www.autofile.co.nz

JULY 2023

autofile

THE TRUSTED VOICE OF THE NZ AUTO INDUSTRY FOR NEARLY 40 YEARS

Call to slam brakes on emissions plan

A car being emissions-tested under the WLTP regime

New-vehicle sector urges officials to let Australia take lead or risk threatening distributor viability and reducing consumer choice

The Motor Industry Association (MIA) is calling for the government to delay introducing tougher vehicle exhaust emissions standards until after Australia has adopted such rules so a "balanced transition" can be delivered to the local market.

It fears if regulations here are stricter than those across the Tasman it will lead to a drop in the number of new cars and models being imported and put extra strain on the dealer network.

It would also mean less choice for consumers, less competition and increased prices, the MIA warns in its submission to the Ministry of Transport (MoT).

"The extent of disruption that will be caused to the new-vehicle industry if New Zealand forces Euro 6d compliance ahead of Australia with no clear benefit for petrol vehicles is extremely concerning to the MIA," it adds.

Aimee Wiley, chief executive officer, and Mark Stockdale, principal technical adviser, put together the submission in response to proposed amendments to the Land Transport Rule: Vehicle Exhaust Emissions 2007.

Under the updates, all new light vehicles crossing the border will shift from having to meet the Euro 5 standard to Euro 6d, and approximate Japanese and US equivalents, by February 2026.

[continued on page 4]

GUEST EDITORIAL

Noble intentions but opposite outcome

There are other ways to lower transport emissions than just EVs, says Lee Marshall

LEE MARSHALL
Chief executive
Motor Trade Association

Evidence that electric vehicles (EVs) have a lower carbon footprint is undeniable, especially in a country such as New Zealand where electricity generation is more than 80 per cent renewable.

EVs will soon become the new normal for a simple reason – every major marque has committed to an electric future.

It's worth remembering that we are a micro-market made doubly small as half of the vehicles we register every year are used imports. That's why Australia, roughly five times our population, registers 10 times as many (genuinely) new vehicles annually.

As such, a more considered approach to reducing transport's carbon dioxide (CO2) emissions is required. It's tempting to disincentivise anything that's not electric and think we will get more EVs. In reality, there will be many unintended consequences.

Most recently, we gave feedback on the possible adoption of Euro 6 emissions standards for new vehicles. While the MTA supports increasing standards generally, moving ahead of Australia could have disastrous consequences for the supply of new vehicles. We source most of our fleet from Japan, which is yet to adopt equivalent standards, and marques aren't going to make special variants just for us.

Moving ahead of Australia would mean three things in relatively quick succession.

Firstly, there would be a lot less new vehicles available in our market and increased costs on the rest. Temporary manufacturer withdrawals would be a real possibility, but EV supply lines wouldn't improve as a direct consequence.

Secondly, as new-vehicle supply constraints or as costs become prohibitively high, next will be increased demand for older and less-efficient used imports with higher pricing to follow.

Thirdly and ultimately as the middle of the market gets priced out, many will opt to run 15-year-old cars for a few more years – the worst possible outcome.

Intentions can be noble, but outcomes the opposite of intentions, and there are other ways to decrease emissions without being so myopically focused on EVs.

Any new vehicle that replaces something more than 10 years old is a huge step forward. The 2023 Ford Ranger has lower CO2 emissions than a 2013 Toyota Corolla. Compare the same Corolla to a hybrid 2023 variant and it produces half the carbon. There are huge gains to be made by simply having a newer fleet.

And quite why we would want to dissuade someone from buying a new Suzuki Swift is beyond me. Compared to anything it replaced, it could only be a positive thing.

Yet we continue to push for regulation that would see it swapped for a 12-year-old Japanese import or, worse still, would-be buyers decide to run their 15-year-old Mitsubishi Lancers with 200,000km for a few more years.

autofile

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

Autofile magazine is also available online as a readable file or downloadable as a PDF. Subscriptions are available at Autofile Online – www.autofile.co.nz. Back copies are also available on the website.

Copyright: Published monthly by 4Media Ltd

 ISSN 0112-3475 (print) **ISSN 2350-3181** (online)

FSC www.fsc.org MIX Paper from responsible sources FSC® C102598

[continued from page 1]

Officials also want to change the minimum requirement for used imports from Euro 4 to Euro 5 by early next year before raising the setting to Euro 6d no later than January 2028.

The MoT outlined in May its proposals to reduce pollution from vehicles that cause significant harm to human health. Submissions closed in late June. Indicative timeframes assume the amendment rule will be published in the New Zealand Gazette this month.

"The actual date the rule is gazetted may differ, meaning entry into force may fall on a later date to allow for appropriate lead-in time," the MoT adds.

The MIA supports reducing vehicle emissions to improve climate and health impacts, and to clean up the entire fleet, but "the likely costs and impacts outweigh the benefits of mandating Euro 6 ahead of Australia".

It calls on the MoT to take a "pragmatic, feasible and balanced approach" to the timing of changes to the vehicle exhaust emissions rule, and to consider the real-world benefits and impacts on consumers.

This is considered crucial if the new-vehicle market is to maintain a steady supply of suitable products at affordable price-points for Kiwis.

"Forcing compliance with standards ahead of Australia creates significant and complex challenges that wouldn't otherwise exist," Wiley and Stockdale point out in the submission.

"Several volume brands advise they will be forced to drop models from their line-ups if these dates are implemented, with further models at risk due to the timing and engineering support required to convert to the new standard.

"These brands won't be able to rely on Australian market volumes to absorb the costs of re-engineering. Development costs associated with the changes, and New Zealand's relatively low volume compared to other markets, means that even if some models are able to be retained, the added expense will need to be passed onto the consumer."

The Federal Chamber of Automotive Industries (FCAI), the MIA's counterpart across the Tasman, reports the Australian government has advised the Euro 6d start date there will be aligned with improving fuel standards.

According to the FCAI, this means the current timing is for "newly introduced models" to meet Euro 6d from July 2025 and "all existing models" from July 2028.

MIA members say they require a 24-month notice period from the adoption of any new rule due to production planning timeframes, which would closely align with the expected schedule for changes in Australia.

Wiley and Stockdale list a number of suggested requirements before introducing the Euro 6d standard in New Zealand. These ▶

Sales impact

The MIA has opposed new heavy vehicles shifting to Euro VI-e as proposed in the amended emissions rule.

It is concerned about the timing for its introduction as well as removing ADR 80/04 as an accepted standard from November 1, 2026.

"If Euro VI-e is introduced as currently proposed, we estimate a significant portion of currently planned heavy-vehicle model ranges will be at risk leading to significant and severe curtailing in choice and availability," the MIA's submission states.

"This is because some of the biggest suppliers of volume-selling [light] trucks into New Zealand can only supply models that meet the Australian standards."

In addition, some models with high-gross vehicle masses are uniquely manufactured for the Australasian market.

Some MIA members estimate their model choice would be reduced by 50 per cent, some models or whole brands dropped entirely, and annual sales volume would drop by half if ADR 80/04 is removed from the rule from November 2026. The association does support moving to Euro VI-c with its only concern being timing because its members require a 24-month notice period from adopting a new vehicle exhaust emissions rule due to production planning timeframes.

In addition, the MIA backs proposed timeframes for introducing standards for motorbikes. However, it thinks mopeds should be exempted as they are ideally suited to electrification.

include, at a minimum, the proposed date of February 1, 2025, for newly introduced models to be moved out in accordance with its call for 24 months' notice.

They repeat the MIA's desire for Euro 6d not to be mandated in New Zealand until it is adopted in Australia and, likewise, it doesn't support mandating Euro 6e or Euro 7 until it has been introduced across the Tasman.

"The further cost increase per vehicle – in addition to the cost increase associated with Euro 6d – to meet the Euro 7 standard would prove cost prohibitive, meaning many models would cease to be imported to New Zealand," they warn.

The MIA also recommends revoking the new clause 6.1 as it opposes the point of compliance being when the vehicle is "certified for entry into service" and urges retention of the existing rule protocol of the point of compliance being the "date of manufacture".

Further explaining the association's views on the MoT's proposals, Wiley and Stockdale outline why the MIA is concerned about the timing of introducing stricter standards.

"Volume and margin drive allocation. Historically, New Zealand and Australian product standards have aligned. If New Zealand standards get out of sync with Australian standards, then New Zealand's position is considerably weakened.

"Without the support of Australian volumes, New Zealand has neither volume nor margin to drive priority allocation on a global basis."

If this occurs, some local distributors will have to seek alternative products without any guarantee of volume allocation, while others may face black-out production periods or permanent removal of models for sale here.

Some members could seek re-engineering and design changes ahead of any alteration to the Australian Design Rules.

However, the MIA cautions this will prove cost prohibitive on many vehicles – the resulting expense per unit will be too high to remain competitive and likely lead to models being withdrawn.


A Mercedes-Benz being put through its paces

The MIA notes Euro 6d vehicles will also initially cost consumers more to buy and operate compared to Euro 5. It predicts the cost of each Euro 6d petrol vehicle will increase between $300 and $4,000, depending on make and model.

Meanwhile, prices for Euro 6d diesel vehicles are anticipated to climb between $2,700 and $5,000 initially, in part due to the mandatory addition of a selective catalyst-reduction system.

Further negative impacts if standards change too soon may include losing volumes and models, which will cause distributor viability concerns, placing extra strain on dealers, creating less consumer choice and market competition, and increasing prices.

"All of which negatively impacts consumers and the likely achievement of real-world emission improvements from the rule change," the MIA's submission explains.

"Some models likely to be impacted are lower-priced light and small cars for which there are few affordable Euro 6d alternatives. This means owners may not be able to afford to upgrade these models, and retain them for longer or replace them with a second-hand model within their budget with no benefit to reducing emissions.

"Light commercials will be further disproportionately impacted due to a lack of alternatives and the majority are not complied to Euro standards."

The MIA recommends consideration for an exemption process for certain critical or important models that have a unique function in the domestic market.

With regard to existing older vehicles in the fleet, the MIA supports and encourages the urgent development of a strategy and policies to improve air quality and current emissions.

For used light vehicles about to enter our fleet, it backs lifting standards from Euro 4 to Euro 5, but doesn't support including Japan 2005 Low Harm from February 2024. Instead, it recommends that Japan 2018 be adopted sooner.

"This is because the Japan 2005 standard means these vehicles could be up to 18 years old, whereas the Japan 2018 standard has already been in place for six years and is unlikely to negatively impact the supply of used vehicles.

"Delivering real-world emissions and air-quality improvements is difficult to achieve if the used market continues feeding the New Zealand fleet with higher polluting vehicles."

Emissions rule approach 'arbitrary'


"Most used imports from Japan not only meet but exceed requirements for Euro 5 and, arguably, even Euro 6," says VIA's Kit Wilkerson

Photo: Raisuke Numata/Shipspotting.com

The Imported Motor Vehicle Industry Association (VIA) is objecting to the way the government has assigned standard equivalencies in consultation documents on changes to the exhaust emissions rule.

It backs the proposed timeline for transitioning used and new light vehicles to Euro 5 and Euro 6 respectively.

However, that support is contingent on the Ministry of Transport (MoT) adjusting its methods on correlating European standards with those in Japan before proceeding.

VIA describes the way the government has proposed aligning different regimes as "arbitrary and biased towards EU standards", and it's on that basis the association "must object to the current policy on grounds of market fairness".

Kit Wilkerson, head of policy and strategy, says: "Unfortunately, while VIA supports most of the policy as proposed, there are several factual errors that we must address.

"We have provided a quantified model that compares the equivalency of standards and argue that policies should be adjusted accordingly.

"Otherwise, we support the proposed timeline and are open to discussing further strategies to reduce harm from emissions."

Wilkerson says VIA is also offering a more ambitious counterproposal in addition to a methodology for comparing standards.

"We propose a redesign that would lead to even more harm reduction in the short and long term while maximising options for the public to transition to less harmful options," he explains.

"The modified standard we propose would proportionally restrict vehicles based on harm. Diesel-vehicle emissions, known to cause more harm than petrol emissions, should be subject to stricter restrictions.

"By prioritising harm reduction, we can remove a higher percentage of more harmful vehicles, allowing consumers to opt for less harmful alternatives for which there should remain a wider range of options.

"This approach ensures a greater reduction in overall harm and a smooth transition to strategies used in Euro 7."

While VIA's submission primarily focuses on light imports, it believes its methodology, arguments and results of its harm-based modelling should be applied across all vehicle types.

It has come up with two approaches to using the evidence it has provided. The first is to implement the emissions standard as proposed with modifications focused on more accurately harmonising Euro and Japanese standards.

The second option is the counterproposal, which offers a more aggressive application of harm reduction, increased social welfare, and "a logical and pragmatic transition".

Wilkerson says VIA's methodology should be applied consistently across the inventory of imports and among its arguments is applying restrictions relative to the harm vehicles cause.

He says: "This is at odds with the amendments under consultation, which are being applied across the fleet and market groups evenly. That means the government is proposing to restrict already low-harm vehicles with as much ambition as applied to high-harm vehicles.

"We argue, however, that the goal should be a reduction in absolute harm so the amount of restriction applied should be directly proportional to the amount of harm caused.

"For example, heavily restricting diesel vehicles would be more beneficial than imposing restrictions to get proportional improvements on both more harmful and less harmful vehicles.

"In addition, to prevent people from buying high-harm vehicles, we want to maximise options for lower-harm vehicles."

