	60	41	59	35	55	71	23	**0.4%**	**344**	1,259	1.0%	690	0.6%
Japan	6,490	6,751	7,477	7,636	11,702	8,289	6,206	**95.4%**	**54,551**	123,508	94.8%	100,994	92.9%
Singapore	46	69	33	47	33	39	24	**0.4%**	**291**	1,378	1.1%	1,846	1.7%
USA	44	20	75	33	60	30	42	**0.6%**	**304**	697	0.5%	480	0.4%
Other countries	31	33	20	15	17	23	19	**0.3%**	**158**	403	0.3%	468	0.4%
Total	**6,933**	**7,149**	**7,890**	**7,999**	**12,047**	**8,710**	**6,506**	**100.0%**	**57,234**	**130,317**	**100.0%**	**108,663**	**100.0%**

Vehicle spending levelling out

The amount Kiwis spent on motor vehicles in the June quarter was only $500,000 more than the total for 2022's first three months, says Stats NZ.

Latest retail-card data shows consumers forked out a seasonally adjusted $611 million for cars in April, May and June this year. This was 1.3 per cent lower than $619m spent in the same period of 2021.

For June alone, the total spend using electronic cards of $2.04m was also 1.6 per cent lower than the $207m in May 2022.

However, it did continue a steady run for the automotive industry with monthly spends ranging between $201m and $209m over the past eight months.

Spending on fuel was the only retail sector that had an increase in June. It climbed $18m, or by 2.9 per cent, to $642m when compared to May. On a quarterly basis, the amount consumers paid out for fuel with their cards was up by 3.5 per cent from $1.669 billion in the March quarter to $1.728b in the following three months.

Meanwhile, business confidence has slumped to its weakest level since March 2020, according to the New Zealand Institute of Economic Research (NZIER).

Its quarterly survey reveals companies were feeling more downbeat in the June quarter and are increasingly pessimistic about the outlook. The feedback follows a fall in economic activity in the March quarter as coronavirus cases kept people at home because of self-isolation or infection.

Christina Leung, the NZIER's principal economist, says: "Besides the continued uncertainty over the Covid-19 outbreak, businesses are also grappling with the intensification of cost pressures and higher interest rates."

A net one per cent reported a decline in trading activity in the June quarter on a seasonally adjusted basis. Meanwhile, a net 62 per cent of businesses expect a deterioration in general economic conditions over coming months – an increase from the net 34 per cent who felt pessimistic in the previous quarter.

TRADING SLIDES

There were 15,065 second-hand cars sold by dealers to the public last month. That was down from 17,744 units, or by 15.1 per cent, during July 2021.

There were 11,312 trade-ins last month. This total represented a decrease of 24.5 per cent from 14,992 vehicles.

SECONDHAND CAR SALES - July 2022

	DEALER TO PUBLIC				PUBLIC TO PUBLIC			PUBLIC TO DEALER		
REGION	JUL '22	JUL '21	+/- %	MARKET SHARE	JUL '22	JUL '21	+/- %	JUL '22	JUL '21	+/- %
Northland	513	670	-23.4	3.41	1,823	2,122	-14.1	205	256	-19.9
Auckland	4,941	5,706	-13.4	32.80	11,561	13,200	-12.4	4,933	6,181	-20.2
Waikato	1,623	1,910	-15.0	10.77	3,811	4,525	-15.8	1,017	1,356	-25.0
Bay of Plenty	1,049	1,266	-17.1	6.96	2,830	3,174	-10.8	560	859	-34.8
Gisborne	150	156	-3.8	1.00	359	411	-12.7	47	65	-27.7
Hawke's Bay	590	756	-22.0	3.92	1,323	1,627	-18.7	361	497	-27.4
Taranaki	389	446	-12.8	2.58	976	1,179	-17.2	208	270	-23.0
Manawatu-Whanganui	849	1,064	-20.2	5.64	1,985	2,387	-16.8	596	892	-33.2
Wellington	1,372	1,679	-18.3	9.11	2,876	3,650	-21.2	981	1,156	-15.1
Tasman	123	158	-22.2	0.82	378	520	-27.3	30	23	30.4
Nelson	98	144	-31.9	0.65	390	515	-24.3	69	135	-48.9
Marlborough	137	163	-16.0	0.91	391	434	-9.9	77	85	-9.4
West Coast	102	154	-33.8	0.68	309	330	-6.4	56	53	5.7
Canterbury	2,048	2,258	-9.3	13.59	4,913	5,693	-13.7	1,666	2,094	-20.4
Otago	717	748	-4.1	4.76	1,739	2,059	-15.5	375	555	-32.4
Southland	307	383	-19.8	2.04	859	1,153	-25.5	128	253	-49.4
Other	57	83	-31.3	0.38	169	174	-2.9	3	262	-98.9
NZ Total	**15,065**	**17,744**	**-15.1**	**100.00**	**36,692**	**43,153**	**-15.0**	**11,312**	**14,992**	**-24.5**