Wilkerson notes applying the standard equally across market segments looks ambitious on paper, but reduces options for transition, which in turn will reduce the speed and efficiency of the initiative.

VIA's proposal adopts the same strategy that Euro 7 does by moving towards fuel-agnostic limits.

"There is no reason we could not or shouldn't do this now. While it isn't feasible to move all in one step, we propose a transition that would promote incremental steps towards the goal. This has the added benefit of removing the risk of having to make the 'one step' later when we do adopt Euro 7.

"We would recommend adopting a harm limit similar to our modelling or basing the decision of what standards will be allowed on absolute levels of harm. While there might initially need to be allowances for different fuels or market segments, we should trend as much as feasible towards a single fuel-agnostic harm limit."

Wilkerson describes this as a more pragmatic approach than the one consulted on because the improvements and reduction in harm for petrol vehicles are negligible between Euro 5 and Euro 7, especially when compared with the relative harm from diesels.

VIA has stressed to the MoT that although the used-imports industry is currently required to meet Euro 4, most of its vehicles already exceed Euro 5.

Wilkerson says: "It's important to mention this logic because discussions with officials strongly suggest their priority is to create the appearance of improvement.

"We have real concerns with this. When paired with the lack of a well-developed methodology for comparing standards, this reinforces biases and has led to unfounded conclusions.

"Most used vehicles imported from Japan not only meet but exceed requirements for Euro 5 and, arguably, even Euro 6."

The need to maintain a fair market is another crucial aspect of policy creation, contends VIA. It says that over the past decade, the new-vehicle industry has been required to meet Euro 5.

"During this time, Euro 5 has been defined as equivalent to the baseline Japan 2005 standard. There was no mention of Japan 2005 Low Harm criteria.

"The proposed amendment to the exhaust emissions rule, which is supposed to bring the used-imports industry up to the standard the new importers have been at, is imposing a significantly more stringent standard. To quantify this, the standard used importers are being asked to meet is in some cases more than 35 per cent more stringent than what new-car importers have been required to meet for the past decade."

Wilkerson stresses that when considering Kiwis' needs, affordability and quality are important factors, but adopting the standards as proposed far exceeds the stated intent.

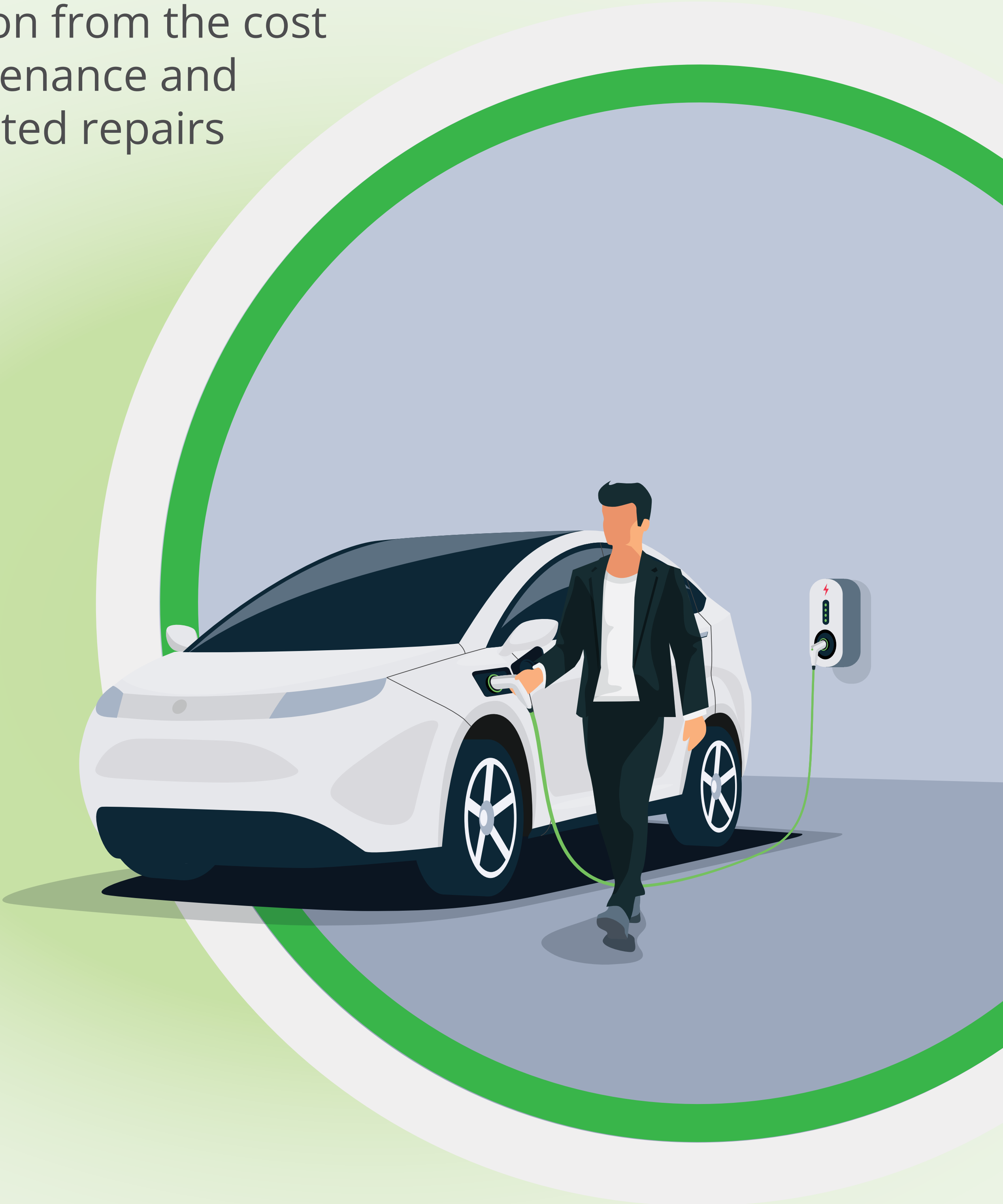
[continued on page 8]

Assurant EV One™

Protecta INSURANCE

an ASSURANT® company

Protection from the cost of maintenance and unexpected repairs



Coming soon! Talk to our team to find out more.

shannon.beech@assurant.com | ross.coutts@assurant.com

[continued from page 6]

Rule timetable

The proposed timescales are based on the new exhaust emissions rule being published in the NZ Gazette, which is expected to happen this month.

1 NEW LIGHT PETROL

18 months later, newly introduced models (likely to be Feb 1, 2024): Euro 6d, US Tier 3, Japan 2018 Low Harm.

30 months later, existing models (Feb 2026): The same as newly introduced.

2 NEW LIGHT DIESEL

18 months later, new introduced models: Euro 6d, US Tier 3, Japan 2018 (any code).

30 months later, existing models: As newly introduced.

3 USED LIGHT PETROL

Six months later (likely to be Feb 1, 2024): Euro 5, US Tier 2, Japan 05 Low Harm, ADR 79/04.

30 months later (Feb 2026): Euro 6d, US Tier 3, Japan 05 Low Harm if made up to December 31, 2024, or Japan 2018 Low Harm for any date of manufacture.

4.5 years later (Jan 2028 at latest): Euro 6d, US Tier 3, Japan 2018 Low Harm (all vehicles).

4 USED LIGHT DIESEL

Six months later: Euro 5, US Tier 2, Japan 09, ADR 79/04.

30 months later: Euro 6d, US Tier 3, Japan 2018 (any code).

"Moving standards too rapidly can lead to affordability constraints, limit consumer choices to higher mileage or lower quality vehicles or force them to keep older vehicles longer. Increased costs and reduced options will further age the fleet, not only negating the effort to reduce noxious emissions but leading to increased harm from the inevitable degradation of older vehicles."

VIA is also flagging the importance of providing a reasonable transition period for compliance with new emissions standards to allow the industry and consumers to adjust.

"Implementing stricter standards than were agreed on, by requiring 35 per cent more stringent standards than the phased approach demands, nullifies the benefits of that judicious transition period."

VIA's final standpoint on changes to the emissions rule will depend on the final draft of what the MoT proposes.

"If the government accepts our quantified equivalency of standards and adjusts policies appropriately, then we accept the current timeframes and would even be open to discussing accelerating them.

"If it proceeds with its currently assigned standard equivalencies, which seem to us to be arbitrary and the result of a significant and unjustified bias toward the supremacy of European standards, we would be forced to object on the grounds of market fairness."

POTENTIAL IMPACTS

The Motor Trade Association (MTA) has supported the MIA's submission on amendments to the exhaust emissions rule for new light vehicles and has raised extra issues for the MoT to further consider.

These include the capacity of our market to handle the required change brought about by the proposals, practical implications of emissions testing requirements and the cost of higher specification fuel for Euro 6d.

Until now, New Zealand has broadly been synchronised with entry standards across the Tasman where the new-vehicle market is about seven times bigger – about 1.1 million units annually versus 160,000.

Australia is, therefore, better placed to absorb the costs of Euro 6d, says Brian Anderton, the MTA's advocacy and stakeholder manager.

However, because of the disparity in size, New Zealand moving ahead on its own isn't straightforward with challenges posed by "potential unintended consequences". These include the possible market withdrawal of some models and brands on the basis changes will be process and cost prohibitive.

Smaller, lower-priced new cars will likely be impacted most given the limited price elasticity that exists in those sectors, warns Anderton.

It's also possible some marques may switch from ADR compliance to Japan 2018 build compliance, "which is a poorer emissions standard than the proposed Euro 6d".

He adds: "New Zealand should defer change to exhaust emissions entry standards for the new-vehicle light and heavy sectors at this time, and follow Australia's timetable, which we understand is under consideration."

The Euro 6d regime requires in-service conformity testing across several years after first registration on behalf of the respective manufacturer, but the MTA is concerned there's no suitable testing service in either country.

"This may create a situation where, to comply with real driving emissions [RDE] testing protocols, vehicles need to be sent back to Europe for testing," says Anderton. "Assuming the requirement is unavoidable, this will be problematic and costly as our volumes may be insufficient to absorb such costs. Considering RDE obligations, it may become uneconomic for some brands to even remain in the New Zealand market."

It is the MTA's understanding Euro 6d can be adopted with in-service conformity testing being opted out of.

"It is either a Euro 6d car or it's not," says Anderton. "If it is a requirement, it may well rest on the respective manufacturer as distinct from the local importer.

"The manufacturer might include the cost of compliance in vehicle-supply pricing or see it as uneconomic to retain a presence in the market given our minuscule market by world standards. We are obviously highlighting possible outcomes with no real knowledge about how things might land."

The MTA is urging the MoT to examine the practical implications of requiring in-service conformity testing over several years after first registration on behalf of manufacturers – and any impacts on businesses and consumers.

The cost impacts in aligning to Euro 6d compliance standards – in the form of extra in-vehicle technologies – may be greater than predicted by the government.

Anderton says: "Euro 6d requires 95 octane as a minimum. Most new light vehicles in New Zealand are Japan-based brands and able to operate on lower-cost 91 octane. A change to 95 octane adds to owner operating costs, typically 11 cents per litre."


Brian Anderton

While such price increases may be partly offset through improved operating efficiency, they will add to inflationary pressures and may not always be viewed positively by motorists, particularly during the cost-of-living crisis.

Another consideration is the need to upgrade New Zealand's fuel-specification requirements.

The MTA understands 6d-compliant fuel is currently in our market, but there is no requirement for that to remain the case.

"The MTA asks officials to consider the cost impacts of higher fuel specifications. With road-user charges and fuel excise set to be raised in coming years, it's important extra costs can be adequately managed by businesses and consumers."

As for used-imported light vehicles, the association describes the timetable for rolling out Euro 5 and Euro 6d – or equivalent standards from other source pathways – as "broadly acceptable".

Anderton says: "A shorter timeframe would impact market access and supply, particularly for lower-priced vehicles.

"In general, replacing an existing older vehicle with a newer vehicle brings net-positive outcomes whether that be via lower fuel use, reduced emissions and improved safety profile."

The proposed initial implementation step taking effect on February 1, 2024, is based on the oldest date that Japan 2005 Low Harm took full effect in Japan. The MTA supports this but raises the issue of the age of used imports crossing the border.

"Vehicle age is a useful indicator of specification and technology," notes Anderton. "Reference is often made to the age of New Zealand's fleet – average 15 years – versus other OECD countries. On that basis, we support an age limit as an under-arching control measure for used-import purposes.

"Reference to a date cap within proposed regulations for used imports, with 'first registration not older than January 1, 2012', addresses this need. While we support that initiative, reliance on a static date-setting is problematic.

"The MTA recommends the cited age control date be amended to a rolling annual change rather than a static position.

"Otherwise, we will still potentially be accepting 2012 first-registered vehicles in 2027 by which time they will be up to 15 years old. Performance, in general, deteriorates over time and reliance on a fixed-entry criteria, such as 2012, may defeat what the programme is trying to achieve."

Changes trigger 'mad rush'

The range of vehicles being imported is at risk of narrowing following the July 1 changes to the clean car discount (CCD), which have reduced the number of models eligible for rebates and increased fees for high emitters.

That's the view of Frank Willett, managing director of Autohub NZ, after a "mad rush" by industry and consumers to register vehicles last month ahead of the feebate scheme's settings being reset.