New Passenger Vehicle Sales by Make - July 2022

MAKE	JUL '22	JUL '21	+/- %	JUL '22 MKT SHARE	2022 YEAR TO DATE	2022 MKT SHARE
Toyota	1,770	1,354	30.7	22.0%	8,803	13.7%
Mitsubishi	1,169	1,431	-18.3	14.5%	10,195	15.8%
Suzuki	719	790	-9.0	8.9%	4,554	7.1%
Kia	716	709	1.0	8.9%	6,812	10.6%
Hyundai	556	605	-8.1	6.9%	4,853	7.5%
MG	370	402	-8.0	4.6%	3,061	4.7%
Mazda	346	735	-52.9	4.3%	3,446	5.3%
Volkswagen	219	435	-49.7	2.7%	1,622	2.5%
Honda	212	350	-39.4	2.6%	2,440	3.8%
Peugeot	203	97	109.3	2.5%	948	1.5%
Skoda	187	241	-22.4	2.3%	1,198	1.9%
Subaru	163	185	-11.9	2.0%	1,444	2.2%
Ford	159	180	-11.7	2.0%	1,546	2.4%
BMW	128	202	-36.6	1.6%	1,012	1.6%
Mercedes-Benz	118	248	-52.4	1.5%	1,374	2.1%
Nissan	118	441	-73.2	1.5%	1,288	2.0%
Land Rover	114	106	7.5	1.4%	986	1.5%
Haval	106	253	-58.1	1.3%	1,316	2.0%
Audi	104	199	-47.7	1.3%	1,044	1.6%
Mini	86	129	-33.3	1.1%	513	0.8%
Polestar	80	0	8,000.0	1.0%	497	0.8%
Lexus	70	88	-20.5	0.9%	680	1.1%
Volvo	45	52	-13.5	0.6%	500	0.8%
Fiat	32	8	300.0	0.4%	120	0.2%
Jeep	30	107	-72.0	0.4%	358	0.6%
Jaguar	28	21	33.3	0.3%	281	0.4%
Porsche	28	23	21.7	0.3%	430	0.7%
SsangYong	26	77	-66.2	0.3%	443	0.7%
Seat	24	9	166.7	0.3%	51	0.1%
Renault	21	45	-53.3	0.3%	178	0.3%
BYD	20	0	2,000.0	0.2%	20	0.0%
Cupra	20	34	-41.2	0.2%	171	0.3%
Citroen	15	15	0.0	0.2%	226	0.4%
Alfa Romeo	10	11	-9.1	0.1%	52	0.1%
Chevrolet	6	0	600.0	0.1%	20	0.0%
Isuzu	5	91	-94.5	0.1%	190	0.3%
Maserati	5	5	0.0	0.1%	44	0.1%
Can-Am	4	7	-42.9	0.0%	45	0.1%
Yamaha	4	4	0.0	0.0%	38	0.1%
Aston Martin	3	6	-50.0	0.0%	38	0.1%
Bentley	3	8	-62.5	0.0%	31	0.0%
Mahindra	2	14	-85.7	0.0%	74	0.1%
McLaren	2	2	0.0	0.0%	11	0.0%
Dodge	1	0	100.0	0.0%	1	0.0%
Others	3	232	-98.7	0.0%	1,521	2.4%
Total	**8,050**	**9,951**	**-19.1**	**100.0%**	**64,475**	**100.0%**

New Passenger Vehicle Sales by Model - July 2022

MAKE	MODEL	JUL '22	JUL '21	+/- %	JUL '22 MKT SHARE	2022 YEAR TO DATE	2022 MKT SHARE
Toyota	RAV4	690	552	25.0	8.6%	3,529	5.5%
Mitsubishi	Outlander	685	365	87.7	8.5%	5,598	8.7%
Toyota	Highlander	335	241	39.0	4.2%	1,052	1.6%
Suzuki	Swift	272	274	-0.7	3.4%	2,105	3.3%
Mitsubishi	ASX	248	735	-66.3	3.1%	1,676	2.6%
Toyota	Corolla	245	227	7.9	3.0%	1,317	2.0%
Mitsubishi	Eclipse Cross	204	250	-18.4	2.5%	2,101	3.3%
Kia	Sportage	191	162	17.9	2.4%	1,910	3.0%
Hyundai	Kona	187	265	-29.4	2.3%	1,710	2.7%
Suzuki	Vitara	186	166	12.0	2.3%	522	0.8%
Hyundai	Ioniq	184	41	348.8	2.3%	839	1.3%
MG	ZS	163	266	-38.7	2.0%	1,780	2.8%
MG	HS	160	81	97.5	2.0%	723	1.1%
Kia	Stonic	146	133	9.8	1.8%	1,530	2.4%
Toyota	Yaris	143	73	95.9	1.8%	827	1.3%
Toyota	Yaris Cross	143	68	110.3	1.8%	628	1.0%
Honda	Jazz	141	125	12.8	1.8%	1,510	2.3%
Mazda	CX-5	140	304	-53.9	1.7%	1,422	2.2%
Suzuki	Jimny	136	119	14.3	1.7%	820	1.3%
Peugeot	208	110	8	1,275.0	1.4%	331	0.5%
Kia	Seltos	93	91	2.2	1.2%	1,013	1.6%
Kia	Niro	91	83	9.6	1.1%	482	0.7%
Haval	H6	81	120	-32.5	1.0%	646	1.0%
Polestar	Polestar 2	80	0	8,000.0	1.0%	497	0.8%
Kia	Cerato	76	94	-19.1	0.9%	199	0.3%
Subaru	Outback	74	83	-10.8	0.9%	606	0.9%
Skoda	Superb	73	75	-2.7	0.9%	439	0.7%
Volkswagen	Tiguan	68	119	-42.9	0.8%	468	0.7%
Hyundai	Santa Fe	66	121	-45.5	0.8%	658	1.0%
Toyota	Fortuner	62	61	1.6	0.8%	317	0.5%
Nissan	X-Trail	61	88	-30.7	0.8%	801	1.2%
Peugeot	3008	57	51	11.8	0.7%	279	0.4%
Skoda	Kodiaq	55	53	3.8	0.7%	326	0.5%
Honda	CR-V	53	91	-41.8	0.7%	620	1.0%
Toyota	C-HR	53	52	1.9	0.7%	370	0.6%
Land Rover	Defender	52	41	26.8	0.6%	315	0.5%
Suzuki	Ignis	51	82	-37.8	0.6%	432	0.7%
Ford	Escape	49	20	145.0	0.6%	402	0.6%
Ford	Puma	47	72	-34.7	0.6%	268	0.4%
MG	3	47	53	-11.3	0.6%	556	0.9%
Kia	Sorento	45	24	87.5	0.6%	767	1.2%
Mini	Hatch	45	65	-30.8	0.6%	244	0.4%
Suzuki	Baleno	44	106	-58.5	0.5%	550	0.9%
Volkswagen	T-Roc	44	119	-63.0	0.5%	178	0.3%
Subaru	XV	43	61	-29.5	0.5%	372	0.6%
Others		1,831	3,671	-50.1	22.7%	20,740	32.2%
Total		**8,050**	**9,951**	**-19.1**	**100.0%**	**64,475**	**100.0%**

End of road for petrol model

Corollas powered only by petrol are being pulled from the Kiwi market by the end of 2022 with electrified versions of the model then being offered.

An exception to the shift is the GR Corolla because it's considered to be a "niche performance vehicle".

Steve Prangnell, Toyota NZ's general manager of sales, says the decision to no longer offer petrol-only engines in mainstream Corollas is driven by consumer preference for hybrid-electric powertrains and the marque's aim to cut the carbon footprint of its new-vehicle sales.

"For some time, Toyota's hybrid-electric powertrain has been the most popular choice across not just the Corolla range, but passenger cars generally. We've reached the tipping point of sentiment towards hybrid-electric options and our customer focus is reflected by this change.

"We're also committed to reducing the emissions of our new-vehicle range, and are on-track to exceed the government's 2023 clean car standard target for Toyota and Lexus."

Prangnell adds with many of Toyota's models now available as hybrids, "the cost of buying a new hybrid electric compared to a petrol-only vehicle has basically been eliminated".

"For buyers of electrified Toyotas, there's a small premium to recover development and additional materials costs. However, the clean car rebate is helpful in reducing that premium, especially for our hybrid electrics."

NEW BRANDS EXPECTED

Two subsidiary brands of Great Wall Motors (GWM) – Ora and Tank – are set to be launched in New Zealand by the end of this year or in early 2023.

The timing hinges on a range of factors, such as the cost of raw materials for batteries.

Ora is an electric vehicle (EV)

The GWM Ora Good Cat

specialist at the more affordable end of the market and Tank is known for its SUVs.

Christchurch-based Cockram Motor Group is now promoting GWM Ora with registrations of interest being taken for the Good Cat and its GT variant.

Its website describes the model as "the new standard for affordable EVs – premium and sophisticated". It has an estimated real-world range of 420km thanks to its 64kW battery and can be 80 per cent charged in 45 minutes.

GWM's Tank variants for New Zealand are yet to be confirmed.

MARQUES HIT BY RECALLS

Toyota has recalled it first battery EV (BEV) because of concerns wheels could fall off due to a problem with bolts connecting them to the chassis.

The company has advised some 2,700 owners they shouldn't drive their SUVs until a remedy is available.

The recall in late June comes about two months after the bZ4X was launched in Japan, while demand for the model in other countries means its Kiwi debut has been delayed to 2023.

In addition, Subaru has called back 403 of its Solterra EVs it developed with Toyota because of loose bolts.

There have been issues with other BEVs. The Hyundai Ioniq 5 and Kia EV6 have been recalled because a problem with the shift-by-wire system and shift control unit (SCU) could result in them rolling away while in "park". The solution to the problem is through a software update.

The call-backs concern 2021 and 2022 model-year Ioniq 5s, and 2022 EV6s, which share the same E-GMP dedicated electric architecture.

Hyundai says: "If a slight voltage fluctuation were to occur in the system while the vehicle is off and in the park position, it could interrupt the command signal from the SCU to the electronic parking pawl actuator [EPPA].

"This could result in disengagement of the EPPA, increasing the risk of a rollaway if parked on an incline with the electric parking brake not engaged."