"The latest changes have increased costs for what we would class as dirty vehicles, and taken a bit of a shine off some hybrids and small ICE vehicles that previously had a small penalty or broke even," he told Autofile.

"The net effect may be that it will reduce interest in the range of vehicles we've been bringing in and narrow the range imported further.

"Talking to dealers who try to cater for everyone, the changes are also potentially putting prices of half their stock up and as a result consumers may delay trading in a dirty car for a not-so-dirty car, which defeats the legislation's aims."

Willett says continued turnover is imperative to achieving a cleaner fleet. But he expects a "vacuum in registrations" following June when new and used vehicles being registered soared.

The demand led to a reported shortage of licence plates in some areas, with traders calling around businesses to find out which ones still had plates before popping in to complete registrations.

"There was a mad rush in the last week of June by some dealers to register cars and quite a few outlets for registrations ran out of plates," adds Willett. "I went to register a couple of vehicles myself and there were three or four dealers in the queue.

"One had 30 cars to register that were going to suffer great increases in penalties payable, or the vehicles had been entitled to a rebate and after July 1 would fall into the zero-band or incur a slight penalty."

Waka Kotahi NZ Transport Agency says it was well-prepared for the CCD changes and anticipated an increase in registrations, similar to the rise last year when the full feebates scheme came into effect.

It notes rebate applications increased in the last two weeks of June and 5,357 were received in the week of June 26 to July 2. This followed 16,267 rebate applications between June 1 and June 23.

An agency spokesman says it had no problem fulfilling plate orders. "An increase in demand was anticipated and the manufacturer had plenty of stock on-hand.

"We advised industry in May that if dealers anticipated an increase in registrations, they should order plates in addition to their scheduled re-order well in advance of July 1." As of July 4, the agency says it had received no negative feedback.

Tony Everett, sector manager – dealers at the Motor Trade Association, says while the CCD changes boosted activity at yards last month, it will take some time before the long-term effects of those amendments are properly understood.

"People have bought in advance or registered stock and, while June was huge, you have to expect July and August won't be," he adds.

"It will take about three months for the market to get to a normative period and for us to see how the CCD changes are going to affect industry in the longer term."

Everett says the industry is going through "turbulent times" as the clean-car programme delivers what he describes as incessant change with little notice.

"We've had so much disruption and government influence on the market over the past two years that it's hard to see patterns emerging and how things are finally going to sit.

"Then there's the question of whether there will be political change this year. It makes it difficult for businesses to plan when there's a frequently changing environment."

Meanwhile, car dealers must ensure updated vehicle emissions and energy economy labels are displayed with stock for sale on their yards and online listings.

Malcolm Yorston, technical manager of the Imported Motor Vehicle Industry Association, says: "A highlighted tick-box symbol is on all labels printed from July to differentiate between the current and new versions.

"This is intended to help you keep track of which vehicles have had labels replaced as yard stock is being updated."

There is a period of 14 days, ending on July 15, by which time dealers must have updated all labels with the correct CCD fees and rebates.

Traders also need to be aware that the Energy Efficiency and Conservation Authority is advising energy prices will also be updated on new labels.

The changes are 91 octane – $2.80 per litre, up from $2.50, diesel – $2 per litre plus road-user charges, up from $1.75, and electricity – 27 cents per kWh – up from 15c.

Feebate shake-up

The revamped clean car discount started on July 1.

Rebates now only apply to light vehicles emitting less than 100gCO2/km instead of 146g previously.

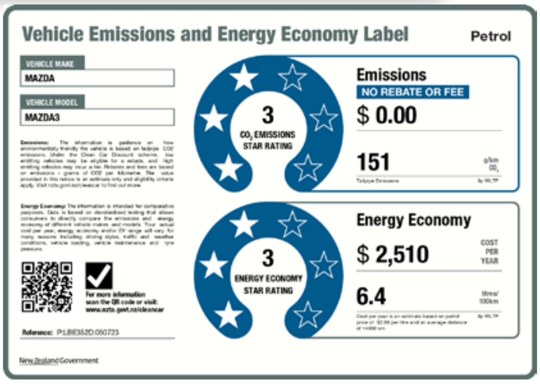
The discount for used-imported battery electric vehicles (BEVs) has gone up from $3,450 to $3,507, while the maximum rebate for new BEVs has dropped from $8,625 to $7,015.

Rebates for models emitting up to 100gCO2/km have reduced by about $1,500 to $1,750 for new, and by $200 to $500 for used.

The discount is $1,725 for a new vehicle at 100g, plus $57.50 for each gram less before a flat $4,025 payout for those in the 1g-60g range.

Used imports now receive 50 per cent of the dollar amount of new vehicles, while the threshold for all imports subject to penalty fees has reduced from 192gCO2/km to 150g.

A rebate for low-emissions disability vehicles covers new and used imports. This is $11,500 for a BEV, and $5,750 for a plug-in hybrid (PHEV) or petrol hybrid. Used-imported PHEVs now qualify for CCD rebates.



Call to overhaul legislation

The Motor Trade Association (MTA) is campaigning for consumer legislation to be revamped, describing it as a "blunt instrument" when applied to car sales.

It is calling for the Consumer Guarantees Act (CGA) to be amended to give courts and tribunals discretion to allow for depreciation and use in some cases.

The association adds "the time is right" to redefine the jurisdiction of the Motor Vehicle Disputes Tribunal (MVDT) because nearly two decades have elapsed since it was developed and it needs a wider remit to hear repair cases.

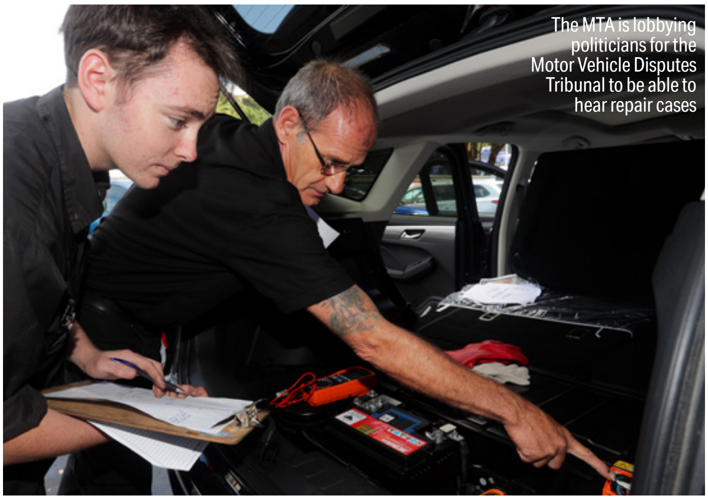
The reasons for the next government to review the MVDT and legislation are outlined in the MTA's call to action to future-proof the automotive industry.

When it comes to the CGA, it says a buyer can receive compensation for losses resulting from vehicle failure when it's purchased from a licensed trader.

"However, in some cases, a buyer can also recover the full purchase price even after a year or more has passed," it states.

"While the right to a full refund for faulty goods is a keystone to consumer law and recognised by the industry, there may be instances when a reduction for usage and depreciation is appropriate.

"It has been several years since the CGA's provisions for vehicles were last amended. A rethink is needed on how they might best apply."



The MTA is lobbying politicians for the Motor Vehicle Disputes Tribunal to be able to hear repair cases

As for the MVDT, the MTA believes it should serve as a one-stop-shop for motor-trade issues and disputes, and deal with a broader range of vehicle-related disputes currently handled at other levels, such as by district courts and the Disputes Tribunal.

The association would also like the cap on the MVDT's jurisdiction to be lowered, and adjudicators given the ability to adjourn proceedings, direct focused legal input and allow greater lawyer involvement in larger or more complex cases.

In addition, it needs to be established the tribunal has a clearer right to transfer cases to the district court when appropriate.

"The MVDT is a useful forum for the cost-effective resolution of disputes that can benefit buyers and motor-vehicle traders," says the MTA in its 44-page manifesto called Driving New Zealand Forward.

"A core benefit is its access to technical assessors who can assist adjudicators with arguments concerning technical issues.

"However, the MVDT's remit does not currently cover disputes arising from repairs that have to go to the ordinary Disputes Tribunal and do not have access to mechanical assessors."

In addition to overhauling the CGA and MVDT, the MTA is urging the next government to consider legislation to regulate the franchise sector, address power imbalances, and ensure fairness for franchisees and franchisors.

"We have seen how Australian dealers were compensated when a major manufacturer exited the market, while New Zealand dealers would have received nothing had the manufacturer not voluntarily applied the same formula," it says.

"We need a mandatory franchising code similar to Australia to ensure fair and ethical franchising practices here."

The MTA adds some automotive franchisees have experienced unfair treatment in their franchising relationships on this side of the Tasman.

"For example, some have had their franchise agreements terminated or renegotiated without reason, resulting in business closures or job losses.

"New Zealand does not have any specific law to regulate franchising conduct and protect franchisees' rights. This creates an imbalance of power and a lack of recourse for franchisees."

Other action the MTA is calling for when it comes to "strong, fair markets" includes adding provisions to existing laws establishing a process for repairers to lawfully deal with abandoned goods.

An automotive repairer's duty of care with dumped vehicles is a long-standing grey area in the law.

While parts of current legislation cover abandoned goods, such as councils dealing with cars left on public roads, there are no such processes for repairers left with them.

In some cases, when repair costs exceed their values, owners

Avoiding landfill

The MTA says recycling and scrappage schemes have important roles in transitioning New Zealand's fleet to a more sustainable future.

It's lobbying for politicians and officials to work with it to create a scrappage scheme to get older, harmful or unsafe models off our roads and assist motorists to buy low-emissions vehicles.

Such a scheme would need to be fair and based on scientific rather than social evidence and aspirations.

"Recycling must also be given priority," adds the MTA. "Most automotive businesses want to do the 'right thing' in disposing of harmful waste. That includes recycling parts that would otherwise end up in landfills.

"While the industry has taken the lead and is willing to continue developing programmes to aid with recycling and product stewardship, the next government can do much to support this."

To achieve this, it should consult with the MTA and other industry groups to ensure there are complete recycling programmes for all components, such as batteries, cooling systems and bumpers, and end-of-life strategies to encourage a circular economy.

It emphasises a scrappage scheme needs to be created that aims to replace older polluting and unsafe vehicles with cleaner and safer modern alternatives.

refuse to pick their cars up and cut contact with repairers. This means the latter can be left with vehicles that have been effectively dumped on them.

However, they cannot scrap or sell them for years for fear the owners might later try to reclaim ownership – all the while dealing with the expense and inconvenience of storing deteriorating vehicles.

"This is a regular occurrence and inconvenience to business owners," says the MTA, which is calling on the government to add provisions to existing legislation to establish a process for repairers to lawfully deal with abandoned goods. It would also like to see:

- Sections 16 and 17 of the Fuel Industry Act amended so independent dealers are released from anti-competitive supply arrangements and can supplement supply agreements from the wholesale market.
- A wholesale collective bargaining exemption applied to the retail-fuel market, allowing smaller retail-fuel operators to secure fairer contractual outcomes.

GETTING ELECTRIC SKILLS

Modernising our fleet means professionals in the automotive industry learning new technologies and new skills being taught, says the MTA.

Its pre-election manifesto urges the next government to direct its agencies to set up specific electric vehicle (EV) apprenticeship pathways as soon as possible so more workers can gain skills in this expanding market.

> "Our policy perspective for the automotive sector is very simple – safe cars, safe air, safe roads" – Bob Boniface

As part of supporting a "just transition", it believes a fees-free programme should be initiated to foster the industry's future development and enhance the electric sector.

It also wants EV micro-credentials provided on a no-fee basis to ensure access to safety and handling training for electric cars.

"With the focus on the transition to EVs, little has been said about the standardisation of repairs, safety and training standards for different types of the market," points out the MTA.

"There's nothing stopping a technician from working on an EV if they don't have the requisite qualifications."

In the interests of health and safety, the association emphasis all technicians working on electric vehicles should be licensed and properly trained.

It adds: "A leading EV manufacturer has indicated a willingness to work with the MTA. They want to train apprentices but… it requires ICE [internal combustion engine] content they can't provide.

"They have created a programme to train EV technicians in Australia but have been told it would take two to three years to do so here. This means they are forced to hire technicians from other companies because they can't train their own.

"The industry needs comprehensive apprentice training tailored to repairing and servicing EVs. We need to ensure New Zealand has the skills base to service and maintain the future fleet."

As for the overall skills shortage in the automotive industry, there has been some welcome news from the current government following the launch of the MTA's call to action.

Prime Minister Chris Hipkins announced in late May that, if re-elected, Labour will spend about $420 million over four years to make Apprenticeship Boost permanent.

Introduced during the Covid-19

[continued on page 14]

[continued from page 13]

pandemic, the scheme pays employers $500 per month for the first two years of apprenticeships to support training staff.

"Training more New Zealanders creates opportunities and good jobs, and reduces reliance on offshore workers to plug skills shortages," says Hipkins. "Immigration remains important, but we shouldn't have to rely on getting the skills we need from overseas."

According to MITO, the number of new automotive apprentices grew by 31 per cent from 1,425 to 1,862 between 2019 and 2021.

As of March 2023, some 57,040 people had been supported through Apprenticeship Boost, as reported in the June issue of Autofile magazine.

Immigration is an area the MTA is focused on. In particular, it wants the green list immediately expanded to include the collision repair and refinishing trades.