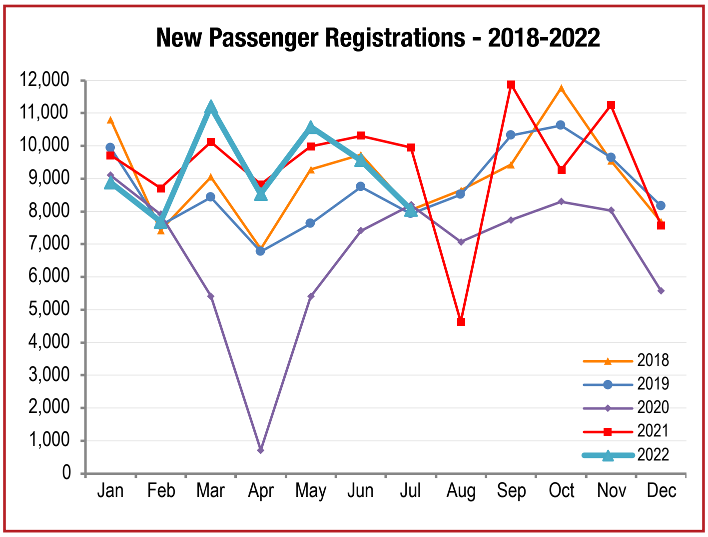
Toyota NZ has recalled 744 Highlanders for a potential problem with the seat-back frame on certain vehicles.

The precautionary call-back applies to some models built between December 2019 and June 2021, "to confirm and, if necessary, modify the frame".

Finally, Ford NZ has recalled some Focus models built in 2022, and Fiesta STs made between 2019 and 2022, over a potential fire risk stemming from an engine-oil separator issue.

Sales tumble

There were 8,050 new cars registered in July, which was down by 19.1 per cent from 9,951 in the same month of last year. Toyota's RAV4 was the leading model on 690 units for a market share of 8.6 per cent. The Mitsubishi Outlander was second on 685 with Toyota's Highlander third on 335. The top five was completed by the Suzuki Swift with 272 and Mitsubishi's ASX on 248. Toyota topped the marques' ladder with 1,770 registrations. Next up were Mitsubishi on 1,169 and Suzuki with 719.



BID TO DOUBLE SALES

Maserati says the arrival of the MC20 super-car is the first five new models being launched down under in the next year to 18 months.

Grant Barling, general manager of Maserati Australia and New Zealand, says all MC20s will be bespoke and built to confirmed orders, so there will be none made available for local stock.

Its dealer network across the two countries is now preparing to see sales volumes double in more than 12 months, kicking off with the all-new Grecale small luxury SUV at the start of 2023.

Maserati is also developing fully electrified vehicles, and more mild hybrid drivetrains than those currently powering the Levante and Ghibli.

The Grecale will initially offer a mild hybrid V6 powertrain with a BEV model slated for 2025.

Also on the agenda is a MC20 cabriolet, while the new GranTurismo and GranCabrio will likely have some level of electrification.

Dealers battle tighter margins

Traders are having to work "harder and smarter" to limit how much the rising prices they are having to pay for commercial vehicles in New Zealand and Japan eats into their profit margins.

That's the view of Gareth Karrasch, director of SCM Commercials in Drury, south of Auckland, who says prices are increasing as stock becomes harder to secure.

He visited Japan in June and, while happy with the latest vehicles he has acquired from there, he admits it isn't always easy trying to source some models.

"I was having trouble buying here and was keen to get a closer look at what was available in Japan," he explains.

"The market is pretty tough and certainly tougher than I thought. Stock levels are way down and prices are up. If you see something you want, you've got to pay good money for it.

"I've got okay numbers in terms of stock for what I'm looking for, but it can be challenging."

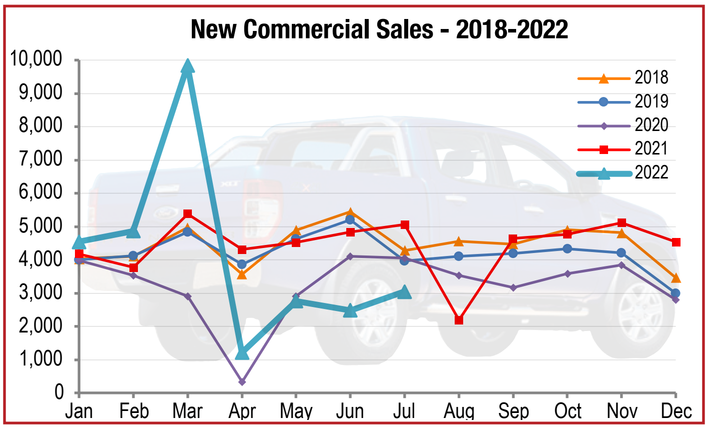
Karrasch adds while he mostly buys utes and vans from across New Zealand, the market here is much the same as in Japan.

"It's tight out there to get the right stuff," he told Autofile. "You can get it but, again, you have got to pay good money.

"The utes have always been hard to find even when times were good because everyone was chasing them."

A major challenge currently facing dealers is trying to maintain margins on sales and being able to present a vehicle for sale at an effective cost.