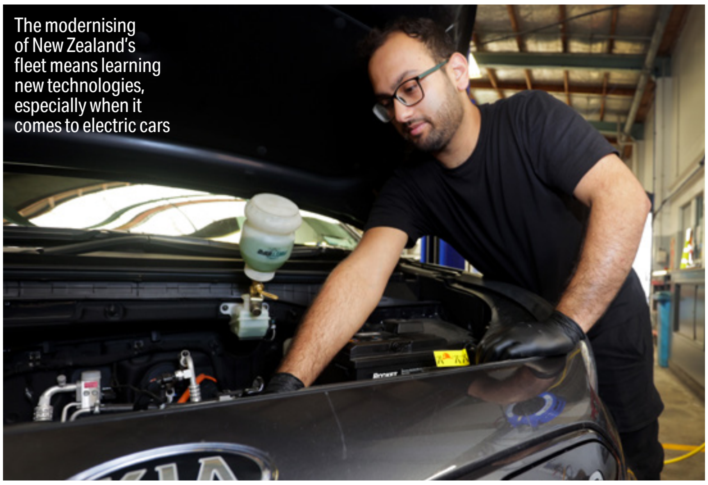
It would also like officials to be equipped with the resources and systems to effectively process applications. This includes ensuring visas are processed efficiently to ensure workers are in New Zealand at the right time.

The MTA wants the next government to work with it to establish the association as a qualifications and skills assessor so it can offer a certification process that verifies if migrant workers possess the required experience and qualifications.

Other calls to action relating to immigration settings include smoothing the pathway for foreign workers to come here when roles can't be filled domestically.

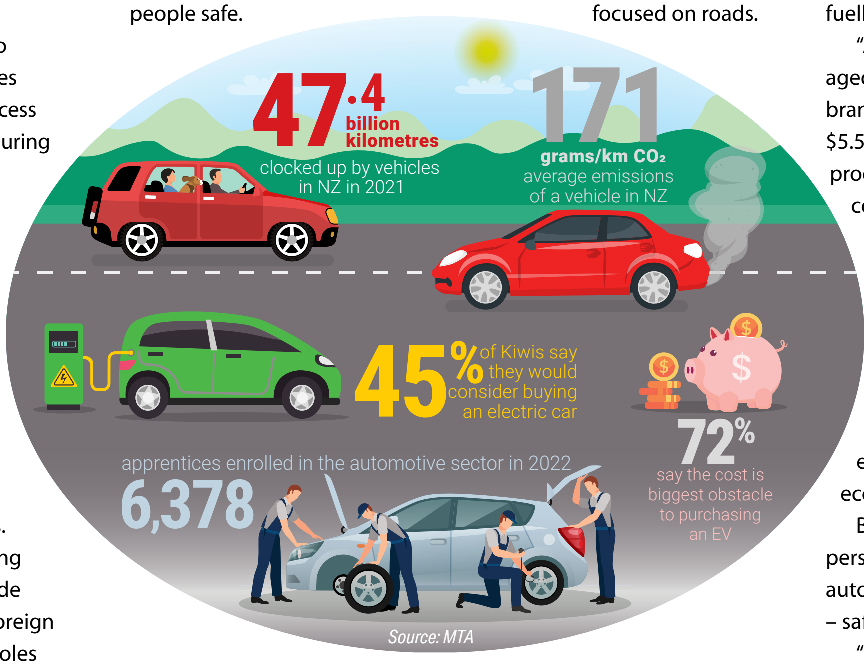
Level-four qualifications need to be recognised as skilled, vocational education outputs should be strongly connected, responsive and accountable to industry skill needs, and the MTA also urges courses and training to be fit for purpose. Other suggestions include:

- Guarantees the voice of the automotive sector – including the MTA's – is fairly included and represented at all levels of vocational education.



The modernising of New Zealand's fleet means learning new technologies, especially when it comes to electric cars

- Investment in supporting secondary schools to showcase vocational education as a "premium pathway", empowering students to pursue diverse careers.
- Work with the MTA to widen the range of funding and protective measures available to service stations to keep people safe.



Source: MTA

Also on the association's wish list is more action on crime, especially with a spike in incidents against some of its members such as owners of service stations.

The MTA is seeking assurances that the police investigate and put increased resources into catching offenders, give courts the tools to punish offenders appropriately, and allow capital expenditure for crime protection or preventative measures to be 100 per cent tax deductible in the year it's incurred.

FOCUS ON ROADS

All New Zealanders must have access to EV charging infrastructure and owners of all cars, including those that are electric, need to pay their fair share to the National Land Transport Fund (NLTF), says the MTA.

It is also calling on the next government to restore the NLTF's founding principle so it's solely focused on roads.

"The condition of many of our roads is deteriorating," says the association. "Many motorists and those in the transport sector have suffered damage to vehicles and transport delays as a result of potholes and road faults.

"Recent weather events have accelerated the deterioration of many roads, and have emphasised the need for roads to be robust and built to withstand climate change.

"While new climate-friendly transport is to be encouraged, expenditure in other forms of transport must not be at the expense of a strong road network."

Traditionally, road-user charges and fuel taxes helped fund New Zealand's roading network, but the law was changed in 2020 to allow these taxes to pay for rail.

"While rail has an important role to play in the country's transport network, we believe the principle that road users only pay for roading projects should be restored," says the MTA in its call to action.

"The next government must ensure the statement on land transport directs Waka Kotahi to prioritise investment in road maintenance and repairs."

VIEW FROM THE TOP

Bob Boniface, president, says MTA members provide New Zealanders with the mobility our community relies on, and the association "uniquely bridges" vehicle and parts supply, maintenance, repair, fuelling and compliance suppliers.

"A huge 85 per cent of licence-aged individuals recognise the brand… in an industry that adds $5.5 billion to gross domestic product, passing across the counter some $30b of goods and services," he says.

In addition to assisting its members, the organisation advocates for "regulatory and licensing policies that optimise the consumer benefits and participant efficiency in this vital part of our economy and society".

Boniface adds: "Our policy perspective and priority for the automotive sector are very simple – safe cars, safe air, safe roads.

"The policy landscape is complex in the face of technological advances, climate change and health perspectives.

"Our manifesto brings together the MTA's insights into the efficacy of key policy settings and efficiency impacts on our industry, and promotes some alternate priorities for the next government we stand ready to work together on.

"The resulting recommended policy imperatives will provide more 'bang for buck' for society, and less efficiency-sapping frustration and distortion for suppliers."

"An app that makes your life easier? That's a wing-wing situation."

Introducing the all-new MTF Finance Dealer App

Our brand new app is the first of its kind in New Zealand. It means there's no need to wait on finance reps or have awkward conversations with your customers to get them finance. We'll sort the loan for you, with your commission paid on the spot. Talk about easy.

Find out more at mtf.co.nz/join

Offer of finance is subject to terms, conditions and lending criteria.
See **mtf.co.nz/terms for details.**

mtf finance
Helping New Zealanders do more **since 1970**

'Forward looking' safety vision


ANCAP's future assessment of new vehicles includes AEB and lane-support systems that detect motorbikes

ANCAP and its European counterpart have released their vision to 2030 by establishing the future focus for safety in their new-vehicle markets.

Key aspects being incorporated into existing star ratings over the next seven years include passive safety tests that give greater focus to gender equality, as well as the ageing population of motorists and occupants.

The changes also seek to use real-world evidence to improve the overall robustness of systems, ensure tests reflect real-life situations more accurately and examine human-machine interface design.

Autonomy is firmly on Euro NCAP and ANCAP's radars in the form of testing and assessing assisted and automated driving systems, in addition to vehicle to vehicle (V2V), vehicle to infrastructure and vehicle-to-everything communication.

Reflecting the shift to accommodate and boost assisted and automated motoring, the four key areas of assessment in place since 2018 have been adjusted to reflect the four phases of potential collisions. These are safe driving, accident avoidance, collision protection and post-crash safety.

Safety ratings until the end of this decade will also target:

- Fire risk and thermal runaway in electric vehicles.
- Driver impairment and cognitive distraction.
- Cyber security and over-the-air updates.

ANCAP's changes should also leverage driver and occupant monitoring technology to facilitate other safety functions, such as smarter restraint deployment, and address extra critical scenarios and road-safety priorities through advances in sensing, software and connectivity.

Several existing assessment areas have been enhanced. These include a heightened focus on V2V compatibility by introducing a potential eight-point penalty, up from four points.

There's also a 10 per cent increase to star-rating thresholds for vulnerable road-user protection, and assessing direct driver-monitoring systems to manage inattention and fatigue.

"Technologies are continuing to evolve and our test criteria are too," says Carla Hoorweg, ANCAP's chief executive.

"Physical protection in a crash and ability to actively avoid a crash are essential elements to achieve a high rating."

She adds requirements set for each star-rating level are designed to encourage models that provide a good balance of passive safety, such as how well they protect occupants during an accident, as well as active safety.

The latter is the ability of a car to prevent or minimise outcomes through active collision-avoidance systems.

ANCAP and Euro NCAP are also exploring an expansion into assessing different types of transportation, such as the active-safety capability of motorbikes, motor scooters and heavy goods vehicles.

These changes and more are outlined in ANCAP's blueprint titled Future View on Testing and Assessment 2030.

Hoorweg describes it as a "milestone" because it establishes key testing and assessment focus areas for the industry – for existing stakeholders and those not previously engaged in the NCAP process.

"Our move to explore assessing medium and heavy trucks is a notable shift, and seeks to address their over-representation in road fatalities and serious injuries," she explains.

"For our existing star-rating programme, the shift in our assessment pillars acknowledges the important role assisted and automated technologies will play in reducing road-related fatalities and serious injuries among light vehicles."

Major safety improvements have entered the New Zealand, Australian and European markets over the past three decades as a result of ANCAP's and Euro NCAP's drive to address challenges in the light fleet.

"What we're working towards now through this future plan is to acknowledge the changing mobility landscape, and roles we can play in further improving vehicle safety over the coming decade," says Hoorweg.

"The New Zealand and Australian governments are targeting zero road fatalities and serious injuries by 2050.

[continued on page 18]

[continued from page 16]

We will play a key role in ensuring today's vehicles are equipped to deliver on this."

TECHNICAL STUFF

The Future View on Testing and Assessment 2030 published by ANCAP focuses on four main areas.

These are autonomous emergency braking (AEB) and lane-support systems for detecting motorbikes, pedestrian and cyclist protection, AEB head-on and junction-crossing systems, protecting children and vehicle submergence.

ANCAP has been testing AEB in new vehicles since 2018. Such systems can detect and respond to other cars, pedestrians and cyclists.

From this year, programmes that detect and respond to motorbikes are also being assessed.

Test vehicles will need to be fitted with a system capable of braking for a motorcycle in intersection-turning scenarios and when a car is approaching a stationary or moving motorbike from behind.

Cars will also be tested for detecting and preventing side swipe-type crashes with motorcycles through more sophisticated active lane-support systems.

Pedestrians and cyclists make up about 15 per cent of all road-related fatalities. While this has been trending downward slightly in recent years, they are still the most vulnerable road users.

ANCAP's protection tests – when vehicles are assessed for "pedestrian friendly" designs – have been in place for more than two decades and have been progressively updated.

They are now being further enhanced with a more sophisticated leg-form impactor.

This new piece of kit more closely represents a full adult leg with upper-body mass, and provides better insights into injury risks presented to people on foot well as those using pedal power.

Testing a car's ability to actively avoid a collision with pedestrians and cyclists has also broadened.

New test scenarios include "AEB back-over" for assessing automatic braking in reverse with a child pedestrian, "AEB junction" when a cyclist crosses the path of a vehicle turning into a side-street, and "cyclist dooring" when a car must alert its occupants of a cyclist behind or prevent or delay door-opening.

In addition, vehicles are now assessed for preventing head-on crashes with oncoming cars and with those crossing paths at intersections.

These collisions are hard to prevent because high approach speeds mean on-board technology must react to vehicles coming from further away.

Car-to-car crossing scenarios have been introduced to test vehicles' ability to autonomously brake when they may be on course to collide at T-intersections or crossroads. This requires sensors with a wide field of view.

ANCAP says performance testing of AEB head-on and junction systems will encourage enhancements to allow oncoming vehicles – approaching directly or at right angles – to be detected and brakes applied.

Child-presence detection systems, which monitor rear seats and or doors, are now being tested for their ability to notify drivers or the emergency services if a child has inadvertently been locked inside.

Some of these provide a visual or audible warning through the infotainment system on exiting, a honk of the car horn, a notification or alert to the driver's cellphone or an e-call alert to the emergency services. More advanced systems may automatically open the windows or activate the air conditioning.

Powered windows and electric door handles may seem like luxury items, but they can be obstacles during emergencies.

Cars trapped in floods, or in lakes and rivers, present difficulties for first responders. Marques are now required to show how their vehicles can allow occupants to more easily escape a submerged vehicle or rescuers to access them.

ANCAP is assessing whether doors can be opened without battery power, and electric windows remain functional and able to be opened for up to two minutes after submergence.

LEADING THE WAY

When it comes to alternative-powered models, ANCAP has produced guide lists with summaries of safety performance for these vehicles.

It has stressed the importance of ensuring the future Australasian fleet is safe and green, but is also reminding consumers, fleets, the industry and policymakers that environmental targets shouldn't come at the cost of safety.