"If the sticker price has gone up say $2,000, I don't get the full $2,000 because general costs of everything that go into preparing



New Commercial Sales by Make - July 2022

MAKE	JUL '22	JUL '21	+/- %	JUL '22 MKT SHARE	2022 YEAR TO DATE	2022 MKT SHARE
Toyota	1,121	1,074	4.4	36.8%	6,989	24.3%
Ford	595	1,546	-61.5	19.5%	5,770	20.1%
Mitsubishi	241	525	-54.1	7.9%	4,983	17.3%
Isuzu	161	301	-46.5	5.3%	1,957	6.8%
Fuso	109	89	22.5	3.6%	711	2.5%
LDV	84	236	-64.4	2.8%	1,423	4.9%
Nissan	76	227	-66.5	2.5%	1,332	4.6%
Hino	67	74	-9.5	2.2%	544	1.9%
Fiat	65	50	30.0	2.1%	357	1.2%
Scania	61	50	22.0	2.0%	258	0.9%
Volkswagen	61	106	-42.5	2.0%	529	1.8%
Mazda	47	160	-70.6	1.5%	509	1.8%
Hyundai	44	116	-62.1	1.4%	412	1.4%
Mercedes-Benz	41	61	-32.8	1.3%	418	1.5%
Ram	40	10	300.0	1.3%	238	0.8%
Renault	28	61	-54.1	0.9%	171	0.6%
Iveco	24	33	-27.3	0.8%	206	0.7%
Volvo	23	8	187.5	0.8%	93	0.3%
Chevrolet	22	21	4.8	0.7%	101	0.4%
Foton	21	23	-8.7	0.7%	159	0.6%
Others	119	287	-58.5	3.9%	1,591	5.5%
Total	**3,050**	**5,058**	**-39.7**	**100.0%**	**28,751**	**100.0%**

New Commercial Sales by Model - July 2022

MAKE	MODEL	JUL '22	JUL '21	+/- %	JUL '22 MKT SHARE	2022 YEAR TO DATE	2022 MKT SHARE
Toyota	Hilux	957	808	18.4	31.4%	5,739	20.0%
Ford	Ranger	580	1,418	-59.1	19.0%	5,476	19.0%
Mitsubishi	Triton	179	489	-63.4	5.9%	4,641	16.1%
Toyota	Hiace	131	208	-37.0	4.3%	1,067	3.7%
Isuzu	D-Max	76	241	-68.5	2.5%	1,355	4.7%
Nissan	Navara	76	227	-66.5	2.5%	1,331	4.6%
Fiat	Ducato	64	50	28.0	2.1%	356	1.2%
Mitsubishi	Express	62	36	72.2	2.0%	341	1.2%
Mazda	BT-50	47	160	-70.6	1.5%	509	1.8%
Isuzu	N Series	42	33	27.3	1.4%	241	0.8%
Fuso	Canter 616 City	40	25	60.0	1.3%	187	0.7%
Ram	1500	38	10	280.0	1.2%	216	0.8%
Hyundai	Staria Load	34	2	1,600.0	1.1%	368	1.3%
Hino	500	33	35	-5.7	1.1%	273	0.9%
Toyota	Land Cruiser	33	58	-43.1	1.1%	182	0.6%
Isuzu	F Series	32	18	77.8	1.0%	247	0.9%
Mercedes-Benz	Sprinter	32	44	-27.3	1.0%	346	1.2%
Hino	300	29	28	3.6	1.0%	194	0.7%
LDV	T60	28	64	-56.3	0.9%	384	1.3%
Volkswagen	Amarok	28	49	-42.9	0.9%	178	0.6%
Others		509	1,055	-51.8	16.7%	5,120	17.8%
Total		**3,050**	**5,058**	**-39.7**	**100.0%**	**28,751**	**100.0%**

it and getting it onto the yard are also going up.

"Margins are a bit squeezed at the moment. You've just got to work hard to get the right vehicles and see if you can save any other costs.

"For example, we used to get tyres fitted at a local business on a trade account, but we now have our own person to fit them and that's saving us about $50 every time we buy a tyre."

Demand for commercials remains strong across a broad range of models, according to Karrasch, with nothing particularly in demand over and above any other model types.

However, he notes Toyota's Hiace continues to be highly sought after by customers and those are "pretty well-represented on the market".

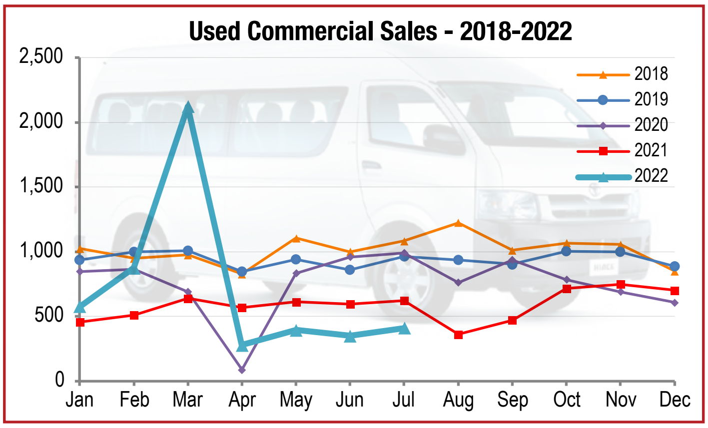
"There are some models I would like. But I can't get them at the moment and I have customers waiting for stuff.

"It's tricky. Three to four years ago, models across the range would be there to buy and there were enough of them out there."

Karrasch predicts the availability and supply of new and used commercials is unlikely to change anytime soon, and says Japan and New Zealand are in similar situations.

"There's less new stock, the later-model stuff is staying in the domestic market, which drives the prices up, and that in turn flows through the whole market whether new or used. New vehicles are facing a nine-month wait in Japan and, at some point, the delays in getting used vehicles are going to catch up with them.

"There's no quick solution to the supply problem and that part of the industry will stay tight for the rest of the year, so we have just got to make do with what we've got."



MARKET STILL SLOW

There were 3,050 new commercials sold in July, which was down by 39.7 per cent when compared to 5,058 during the same month in 2021.

The Toyota Hilux was the top model with 957 sales. It was followed by Ford's Ranger with 580 and Mitsubishi's Triton with 179.

As for used-imported commercials, there were 409 registered in July compared to 621 in the same month last year for a decrease of 34.1 per cent.

Used Commercial Sales by Make - July 2022

MAKE	JUL '22	JUL '21	+/- %	JUL '22 MKT SHARE	2022 YEAR TO DATE	2022 MKT SHARE
Toyota	148	245	-39.6	36.2%	1,776	35.5%
Nissan	72	133	-45.9	17.6%	1,340	26.8%
Hino	46	43	7.0	11.2%	415	8.3%
Isuzu	33	35	-5.7	8.1%	335	6.7%
Mitsubishi	27	35	-22.9	6.6%	238	4.8%
Ford	23	25	-8.0	5.6%	187	3.7%
Daihatsu	8	9	-11.1	2.0%	71	1.4%
Holden	8	15	-46.7	2.0%	113	2.3%
MAN	5	0	500.0	1.2%	11	0.2%
Suzuki	5	5	0.0	1.2%	59	1.2%
Iveco	4	1	300.0	1.0%	13	0.3%
Mazda	4	11	-63.6	1.0%	83	1.7%
Chevrolet	3	12	-75.0	0.7%	54	1.1%
Dodge	3	3	0.0	0.7%	27	0.5%
Fiat	2	3	-33.3	0.5%	18	0.4%
GMC	2	2	0.0	0.5%	25	0.5%
Kenworth	2	3	-33.3	0.5%	20	0.4%
Scania	2	0	200.0	0.5%	6	0.1%
DAF	1	1	0.0	0.2%	13	0.3%
Fuso	1	2	-50.0	0.2%	19	0.4%
Others	10	38	-73.7	2.4%	183	3.7%
Total	**409**	**621**	**-34.1**	**100.0%**	**5,006**	**100.0%**

Used Commercial Sales by Model - July 2022

MAKE	MODEL	JUL '22	JUL '21	+/- %	JUL '22 MKT SHARE	2022 YEAR TO DATE	2022 MKT SHARE
Toyota	Hiace	95	173	-45.1	23.2%	1,284	25.6%
Hino	Dutro	31	22	40.9	7.6%	286	5.7%
Nissan	NV350	26	65	-60.0	6.4%	819	16.4%
Toyota	Dyna	26	33	-21.2	6.4%	204	4.1%
Isuzu	Elf	21	23	-8.7	5.1%	217	4.3%
Fuso	Canter	18	22	-18.2	4.4%	138	2.8%
Nissan	NV200	16	4	300.0	3.9%	107	2.1%
Toyota	Toyoace	13	20	-35.0	3.2%	89	1.8%
Hino	Ranger	12	15	-20.0	2.9%	108	2.2%
Isuzu	Forward	9	7	28.6	2.2%	84	1.7%
Daihatsu	Hijet	8	9	-11.1	2.0%	70	1.4%
Ford	Ranger	8	14	-42.9	2.0%	94	1.9%
Nissan	Atlas	8	14	-42.9	2.0%	86	1.7%
Nissan	Civilian	8	6	33.3	2.0%	37	0.7%
Ford	F-100	7	9	-22.2	1.7%	15	0.3%
Nissan	Caravan	6	26	-76.9	1.5%	212	4.2%
Toyota	Hilux	6	9	-33.3	1.5%	66	1.3%
Ford	F-150	5	2	150.0	1.2%	33	0.7%
Suzuki	Carry	5	5	0.0	1.2%	55	1.1%
Toyota	Regius	5	6	-16.7	1.2%	75	1.5%
Others		76	137	-44.5	18.6%	927	18.5%
Total		**409**	**621**	**-34.1**	**100.0%**	**5,006**	**100.0%**

MOANAblue
independent vehicle shipping & logistics

More changes for finance laws

The government is making extra alterations to rules lenders must apply so borrowers will no longer be unfairly penalised when applying for loans.

Amendments to the Credit Contracts and Consumer Finance Act (CCCFA) were introduced in December last year but have been blamed for people's applications being canned even though they could meet repayments.