"It's clear more needs to be done to encourage the supply of alternative-powered vehicles to help reduce emissions," says Hoorweg. "We know safety and

[continued on page 20]

Green models face extra tests

Electrified vehicles are subjected to the same collision protection and crash-avoidance tests as other models rated by ANCAP.

Extra elements are monitored as part of the process. High-voltage batteries have a safety cut-out that will rapidly disconnect them in the event of a crash. ANCAP records if and when that happens.

The vehicle body is checked for any high voltage immediately after an accident. If the safety cut-out fails and a damaged high-voltage wire is in contact with the body, then a person touching the car risks being injured.

Test technicians use insulated gloves and stand on a rubber mat to ensure this isn't the case.

In addition, the battery is examined for any sign of damage, such as intrusion into the battery unit, leakage of fluids, fire or abnormal heat.

ANCAP also seeks rescue cards from manufacturers each time it rates a vehicle.

These cards are designed to assist the emergency services in quickly identifying in-vehicle hazards, such as high-voltage batteries, to minimise the risk to first responders and safely free occupants from a car following an accident.

Data-driven solution for dealers

At **Apexdealerdata.com**, we're passionate about helping car dealers succeed in today's competitive, ever-changing market. We believe data is the key to making informed decisions and our platform is designed to provide you with insights you need to stay ahead of the curve.

Our team is made up of experienced professionals from the automotive industry and tech world. They have come together to create an AI-driven platform that meets the unique needs of car dealers. We understand the challenges you face every day and we're dedicated to providing you with the tools you need to overcome them.

We offer a suite of products specifically designed for the New Zealand car-dealer industry, including a live data insight of your dealership, Apex Benchmark Data and Apex Wholesale.

With these tools, dealers have access to real-time data, predictive analytics and detailed market insights to help you make better, data-driven decisions, and find the right stock at the right price.

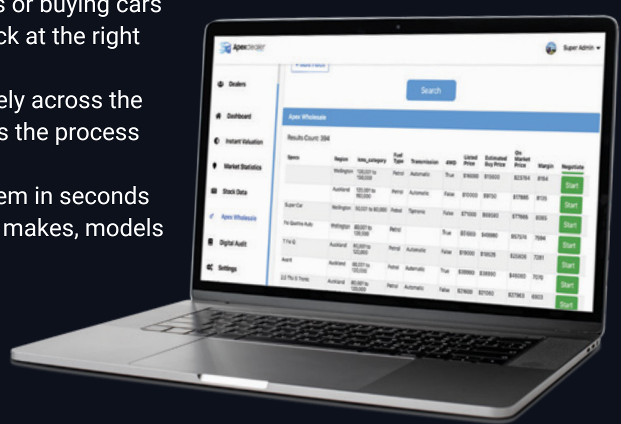
Apexdealerdata.com is a cloud-based AI-driven platform that aggregates car data from the market. It creates reports providing insights into how your business is performing and pinpoints where it could do better.

No longer do you have to wait until the end of the month to see if you're making money or not. You get a live view of what the overall market is doing and how your dealership is performing. You can reduce reliance on staff knowledge when making buying decisions and use exclusive data so you don't buy the wrong stock.

APEX DASHBOARD This main screen gives you benchmark data that allows you to compare your dealership versus the market. It provides data points on your dealership allowing you to clearly see where your attention needs to go. Features include stock level, average stock price, average stock age, sales last week, sales this month and how your pricing compares to the market.

MARKET STATISTICS This takes into account every car sold in the past few months, the price band and how long it took to sell. The key for any dealership is not buying the wrong stock. We can show you which makes and models are moving but, most importantly, if you buy this black colour car on average it will sell in 42 days versus the same make or model in white, which takes 85 days. The myth is just buy black, white and grey as they are the fastest-moving colours, but our data confirms it's model dependent.

APEX WHOLESALE 45-50% of an average dealer's stock comes from trade-ins or buying cars off the public. This is a painful and expensive way of searching for the right stock at the right price, or to use an analogy, "it's like looking for a needle in a haystack".
Our AI-driven data platform allows you to search every single car for sale privately across the whole market with the most margin, simply at the click of a button. This reduces the process from hours to seconds.
You can see, for example, what Toyotas are for sale and what margins are in them in seconds anywhere in New Zealand. By adding our market statistics, you also know what makes, models and colours are the fastest moving. It's a very simply process.



Apexdealerdata.com allows dealers to feel in control of their own destiny and eliminates the risk of human error.
AI-driven platforms are the future and the future is here now.

Apexdealer data.com

www.apexdealerdata.com

[continued from page 18]

Tesla's Model Y was ANCAP's top performer in safety tests last year

environmental performance are top-of-mind considerations for most new-car buyers.

"Pleasingly, ANCAP has seen high levels of safety performance continue to flow through our ratings when evaluating the mix of electric, plug-in hybrid, hybrid and hydrogen-powered models."

To help accelerate this demand and build confidence among consumers that they don't need to sacrifice safety when choosing low-emissions models, ANCAP is prioritising its testing and rating as part of its programme.

It has also released a reference guide listing the range of alternative-powered models with their ratings and summaries of their safety performances.

ANCAP claims its encouragement of new technologies has resulted in economic benefits in excess of $440 million from 2019-21 through fewer accidents causing fatalities, serious injuries and vehicle damage.

"High levels of safety in alternative-powered models available in our market to date – carrying through those offered by traditional petrol and diesel models – has helped contribute to this significant saving," says Hoorweg.

"We're on the cusp of seeing a number of lower-cost EVs arrive in our market. Adopting a sensible approach reinforces to the industry that high levels of safety are expected with all new alternative-powered models that are on their radar for potential release into our market."

TOP PERFORMERS

Tesla's Model Y has emerged as the top performer in safety tests carried out by ANCAP in 2022 after achieving an overall weighted score of 92.6 per cent.

It was followed by the Lexus NX on 89.2 per cent. Third place was shared by two LDV people movers, the Mifa and Mifa 9, with 87.4 per cent.

Top performers must offer a balance of strong performance across all four key areas of safety assessment.

"Once again, we've seen high levels of performance across a range of vehicle types and brands," says Hoorweg. "Of interest is the three highest scorers include alternative-powered models."

ANCAP has also revealed the leading models against its outgoing 2020-22 test and rating criteria.

Of 69 tested, the Model Y achieved the highest scores in the adult-occupant protection and safety-assist assessment areas, with 97 and 98 per cent respectively.

Ford's Ranger and Everest, and Nissan's Qashqai and Pathfinder, shared the top score of 93 per cent for child-occupant protection.

Meanwhile, Toyota's Corolla Cross delivered the best score for vulnerable road-user protection with 87 per cent.

ANCAP notes that 61 of the 69 models tested over the past three years achieved maximum five-star safety ratings, while 31 rated over this period were those which offer an alternative-powered drivetrain.

"This shows the desire and commitment of manufacturers to offer the safest vehicles they can, and the continued appetite of consumers and fleet buyers who expect the highest level of safety," adds Hoorweg.

Diamonds light up Tokyo gardens

Bay City Mitsubishi in Tauranga has been crowned the marque's supreme dealer of the year after achieving the best overall results across its national network.

Award-winners with staff from Mitsubishi at Chinzan-so Garden in Japan's capital

It was among the franchises recognised by Mitsubishi Motors NZ (MMNZ) at its Diamond Dealer Awards, which were held at Chinzan-so Garden in Bunkyo, Tokyo.

The company was celebrating in Japan after being New Zealand's number-one passenger car brand for 2022 and eclipsing its sales targets.

MMNZ had set an internal target of 15,000 units last year, but it smashed that goal with 23,899 registrations. That total was also up from 20,161 in 2021.

"We overachieved our targets in a declining market and had some highs along the way," says Tony Johnston, chief operating officer.

"These included being named best automotive brand for customer experience by Kanstar, the Outlander winning best-in-class PHEV in the AA Driven Car of the Year Awards and reaching number one for passenger sales in 2022.

"The more we put people first in everything we do, the more enduring our success. That extends to our team members across the country, who deserved this trip to Japan."

This year's MMNZ Diamond Dealers included Christchurch Mitsubishi, Baigent Motors in Matamata, Piako Mitsubishi in Morrinsville, Bay City Mitsubishi in Tauranga and Piako Mitsubishi in Te Aroha.

The others were WR Phillips Mitsubishi in New Plymouth, Piako Mitsubishi in Rotorua, Ingham Mitsubishi in Taupo and Simon Lucas Mitsubishi on Auckland's North Shore. Visit www.autofile.co.nz for their citations.

Awards for new-vehicles sales went to Andrew Simms Mitsubishi in Newmarket, Brendan Foot Mitsubishi in Lower Hutt and Piako Mitsubishi, Morrinsville.

The winners for top market share were West City Mitsubishi in Auckland, Mexted Mitsubishi in Wellington and Archibald Motors, Kaitaia.

Stephen Duff Mitsubishi in Dunedin, WR Phillips Mitsubishi, Delaney Mitsubishi in Paraparaumu and Piako Mitsubishi, Te Aroha, took out the honours for customer service.

Ingham Mitsubishi Hamilton claimed the service excellence award, the parts title went to Simon Lucas Mitsubishi and Delaney Mitsubishi won the managing director's award.

Selling more with what you've got

Dealers are constantly on the hunt for more leads, always striving to get in front of potential customers and to generate more activity on their websites and in showrooms.

The thing is, often they don't realise they already have ample leads coming through a variety of channels, but many of those opportunities are being missed.

This month's article looks at how – by integrating your existing technology platforms with each other – you can automate a number of business processes to significantly reduce the wastage of existing sales opportunities and save valuable dollars.

The crux of lead-wastage issues lies in the fact modern dealerships are managing more activity than ever, but are relying on manual processes from the past.

Staff are being trusted to manually type data into software and call back customers who enquire digitally. Both are processes open to human error and short cuts.

Let's take a standard telephone sales process as an example.

A customer rings and speaks about a new vehicle to a salesperson, who scribbles down some notes. If the call was successful, its details are typed – hopefully correctly – into the dealership's lead-management system (LMS).

The problem is if the client is still unsure or wants to think before committing to a purchase, the salesperson may not bother to enter them into the LMS. This means the lead, which could potentially have been converted down the track, goes unrecorded and is, therefore, lost.

Using this same example, if phone-call integration was in place, instead of the salesperson choosing whether to enter the data into the LMS, all the customer's details and a recording of the conversation would automatically be fed in.

This means the data would be stored in the LMS, and that both successful and unsuccessful conversations would be logged.

From a management perspective, senior staff would have a clearer view of their team's win rates and have access to recordings they could refer to for training. Also, team members would be freed up to undertake extra tasks given the reduction in manual labour.

TODD FULLER
General manager, New Zealand
AdTorque Edge

There are numerous other areas of the business where manual data entry can be replaced with automation to drive efficiency and reduce wastage.

Online trade-in valuation data, for example, can feed directly into your appraisal software and or LMS to reduce the number of missed opportunities when dealers are unable to call back a customer to arrange an inspection.

Given the significant number of people whose trade-in enquiries result in subsequent vehicle purchases, these leads are just as valuable as any other sales opportunities.

Test drives and service bookings can also be automated. By integrating your website's forms with test drive or service software, the system will automatically be able to check availability and book in appointments. This eliminates the need for staff to call people back for bookings – a process fraught with potential wastage.

One of our clients recently established a number of integrations within its dealership so that leads were automatically feeding into the LMS from a variety of sources.

An audit had found that only 40 per cent of enquiries were being entered into the LMS. However, once the company established some integrations and replaced a number of the manual processes with automated feeds, it was able to capture an astonishing 95 per cent of its lead data.

As a result, the dealer group decided against increasing its advertising spend and instead focused on improving lead handling to get more out of existing enquiries.

Our advice to those wanting to automate processes is to take it one area at a time – don't try to implement all changes at once.

Also, you will find that many of the industry's third-party providers already have established integrations with each other, so speak to your technology partners.

The path to automation doesn't need to be overwhelming nor cost a lot of money. The biggest investment will be the time spent putting it in place, but it's most definitely worthwhile.

The month that was... July

July 2, 2004

Positive action over recalls

The Independent Motor Vehicle Dealers' Association (IMVDA) took a major step towards finding a solution to problematic issues with recalls.

The organisation was setting up a link on its website to Japanese government recall listings, and was advising its members to check them regularly and liaise with agents in Japan to ensure that vehicles affected by call-backs were repaired prior to shipping.

According to representative Malcolm Yorston, the initiative was being put into action "in the interests of road safety and public information". He said: "Anybody will be able to look up Japanese recalls provided they have a bit of automotive knowledge and some common sense."

The website listed recalls with photos and detailed explanations of defects in English or Japanese, although the English version was a literal translation and might need to be clarified by someone with expertise.

Perry Kerr, chief executive of the Motor Industry Association (MIA), congratulated the IMVDA on the initiative, but added that "full responsibility" would only be shown when IMVDA members checked every vehicle prior to shipping from overseas.

July 22, 2005

Car-dealing MP down list

With the general election due in less than two months' time, United Future MP and car dealer Paul Adams had been shuffled down the party list.

Adams stood at number 10 on a list of 53. His 24-year-old daughter and beauty queen Sharee Adams was at number 17.

Last time around, Adams made it into parliament when his party earned eight seats by reaching the five per cent threshold and after a candidate ahead of him on the list pulled out.

United Future was polling around two per cent meaning its representation hinged on leader Peter Dunne retaining his Ohariu-Belmont seat.

"This is a crucial election because everyone's asking for the party vote and people are starting to understand what it can mean," said Adams. "The minor-party mix is the most important because they can have between eight and 12 seats."

Adams owned his dealership, Paul Adams Motors on Auckland's North Shore, and was considered by some in the industry to be a voice for car traders in parliament.

July 29, 2005

Tough task for next government

The general election was beckoning and whatever the make-up of the next government, it would certainly have some big issues to face before winning over the car industry.

Autofile spoke to three industry associations – the MIA, IMVDA and Motor Trade Association (MTA) – to see what advice they had for the next administration.

Perry Kerr, of the MIA, said his organisation's focus was on environmental issues associated with the condition of the fleet.

"We have highlighted this problem with all major parties," he added. "They have all acknowledged something has got to be done in terms of our transport and environmental policy." He noted MIA members were also keen to see ongoing economic growth.

The IMVDA's chief executive, David Vinsen, agreed the next government needed a strong economic policy. "We would like to see a government that lets business get on with business without trying to socially engineer us."

Andy Cumming, MTA spokesman, said the Motor Vehicle Sales Act and Holidays Amendment Act needed to be fixed, as well as "trying to institute greater fairness in business trading" and addressing skills shortages.

July 24, 2009

Desperately seeking second-hand cars

For many dealers around New Zealand, finding quality used stock was becoming a full-time job with one expert saying demand hadn't been that high since the late 1970s.

Consumers were flocking back to dealerships but instead of wanting new cars, they were demanding late-model vehicles.

For some businesses, that meant selling quality NZ-new used stock the day it landed on their yards while others had waiting lists of buyers.

Experts differed on the reasons for such demand. One European marque dealer told Autofile that buyers couldn't afford new, but still wanted quality brands so people were opting for second-hand.

Paul Marshall, sales manager of Hyundai Greenlane in Auckland, said finding quality stock had turned into a full-time job.

He had been in the car business for 43 years – 30 of those in New Zealand – and, for him, demand for used stock hadn't been that high since the late 1970s, early 1980s.

In the past, other dealers had on-sold trade-ins to the appropriate company – Suzukis back to Suzuki and so on – but competing brands were now sitting together.

Our country needs own regime

Over the past month, the government proposed and received feedback on the adoption of Euro 5 and Euro 6 for the amended vehicle exhaust emissions rule.

VIA was generally supportive of the position taken by the Ministry of Transport (MoT).

That's because we acknowledge the harm caused by noxious emissions and that left us with little choice other than to support the proposal in principle.

While most of our submission was focused on fixing errors in the government's plan, we did include a short argument for what we felt was a better option – a completely different alternative.

The government argued in its consultation documents that New Zealand should adopt the European standards and then identify the equivalent international standards.

The MoT only intends to adopt the emission caps of European standards while ignoring everything else in the European standard, from durability to data-sharing requirements.

Doing this is logical since many of these requirements make no sense to the context of New Zealand and, even if they did, we have no way to facilitate them.

This has caused concern for original equipment manufacturers (OEMs), however. Is a vehicle really Euro 6 compliant without adhering to these additional requirements?

Is it worth the risk to OEMs to claim a car is Euro 6 while not meeting all the European standard requirements just to be able to sell a small volume of units in the tiny corner of the world that is New Zealand?

VIA recommended that this country instead creates its own emissions standard and define which standards harmonise with it.

KIT WILKERSON
Head of policy and strategy
kit@via.org.nz

We suggested this standard should specify a harm limit on vehicle emissions that's congruent with the government's narrow focus on emission caps only.

VIA has researched the individual components of the respective standards and offers a methodology for determining the harm rating of any emissions regulations, giving the government the tools to compare international settings and quantitatively specify those that achieve the New Zealand standard.

This methodology would even offer a fair way to rate in-fleet emissions tests and also allows for a simpler system in that we only must worry about setting the best values – that's to say, what actually works for us.

We do not need to worry about all the other stuff that gets attached to international emissions standards.

This approach also removes some risk to importers because they can simply claim they meet the New Zealand standard without having to claim achievement with other international rules.

It even allows us to start transitioning to a Euro 7-style strategy. Euro 7 addresses the fact that diesels are significantly more harmful than petrol vehicles by being fuel agnostic.

The adoption of Euro 7 will set a single harm limit for all vehicles. That's a radical departure from previous emissions standards that have benefited diesel vehicles by allowing them to cause significantly more harm.

If New Zealand were to create its own standard, with separate harm caps for diesel vehicles and petrol vehicles, we could leave the petrol standard where it is and focus on reducing the harm from diesels until we reach that point where we are effectively fuel neutral.

The benefit of this approach is that it focuses on the most harmful vehicles while maximising the availability of less harmful vehicles.

This will optimise the transition, so buyers who would have been in the market for a diesel car will be better able to find less harmful models that meet their needs.

It's a pragmatic and fair approach to reducing harm that only gets better with time because the harm from diesels will be harmonised with petrol vehicles and we will have a single cap for all incoming vehicles.

At that point, improving the New Zealand standard will result in reducing the universal harm allowance that applies to all vehicles.

I admit I'm only considering light vehicles in this narrative. But there is no reason every type of vehicle couldn't be included in such a system even if, for example, the harm cap for heavy commercials needs to be higher.

We can use the intermediate strategy of harmonising each segment of imports to the lowest common level of harm before we focus on absolute reductions in harm.

To me, allowing diesels to cause more harm through the vehicle exhaust emissions rule is as absurd as the fact that the clean-car programme incentivises heavier and more energy-intensive vehicles.

Then there's the fact that our view of safety focuses on crashworthiness and creates an arms race on the road – a zero-sum solution that promotes the safety of some at the cost of safety for others.

In each case, a concession is being made to the automotive industry that is militating against the effectiveness of our harm-reduction programmes.

The government does need to continue to work with the industry, but the industry also needs to understand that many of the big problems society is facing are the culmination of many, many, small historical concessions made to various industries, including primary industries, against the public good.

Industry needs to find ways to help correct these issues before the problems become the catalyst for more drastic change.

Industry movers

EUAN PHILPOT has resigned, effective July 14, as chief executive officer and director of JEVIC NZ Ltd, and as director of Vehicle Inspection NZ (VINZ) where he had been chairman of the board since 2013.

He also served on the board of the Australian Imported Motor Vehicle Industry Association for five years from December 2015.

Philpot is well-known to many people in New Zealand's automotive industry. He's well-connected among government agencies and highly regarded for his work in biosecurity, especially during the initial period of stink-bug incursions in 2018.

He was also involved with working with Waka Kotahi in developing systems to track Takata airbag recalls and had close connections with the Imported Motor Vehicle Industry Association (VIA) over the years.

Dean Sheed

DEAN SHEED has stepped down as general manager of Audi NZ after about 14 years to take on a newly created role with European Motor Distributors, which is part of the Giltrap Group.

He's now working as branded finance and mobility manager for its marques and dealer networks, and key partners, such as UDC Finance, Provident and Sixt.

Sheed says highlights from his time with Audi include New Zealand being the number-one market globally for the marque's RS product and launching the e-tron.

Greg Leet

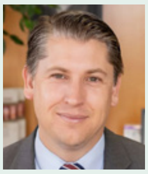
GREG LEET, general manager of Volkswagen Passenger Cars for four years, replaces Sheed at Audi NZ. His previous roles include general manager for Skoda NZ from 2014-19 and Audi's national sales manager for three years before that.

David Parker

DAVID PARKER has been appointed as Minister of Transport following the resignation of Michael Wood from cabinet.

Wood had already been stood down from his transport portfolio by Prime Minister Chris Hipkins pending an inquiry over his failure to properly declare to parliament shares he had in Auckland Airport.

Parker will combine the transport duties with his roles as Attorney-General, and holding the environment and revenue portfolios. He's also an Associate Minister of Finance.



Michael Wood

Wood, who had been Minister of Transport since November 2020, resigned as a minister on June 21, but remains as Labour's MP for Mt Roskill.

AREK ZYWOT has become country manager for MG Motor NZ. He has stepped into the role following Patrick Bourke's return to headquarters in Australia after his secondment last year.

Zywot has 11 years of automotive experience, and has grown brands and launched more than 20 models in our market.

He says: "I've spent my entire working life in the automotive industry locally and to now be leading the New Zealand arm of MG Motor is a privilege."

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

The eK X at Fieldays

Marque looking into kei-class feasibility

Mitsubishi Motors New Zealand (MMNZ) is seeking Kiwis' views on the marque's eK X before deciding whether to bring the tiny electric vehicle (EV) to these shores.

The kei-class model was launched in Japan last year. It comes in at 3,395mm long, 1,475mm wide and 1,656mm tall, and has a range of 180km per charge.

This means one can almost fit within the wheelbase of a Triton and it's about 600mm shorter than a Mazda MX-5.

MMNZ describes the EV as having a "wide application for everyday commuters and those looking to travel a little further afield".

It has asked New Zealanders to sign up for a survey on the model, which was on display at last month's Fieldays.

Reece Congdon, head of marketing and corporate affairs, says: "Kiwis have been quick to adopt PHEV and EV technology, and a car like the eK X could represent phenomenal value to motorists if we get enough demand.

"Anecdotal feedback at Fieldays was overwhelmingly positive, especially after customers sat inside and discovered how roomy it is."

The feasibility study includes a survey, which almost 1,000 people have signed up for. It will have about 20 questions on a number of topics from potential use to pricing expectations.

"The data received from those responses will form a large part of the eK X study going forward," Congdon told Autofile.

Toyota NZ, meanwhile, returned to Fieldays, with a presence that solely featured its utes.

"Despite some delays in the past two years, we've plenty of good stock of Hilux," says Steve Prangnell, vice-president of new vehicles. "We're keen to ensure we are selling the latest technology to our agricultural customers."

To reduce energy-related emissions, the marque's stand was powered by a hydrogen generator. It was built in Europe using Toyota fuel-cell technology, the same tech that can be found in the Mirai.

Hyundai NZ unveiled its all-new Kona at the four-day event. It was among more than 40 vehicles the marque had on display.

Andy Sinclair, chief executive officer, says: "We are confident its striking design, innovative features and impressive performance will make it a popular choice among car enthusiasts and families."

The Kona is due to arrive at dealerships in the third quarter of this year. It will be available in a range of powertrains, including fully electric, hybrid and petrol.

Ford's Ranger Platinum and Wildtrak X made their New Zealand debuts at Mystery Creek near Hamilton, as did Chevrolet's Silverado 1500 range for the 2023 model year. Other exhibitors included BYD, Suzuki, Volkswagen, Ineos Automotive, Isuzu Utes and Mahindra.

Hyundai NZ unveiled the all-new Kona at Fieldays

Extra burdens imposed on dealers

If you feel like you have been facing a seemingly never-ending stream of changes introduced by the government, that's understandable. Because there has been.

All in the name of well-intended aims and to do "our bit" to limit the impacts of climate change but, as with most things, the devil's in the detail.

Coming out of the pandemic, perhaps we were all looking forward to some sort of reprieve. However, that hasn't been the case.

By way of a recap, it all started on July 1, 2021, with the clean car discount (CCD) when, overnight, battery electric vehicles (BEVs) and plug-in hybrids (PHEVs) suddenly attracted substantial refunds. The industry was caught on the hop and it took a while to ramp up supply of related products.

Then, nine months later, in April 2022, the full version of CCD followed, which is when petrol hybrids also became eligible for incentives along with a few smaller-engine models with internal combustion engines.

At the other end of the spectrum, fees landed on higher carbon dioxide (CO_2) emitting vehicles. That's to say, those with CO_2 output ratings of more than 190g/km.

The impacts were significant and two things happened. The supply of "electrified" vehicles improved and along with that came a major shift in buyer behaviour toward such models.

TONY EVERETT
Sector manager – dealers, Motor Trade Association

The downside, if it's fair to call it that, was the draw on the "fund" was much greater than perhaps had been expected. The CCD was meant to be self-funding with penalties funding incentives. It proved too successful creating a budgetary hole.

Roll on another nine months later to January 1, 2023, and the introduction of clean car standard (CCS). This brought another mix of rebates in the form of credits and charges in the form of fees.

The CCS is a below-the-line exercise or, to put it another way, a supply-side initiative. The impacts aren't directly visible to consumers, but make no mistake they are still there. It's up to the vehicle importer as to how the final pricing will be set. Credit offsets and transfers muddy the waters, and vary from importer to importer.

Seven months later and on July 1, the CCD was tweaked because it had been too successful and the kitty was in deficit. Outgoings, in the form of rebates, were considerably higher than incomings, that's to say the fees.

To stem the flow, the government revised the settings by reducing the incentives and increasing penalties. The so-called "neutral band" was also moved down the CO_2 scale.

Only the passage of time will inform us as to whether the adjustments and related forecasting have led to getting the balance right.

Irrespective of all that, it is essential dealers don't forget to update all their vehicle emissions energy economy labels by July 15 – for online listings and stock on yards.

So, there have been four very significant changes across a two-year period. If you are feeling like a boxer with both arms tied back, now you know why.

But wait, don't relax too much because the CCD might need further revision if the sales mix doesn't match expectations if there are still too many rebate-attracting vehicles and not enough fee-paying vehicles.

I understand the cow bell was being rung frequently at last month's Fieldays, which is a quaint way of announcing another new-vehicle sale. It came as no surprise to many in the industry that there was a "pull forward" of sales in June before the revisions to the CCD took effect on July 1

If there is a change of government following October's election, the CCD is on notice to be scrapped. However, that might be easier said than done if the CCD financial pothole hasn't been adequately "filled" by that stage.