David Clark, Minister of Commerce and Consumer Affairs, announced some changes to regulations in March ahead of an investigation by the Ministry of Business, Innovation and Employment (MBIE) and the Council of Financial Regulators (CFR).

Clark revealed on August 2 that more "clarifications" will be made to the laws and come into effect by March 2023.

They include narrowing the expenses considered by lenders, and relaxing assumptions financiers are required to make about credit cards and buy-now, pay-later schemes. Another is helping make debt refinancing or consolidation more accessible if appropriate for borrowers.

"Earlier this year, we heard stories about loans being declined because people had spent money on takeaways and streaming services," says Clark. "This wasn't the purpose of the CCCFA."

He notes banks, budget advisers, the opposition and government all support regulations that stop vulnerable people from taking on unaffordable debt. "It is, however, vital New Zealanders can maintain access to safe, responsible and affordable credit.

"While the government made initial changes to address the most clearly articulated concerns in the shortest timeframe, these clarifications announced will assist lenders with some of the more technical aspects of the legislation."

Clark says officials at MBIE and the CFR have also looked at the CCCFA's implementation.

Their joint report notes the regulations have had some impact on home loans, but other factors such as loan-to-value restrictions, rising interest rates, inflation and a market slowdown have also contributed to declines in home and consumer lending.

On the other hand, says Clark, financial mentors are reporting they are now better able to identify and report irresponsible lending, and there has been an increase in referrals to financial helpline MoneyTalks.

Import levels flat

Imports of new cars came in at 9,397 in July. This was 1.4 per cent more than in the same month of 2021 and only 0.6 per cent lower than June's 9,455 units.

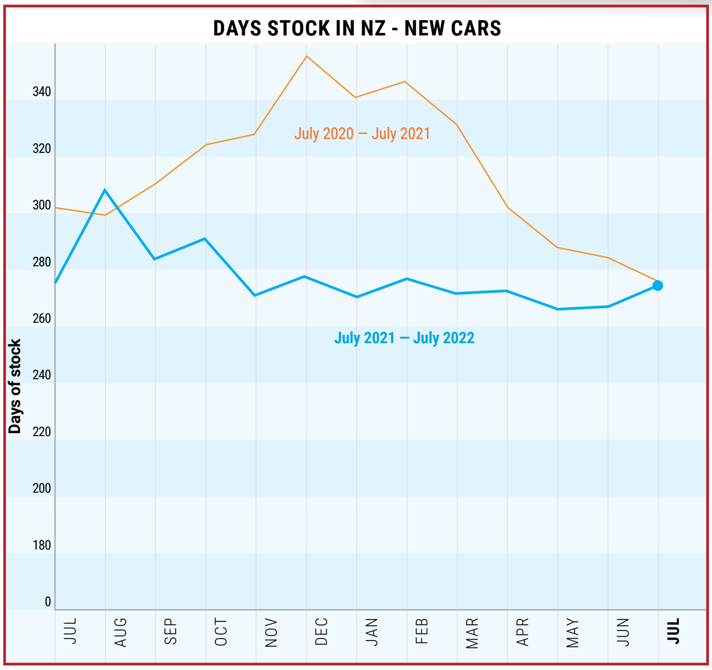
Registrations of new passenger vehicles totalled 8,050 last month, which was down 15.7 per cent from June and a drop of 19.1 per cent from July 2021's figures.

The numbers have resulted in the stock of new cars still to be registered increasing by 1,347 to 81,971. Daily registrations, as averaged over the previous 12 months, stand at 299 units per day – up from 285 a year earlier.

July's results mean stock at-hand has fallen to 275 days, or nine months, if sales continue at the current rate. In the same month of 2021, stock-at-hand stood at 278 days.

Dealer stock of new cars in New Zealand

	CAR SALES IMPORTED	CAR SALES REGISTERED	VARIANCE	STOCK	DAILY SALES - 12-MONTH AVERAGE	DAYS STOCK AT HAND
Jul '21	9,264	9,954	-690	79,266	285	278
Aug '21	10,921	4,609	6,312	85,578	279	307
Sep '21	8,725	11,853	-3,128	82,450	290	284
Oct '21	12,086	9,248	2,838	85,288	293	291
Nov '21	8,119	11,227	-3,108	82,180	301	273
Dec '21	10,322	7,559	2,763	84,943	307	277
Jan '22	6,367	8,943	-2,576	82,367	305	270
Feb '22	8,517	7,657	860	83,227	302	276
Mar '22	10,322	11,198	-876	82,351	305	270
Apr '22	8,555	8,524	31	82,382	304	271
May '22	8,890	10,558	-1,668	80,714	306	264
Jun '22	9,455	9,545	-90	80,624	304	265
Jul '22	**9,397**	**8,050**	**1,347**	**81,971**	**299**	**275**
Year to date	**61,503**	**64,475**				
Change on last month	**-0.6%**	**-15.7%**		**1.7%**		
Change on Jul 2021	**1.4%** MORE IMPORTED	**-19.1%** LESS SOLD		**3.4%** MORE STOCK		



Tackling big industry issues

While the government's clean cars programme and emissions reduction plan have dominated this year's headlines, the Imported Motor Vehicle Industry Association (VIA) worked on a plethora of other matters over the past financial year.