On another front, the vehicle exhaust emissions standards are being reviewed with a consultation document having been in play.

If things progress as proposed, the used-imports market will get through okay in the first instance although it will face a more substantial change by 2028.

However, the new-vehicle sector will not be so lucky with a shift to Euro6D/VI, or equivalent, by February 1, 2026. That change will put us out of step with Australia and may bring disruption to the market in the form of price and model-mix changes.

Surely that's enough for the present. Remember the "good old days" when the business was much simpler? Order a vehicle from overseas, new or used, and you knew what you were up for.

It's not so easy now when pondering the impacts of the CCS and if your competitors have more offset credits available to them, or even whether the CCD will still be same by the time your stock eventually lands. You've gotta love the motor industry nowadays.

Hybrid 'strikes the middle ground'

Suzuki says the arrival of the hybrid version of its Vitara broadens the appeal of a model it describes as a "global success story".

Back in 1988, the three-door first-generation hatchback heralded a new breed of small, affordable SUVs. It soon became popular with its body design and four-wheel drive (4WD) functionality.

Today's more advanced fourth iteration – the Vitara Turbo Hybrid – strikes the middle ground rather than what the marque says would be an expensive leap into pure electric vehicles (EVs).

The Vitara Turbo Hybrid

Yet Suzuki is still spending billions of dollars on a five-year "electrification" research and development programme, which it says will result in several value-for-money pure EVs.

"The Vitara Hybrid reflects Suzuki's desire to offer a compact, affordable SUV that's well-suited to the lifestyles and demands of the times," says Gary Collins, general manager of automobile for Suzuki NZ.

"The move to a self-charging hybrid enhances all the aspects of the vehicle that has made it so popular while also reducing emissions and fuel consumption."

The Vitara's carbon dioxide (CO_2) emissions levels are low thanks to clever engineering, including the use of high-tensile steel.

The new Turbo Hybrid has an increased power supply through the integrated starter generator (ISG). This boosts the electric motor's output, which in turn increases the amount of electric motor assist and regenerated energy.

Rodney Brown, technical service manager for Suzuki NZ, says: "The 48-volt hybrid system has new torque-fill control and torque boost features that enhance driving feel by adding more torque from the electric motor to engine torque during acceleration."

In addition, an electric-motor idling function in the manual transmission model reduces fuel consumption by using the ISG motor to idle the car without using fuel.

"Under acceleration when a lot of fuel is required, the ISG assists the engine to reduce the load on it, and that's how fuel efficiency is improved," explains Brown.


The manual transmission is the cheapest option of the Vitara Hybrid


The new K14D version of the 1,372cc Boosterjet direct-injection engine

The Vitara Hybrid is the first Suzuki in this country to feature a gasoline particulate filter, which cleans the exhaust emissions.

A more sophisticated recirculation system sees purified exhaust gas cooling the gas in the combustion chamber.

Three petrol-electric "mild" hybrids with turbocharged power and efficiency, including a range-topping AWD, join the five existing Vitara models.

In official combined fuel tests, the Hybrid Turbo is at least 15 per cent more economical than a comparable non-hybrid Vitara while also boasting up to 18 per cent lower CO_2 emissions.

Powering this model in conjunction with the 48-volt self-charging mild-hybrid system is a new K14D version of the 1,372cc Boosterjet direct-injection engine with four valves per cylinder.

It differs from the K14C unit in other Vitaras with all changes improving efficiency and reducing engine emissions.

The four-cylinder, double overhead camshaft motor produces 95kW of power at 5,500rpm. The maximum torque of 235Nm at 2,000-3,000rpm is up by 6.8 per cent compared to the standard Vitara 1.4 Turbo powertrain.

A newly designed turbocharger has been specified to give better efficiency and faster spooling-up response.

Improved injectors result in a better air-fuel mixture and fuel delivery has been upgraded with maximum fuel pressure increasing to 350 bar.

Despite the improvement in fuel consumption and decline in emissions, the Hybrid Turbo can accelerate from standstill to 100kph in 9.5 seconds.

In the combined fuel-consumption cycle, converted to WLTP-3P, the 2WD Vitara Hybrid Turbo JX with six-speed manual transmission averages 5l/100km – that's 22 per cent more economical than a standard 1.6 Vitara manual, which comes in at 6.4l/100km.

Prices start at $39,990 for the 1.4T Hybrid JX 2WD manual and an extra $2,000 for the automatic. The JLX AWD automatic is priced from $44,990.

Going green to create change

The Cupra Tavascan has been launched in Berlin with fashionable fast-back styling based on a concept first unveiled at Frankfurt Motor Show in 2019.

It is the marque's first all-electric SUV coupe and second EV after the Born, and has been unveiled five years since it split from Seat to become a standalone brand in the Volkswagen Group.

Cupra says its striking design will transfer to future electrified cars in its line-up. The production-specification midsize model occupies the same footprint as a Nissan X-Trail and is marketed as an alternative to Volkswagen's ID.5.

With rear wheel or all-wheel-drive options, the most powerful version delivers 250kW of power.

Designed and developed in Barcelona, the Tavascan will be produced in China, launched in 2024 and has an annual target of more than 70,000 units.

Wayne Griffiths, Cupra's chief executive, says: "There are so many purely rational EVs coming to market. That's not what Cupra is about. In 2019, we had a vision to reinvent electrification. We wanted to show with the Tavascan that it's not responding to change, but a car that creates it."

The all-new Tavascan

While the marque has yet to quote a 0-100kph time for the single-motor variant, the dual-motor version does it in 5.6 seconds, which is 0.7 of one second faster than the ID.5 GTX.

Pointy headlights, LED tail-lights and huge wheels of up to 21 inches are distinctive features, while the deep front bumper and massive air vents provide a sporty aesthetic.

The dashboard offers a 15-inch touchscreen and plenty of ambient LED cabin lighting. A 12-speaker Sennheiser audio system is available, as well as wireless Android Auto and Apple CarPlay.

For the driver, a 5.3-inch digital dash is paired with an augmented reality head-up display, which projects navigation instructions, speed and safety information onto the windscreen.

Based on Volkswagen's electrified MEB platform, the Tavascan will be available with two power outputs. These are 210kW and 545Nm with a single rear motor, and 250kW with the addition of an 80kW and 134Nm front-axle motor.

A water-cooled lithium-ion battery pack supplies 77kWh of energy, allowing a range of 549km for single-motor models on the WLTP test cycle and 517km for the VZ, which has AWD.

Specifications are to be announced towards the end of next year ahead of its down-under launch in the first half of 2025. The Tavascan is expected to be priced from about $100,000.

'Mighty' credentials

Subaru's XV has evolved into the Crosstrek with next-generation symmetrical all-wheel drive.

The three models in the marque's New Zealand line-up include the Premium petrol variant powered by a direct injection, two-litre Boxer engine mated to a lineartronic transmission with eight-speed paddle-shift manual mode.

The two hybrids feature a robust e-Boxer lineartronic transmission with seven-speed manual mode.

"Eleven years ago, Subaru put the best things it has ever done into pioneering the small SUV category when we introduced the XV," says Wallis Dumper, Subaru of NZ's managing director.

"Now we're creating history again in a redefinition of the category we created with the all-new Crosstrek. It might be a small SUV, but it still has mighty SUV creds.

"It features 220mm of ground clearance, which is what separates it from most of its 'pretender' SUV' competitors."

For the first time in a Subaru, there's wireless smartphone Qi charging. New features include a 11.6-inch infotainment touchscreen and multi-view monitor with a 360-degree camera.

Subaru's Crosstrek

Kiwi goes so close at Le Mans

Most racers would think finishing second at an iconic, punishing endurance event is pretty incredible.

However, for Brendon Hartley it was a crushing disappointment.

This year's 24 Hours of Le Mans went Ferrari's way, but not before the New Zealander almost claimed victory in a weight-penalised Toyota hypercar.

"It was disappointing to come second, but I can honestly say we gave it our all," he says.

Ferrari's pole position was its first in half a century and the win ended a longer absence from the podium's top spot.

The Italian marque's last victory was in 1965, the year before the Kiwi pairing of Chris Amon and Bruce McLaren came first in a Ford GT. The latest result ended Toyota's five-year run of Le Mans titles.

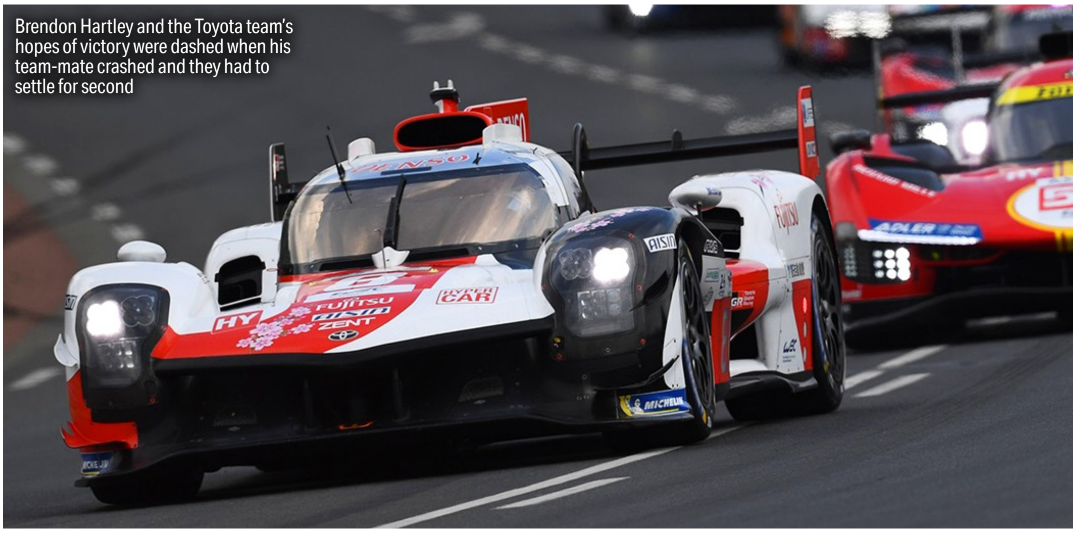
The 24 Hours of Le Mans, run from June 10-11, ended with three New Zealanders in the top five.

Hartley was narrowly edged out of contention for the title when team-mate Ryo Hirakawa crashed late in the race. Earl Bamber finished third, while IndyCar Series star Scott Dixon was fourth.

The factory Toyota team had gone into the race carrying a late 37kg weight penalty on both its vehicles to equalise the hypercar category on an "index of performance".

"We had heart, we had experience, we had teamwork and we fought until the end," adds Hartley.

Despite the penalty, his team's number-eight car was leading at dawn and locked in battle with the fastest Ferrari. The latter then took the lead, was slowed by a system fault during a pit stop but cemented its advantage when the Toyota pitted one last time.



Brendon Hartley and the Toyota team's hopes of victory were dashed when his team-mate crashed and they had to settle for second

Hartley had driven four consecutive stints and took his team to within 10 seconds of the leader with two hours remaining.

The Kiwi then handed over to Hirakawa. The vehicle had developed a brake problem, which all the drivers knew about, but was on the lead lap when it went off the track. The message sent back to the pits was cruel – the car had crashed and was off the circuit.

Hartley says the whole pit area fell silent, adding it was the team's "worst nightmare after fighting for 22 hours".

Hirakawa was able to return to the track and the Toyota retained second place following some quick repairs.

"Right now, it feels like we came so close, but we were so far away," says Hartley. "I've been feeling a lot of emotions. We gave it our all and we had nothing left. We didn't have the outright performance, but we were still there putting pressure on Ferrari all the way through.

"For a moment, it was getting exciting at the end when the conditions came back to us a bit and we started to close the gap. Ryo was in the most difficult situation. He was told to go full risk and try to close the gap, so there's no blame.

"Big congratulations to Ferrari. They were quicker and they didn't make mistakes, so well done to them."

Hartley is this country's most recent Formula 1 driver having raced a season for Scuderia Toro Rosso.

His international career took off after he contested the inaugural season of New Zealand's premier race championship, the Toyota Racing Series, and became the youngest person to win a race in that competition.

A title victory in European Formula 3 brought him to prominence in the northern hemisphere and he worked for the Mercedes F1 team before scoring the Toro Rosso drive. He has claimed first place at Le Mans three times.

RACE GOES GREEN

There's a growing focus on environmental issues at Le Mans. On track, cars use a 100 per cent sustainable fuel while tyres for the top hypercar class now have 46 per cent renewable materials in their construction.

A new hydrogen category will be introduced in 2026 with vehicles either using fuel-cell technology or combustion engines running on hydrogen.

All hypercars will eventually be powered by hydrogen and Toyota has already displayed its racer concept using this fuel.

The 300,000 tickets for this year's event sold out in December. Next year, Lamborghini, Alpine and BMW are joining the current seven marques – Porsche, Toyota, Ferrari, Peugeot, Cadillac, Vanwall and Glickenhaus – with hypercars.

Hartley enters the Toyota GR010 hybrid during a driver change

The trio of Alessandro Pier Guidi, James Calado and Antonio Giovinazzi took the Ferrari 499P to the marque's first Le Mans victory in 58 years

Rookie clinches Formula Ford title

Dylan Grant has narrowly won the 2022/23 Giltrap Group North Island Formula Ford Series (NIFF) after a tough three-race final round at Manfeild Circuit Chris Amon. The runner-up was Blake Dowdall, who came in 25 points behind, while Mason Potter took out third overall.