David Vinsen, chief executive, is pleased tyres have been declared a priority product under the Waste Minimisation Act and that an accredited product stewardship scheme can now be implemented.

"The reason for VIA's involvement is that levies are to be charged on the importation of every tyre, and we want to ensure the levies are fair and easily administered," he says.

"This initiative is the culmination of more than 18 years' work by governments and industry groups, but it wasn't until the government mandated tyres as a priority product that it came to fruition."

Vinsen represents VIA as a trustee of Auto Stewardship NZ, which is involved in the scheme for old tyres.

In addition, it's likely other automotive components will be included in similar initiatives, such as batteries.

"The scrappage scheme trial may contribute to end-of-life vehicles being included."

Two other key issues highlighted by Vinsen in his annual report are Covid-19 and biosecurity.

With the pandemic, VIA has monitored government regulations and announcements, prepared alerts to advise the industry of changing requirements, and has convened, facilitated and chaired working groups comprising key industry experts and officials, "as we had done the previous year".

As for protecting our borders, the Ministry for Primary Industries has decided to keep its biosecurity functions for imported vehicles onshore in New Zealand – and not to return inspectors to Japan.

"This decision emphasises the responsibility of border-inspection organisations to ensure they have the best possible systems and procedures in place in Japan," says Vinsen.

"VIA has continued to liaise closely with industry and government agencies to ensure biosecurity risks associated with importing vehicles are minimised, and that a commercial, pragmatic system was implemented."

The association is also involved in research, consultations and submissions on issues affecting the used-imported vehicle industry.

Stock levels slide

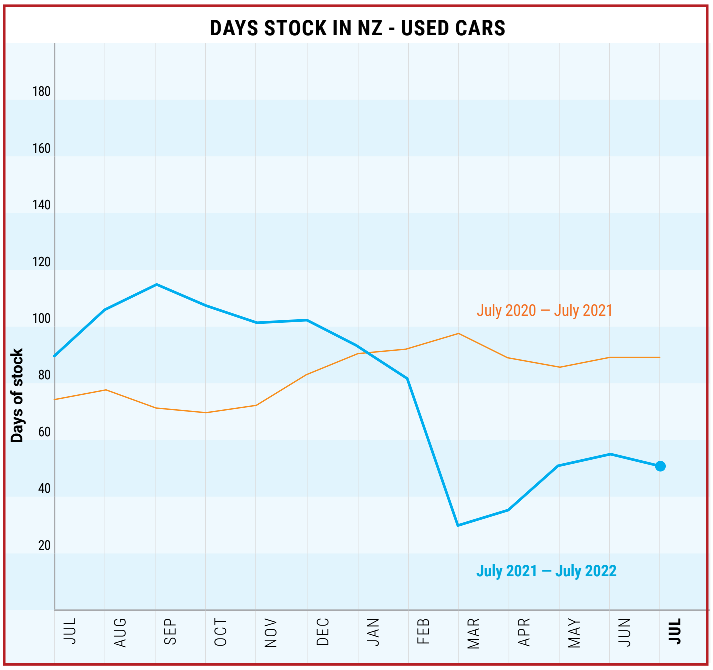
There were 6,506 used cars imported in July for a decrease of 52.6 per cent from 13,728 units in the same month of 2021.

The monthly figure was also a drop of 25.3 per cent from 8,710 vehicles in June.

A total of 8,243 units were registered during July – the highest amount of the past four months. The number was 11.2 per cent higher than June's 7,411 units but down 37.2 per cent from 13,121 registrations during July 2021.

With 1,737 fewer used cars imported than registered last month, it brought unregistered stock on dealers' yards, or in compliance shops, to 17,358 units. This was 43.6 per cent below the total of 30,752 at the end of July last year.

Average daily registrations fell to 331 and there was 52 days' stock remaining.



Dealer stock of used cars in New Zealand

	CAR SALES IMPORTED	CAR SALES REGISTERED	VARIANCE	STOCK	DAILY SALES - 12-MONTH AVERAGE	DAYS STOCK AT HAND
Jul '21	13,728	13,121	607	30,752	338	91
Aug '21	11,932	7,096	4,836	35,588	332	107
Sep '21	9,155	7,430	1,725	37,313	324	115
Oct '21	8,680	10,631	-1,951	35,362	327	108
Nov '21	9,650	11,330	-1,680	33,682	332	102
Dec '21	10,766	10,109	657	34,339	334	103
Jan '22	6,933	10,105	-3,172	31,167	336	93
Feb '22	7,149	10,726	-3,577	27,590	340	81
Mar '22	7,890	24,343	-16,453	11,137	377	30
Apr '22	7,999	6,507	1,492	12,629	367	34
May '22	12,047	6,880	5,167	17,796	355	50
Jun '22	8,710	7,411	1,299	19,095	344	55
Jul '22	**6,506**	**8,243**	**-1,737**	**17,358**	**331**	**52**
Year to date	**57,234**	**74,215**				
Change on last month	**-25.30%**	**11.2%**		**-9.1%**		
Change on Jul 2021	**-52.61%** LESS IMPORTED	**-37.2%** LESS SOLD		**-43.6%** LESS STOCK		