"I'm very happy to have finished the season with the title," says Grant. "It's my first motorsport title, so I will remember this for a long time."

Going into the final round, Grant had a 33-point lead over Dowdall with Mason occupying third spot on the ladder.

"In practice on the Friday we were fastest so I wasn't too concerned with qualifying in third because we had a technical issue and couldn't set a fast lap," he says.

"I was happy with the third grid position for the first race as I knew we were quick. It was only a matter of having some control on where I needed to be on the track."


Dylan Grant leading the Formula Ford pack at Manfeild

Grant quickly took the lead during race one, winning ahead of Zac Blincoe and Dowdall with Potter in fourth and Shane Drake fifth. However, the next two races were "nerve-racking".

"Just one mistake would cost us the championship," says Grant. "The series is about making sure you finish to score points.

"We didn't have a good start to the season in the first round here at Manfeild, so we've needed to finish every race to keep scoring."

Having finished second in the opening race, Zac Blincoe went on to win both subsequent races. This meant the final double-points 12-lap race was to be the title decider.

"That last race was very tough," says Grant. "I got a good start, got in front and it really came down to the last lap.

"I had been struggling for grip all day and was defending, which allowed Shane [Drake] and Mason [Potter] to catch the three of us. I knew that with double points for the finale, I needed to finish third. That's what I was focused on."

NIFF chairman Shane Drake describes the standard of racing this season as having been "superb".

He adds: "It's been a long seven-round season in which we have continued to see a high level of competition from the young guns coming through the category."

Grant won the Stephen Gillard Memorial Trophy as well as rookie of the year and the class-one title, while Potter took out class two.

As part of his overall series win, Grant gets the opportunity to test a Toyota FT-50 single-seater as part of the prize pool.

NIFF FINAL TOP 10

1	Dylan Grant	1,268 points
2	Blake Dowdall	1,243
3	Mason Potter	1,194
4	Alex Crosbie	942
5	Judd Christiansen	841
6	Liam Sceats	785
7	Sebastian Manson	782
8	Zach Blincoe	671
9	Leo Scott	584
10	Shane Drake	579

Maiden victory for Sceats in Japan

Liam Sceats leaves the latest round of the 2023 Japanese Formula Regional Championship in Okayama second on the table after taking his maiden series victory in the third race.

The teenager from Auckland qualified well and was on the front row for all three events, which paved the way for two fourth places before victory in the finale.

Fortune was in his favour come Sunday's third race, leading from lights to flag to secure a hard fought but well-earned win.

"We had a great start off the front row, which allowed me to get into the lead on lap one," says Sceats. "I was confident with the car all weekend, so pushed hard on the opening laps, which created a slight gap to second.

"It was good to come back with a win after an error battling for the lead cost us a podium in race one. An unfortunate wrong tyre choice on a drying track in race two cost us any chance.

"The competition is tough in Japan, so it feels great to get a win under my belt. I want more now."


Liam Sceats with his father Simon

Sceats moves from fifth to second in the championship following June 10-11's round. He trails runaway leader Sota Ogawa by 59.5 points with eight races to go. The series returns for three races at Motegi from July 22-23.

Engine failure two years after supply too long to make trader repair vehicle

A 2012 Mazda CX-5

The case: The buyer wanted to reject her car two years after it was supplied, and after she travelled at least 62,955km in it, because its engine had failed. The trader opposed the claim. It said it no longer had any liability under the Consumer Guarantees Act (CGA) to refund the purchase price or to replace the engine.

The decision: The tribunal dismissed the application to reject the Mazda CX-5 because the consumer had no remedies under the act.

At: The Motor Vehicle Disputes Tribunal, Auckland.

Background

Kalolaine Lavemai purchased a 2012 Mazda CX-5 from Auto Mates Cars on July 7, 2020, for $20,000. It had an odometer reading of 82,000km.

Two years after purchase, she wanted to reject it because it had suffered catastrophic engine failure. The vehicle also had other mechanical issues, which had been repaired by the trader during her ownership.

The trader said it had no liability to Lavemai because the engine failure had occurred too long after purchase and any earlier issues with the CX-5 had been remedied.

The case

Soon after purchase, oil was found to be leaking from the car's oil filter. The trader paid for Nistech Automobile Solutions to replace the part and top up the fluid.

A $630 quote from the repairer, dated October 30, 2020, for additional work to replace spark plugs was produced in evidence at the hearing, but there was no evidence that this work was ever done or paid for by Lavemai.

The quote was addressed to Work And Income, which suggested that she was intending to arrange for it to agree to meet the payment.

Early in December, Lavemai was driving on a motorway when the Mazda slowed and then stopped.

It was towed to Nistech Automobile Solutions, which replaced the alternator belt and serviced the car. Its invoice stated the component cost $304.

The trader accepted liability for this work during the hearing, but was unable to confirm if it had already paid that sum to the buyer. The balance of the repairer's invoice related to servicing and the towing charge of $61.

The car's odometer reading wasn't recorded on the invoice when that work was completed.

Lavemai said that during late 2020 and into 2021, the Mazda was making a noise that sounded like a lawnmower. She was told by Nistech that this was to do with the alternator belt.

She returned the vehicle to the repairer several times before the issue was finally fixed. An invoice from Nistech dated October 27, 2021, recorded the odometer reading at that time as 126,965km.

On July 6, 2022, the car stopped while Lavemai was driving it and she again arranged for it be towed to Nistech, which recommended the CX-5 be seen by a Mazda dealership so it was taken to South Auckland Mazda.

It reported that the CX-5 needed a new engine and quoted Lavemai $11,575 to replace it. Nistech also provided a quote to repair the engine for $8,884.

After the hearing, she was asked to provide a photo of the current odometer reading, but she failed to do so.

The most recent recording of this was taken by the Mazda dealership's technician. Its invoice was dated July 21, 2022, and recorded the mileage as 144,955km.

Lavemai was unable to afford to repair the car although Provident, her insurer, accepted the claim and confirmed it would pay a maximum of $4,650 towards repairs.

The finding

The adjudicator said a reasonable purchaser spending $20,000 on a 2012 vehicle wouldn't expect to have to replace the alternator belt five months after purchase.

Therefore, the belt's failure meant the Mazda wasn't of acceptable quality for the purposes of section six of the CGA – the CX-5 was not as durable as a consumer would expect given its age, price and mileage.

The evidence also established the replacement alternator belt was too tight, which caused the car to make a lawnmower-sounding noise. That issue was fixed in October 2021.

The tribunal wasn't convinced the ongoing noise amounted to a failure of the CGA's guarantee of acceptable quality.

In regard to the engine damage, it happened two years after purchase and after the car had been driven at least 62,955km since then.

The average New Zealander drives about 15,000km each year, so 62,955km was a significant amount of driving during the two-year ownership of this vehicle.

The guarantees provided in the CGA are not infinite. At some point, the risk of repairing mechanical issues passes from a supplier to a purchaser depending on such factors as the type of failure, and the car's age, mileage and its price when supplied.

Reasonable buyers of older, second-hand vehicles need to have realistic expectations about the longevity of major components, such as the engine, particularly if driven for more than 60,000km during the period of ownership.

They must expect that, at some point, major parts may require replacing and any repairs may well be expensive.

The tribunal found that when considering the facts of this case, the failure of the engine didn't amount to a breach of the CGA's guarantee of acceptable quality.

The adjudicator agreed with the trader that – in the circumstances of this case – it was too long after purchase for such a failure to amount to a breach of this guarantee in the legislation.

The tribunal then considered if Lavemai was entitled to any remedies under the CGA.

The condition of the alternator meant that the vehicle wasn't of acceptable quality. However, she was not entitled to reject the Mazda in relation to the failure of this part because she had allowed the trader to repair the fault and it did so within a reasonable timeframe.

The dealer accepted liability during the hearing to pay the reasonable costs incurred in having that failure remedied, which amounted to $350.

The tribunal also ruled that the trader had to pay towing costs of $70, which had incurred as a result of the belt failure, to the purchaser.

Orders

The application to reject the Mazda was dismissed. The trader was ordered to pay $420 to the buyer.

'Smorgasbord' of issues arose so quickly post-purchase that rejection was allowed

The case: The buyer wanted to reject his 2011 BMW 523i after it suffered a series of issues, including serious transmission and airbag suspension faults. The trader disagreed. It claimed it should be given an opportunity to assess and repair the car.

The decision: The tribunal upheld the purchaser's right to reject the vehicle because its cumulative defects amounted to a failure of a substantial character.

At: The Motor Vehicle Disputes Tribunal, Auckland, via video link.

Background

Michael Shaw wanted to reject the 2011 BMW 523i he purchased for $20,580 from AJ Motors Ltd on May 19, 2022.

He said it had had a number of problems since purchase, including the engine control unit (ECU), transmission and airbag suspension, which meant it wasn't of acceptable quality under the Consumer Guarantees Act (CGA).

Shaw wanted to reject the car and obtain a refund of the purchase price, the cost of diagnosis and repairs to the BMW, and upgrading the GPS navigation and radio.

AJ Motors claimed Shaw wasn't entitled to do so, and it should be given an opportunity to assess the car and perform remedial work.

The case

Shaw purchased the BMW on May 19, 2022. He collected it on June 2 and, during that two-week period, AJ Motors discovered it had an ECU fault.

An invoice dated May 31 from East Tamaki Auto Service showed the trader replaced the ECU, alternator, three ignition coils and the digital junction box, and paid $3,151 for those repairs.

When Shaw collected the vehicle, he noticed the rear-wiper washer and headlamp washers weren't working. About a week later, Shaw saw oil from the cam cover was leaking onto the exhaust.

He returned the car to AJ Motors, which fixed the leak. It also replaced a fuse relay box and the headlamp washer motor.

Shaw drove the BMW without incident until September 16 when it began to misfire and lose power. He took it to SD European in Hamilton for assessment, which found the replacement ECU was faulty.

He emailed AJ Motors on October 3 about the misfire and assessment by SD European. He wrote: "We need to get their diagnosis and repair plan, and go from there."

On October 13, Shaw advised AJ Motors that SD European was looking to source and replace the ECU. The latter then replaced it, which cost $2,700.

He said he didn't ask AJ Motors to replace the unit because it already had one chance to complete that task.

SD European also performed a diagnostic scan and found fault codes relating to the transmission. It reprogrammed the transmission, but the codes remained. It considered the BMW had a fault within the mechatronics unit, which needed to be replaced at an estimated cost of $5,753.

The buyer said the transmission was "rough" at low speeds with a lag when the vehicle changed from first to second gear and under acceleration.

After Shaw collected the car on October 28, he discovered its rear-suspension airbags were leaking. He provided photos that showed the vehicle was much lower at the back than the front.

He said the airbag compressors were working, but the airbags deflated after about five hours.

Shaw also noted a further transmission fault had developed, he had difficulty putting the car in park and a warning message had appeared three times.

This was: "Transmission secure vehicle with parking brake when stationary. Have the problem checked by service."

The finding

The tribunal was satisfied the evidence showed the BMW suffered several issues, including transmission issues, post-purchase.

A 2011 BMW 523i

The invoices from SD European showed its ECU required replacing again in September and by that time the mechatronics unit had also developed a fault.

Finally, the adjudicator accepted Shaw's oral evidence the BMW's rear-suspension airbags were leaking.

The tribunal found Shaw to be a clear and reliable witness. His evidence was also supported by photographs that showed the car's rear was lower than the front, consistent with the conclusion the suspension airbags were leaking.

They needed to be replaced less than five months after purchase during which time Shaw had driven less than 5,000km.

AJ Motors said it wasn't liable because it was a maintenance item, but the tribunal disagreed. Shaw paid $20,580 for an 11-year-old vehicle with an odometer reading of 78,537km.

It found the defects meant the BMW wasn't of acceptable quality for the purposes of section six of the CGA because it hadn't been as free of minor defects or as durable as a reasonable consumer would consider acceptable.

The tribunal was also satisfied the vehicle's cumulative defects amounted to a failure of a substantial character.

A reasonable person would have lost all confidence in its ongoing reliability and wouldn't have purchased this BMW if aware of the smorgasbord of issues that would arise so soon after purchase.

Therefore, Shaw was entitled to reject the vehicle and obtain a refund of all money paid for the car.

However, he wasn't entitled to recover the cost of the ECU repairs performed by SD European because he didn't give the trader a reasonable opportunity to fix the BMW before having it rectified elsewhere.

Shaw said he didn't ask AJ Motors to replace this unit because it had already done so and a fault had returned.

Although Shaw's view was understandable, it sometimes takes more than one attempt to successfully rectify a fault with a vehicle and the tribunal considered Shaw had an obligation to give AJ Motors one more opportunity to fix the ECU issue.

Under section 18 of the CGA, Shaw was entitled to recover the $517.50 cost of the GPS navigation and radio system's software upgrades performed by RPM Car Audio Ltd in June 2022.

The GPS navigation in the BMW was in Japanese at the time of sale and the radio was set for Japanese radio bandwidth. It was reasonably foreseeable that the purchaser of this vehicle would pay to have the upgrades done.

Shaw had successfully rejected the vehicle meaning he had suffered a loss by paying for that work.

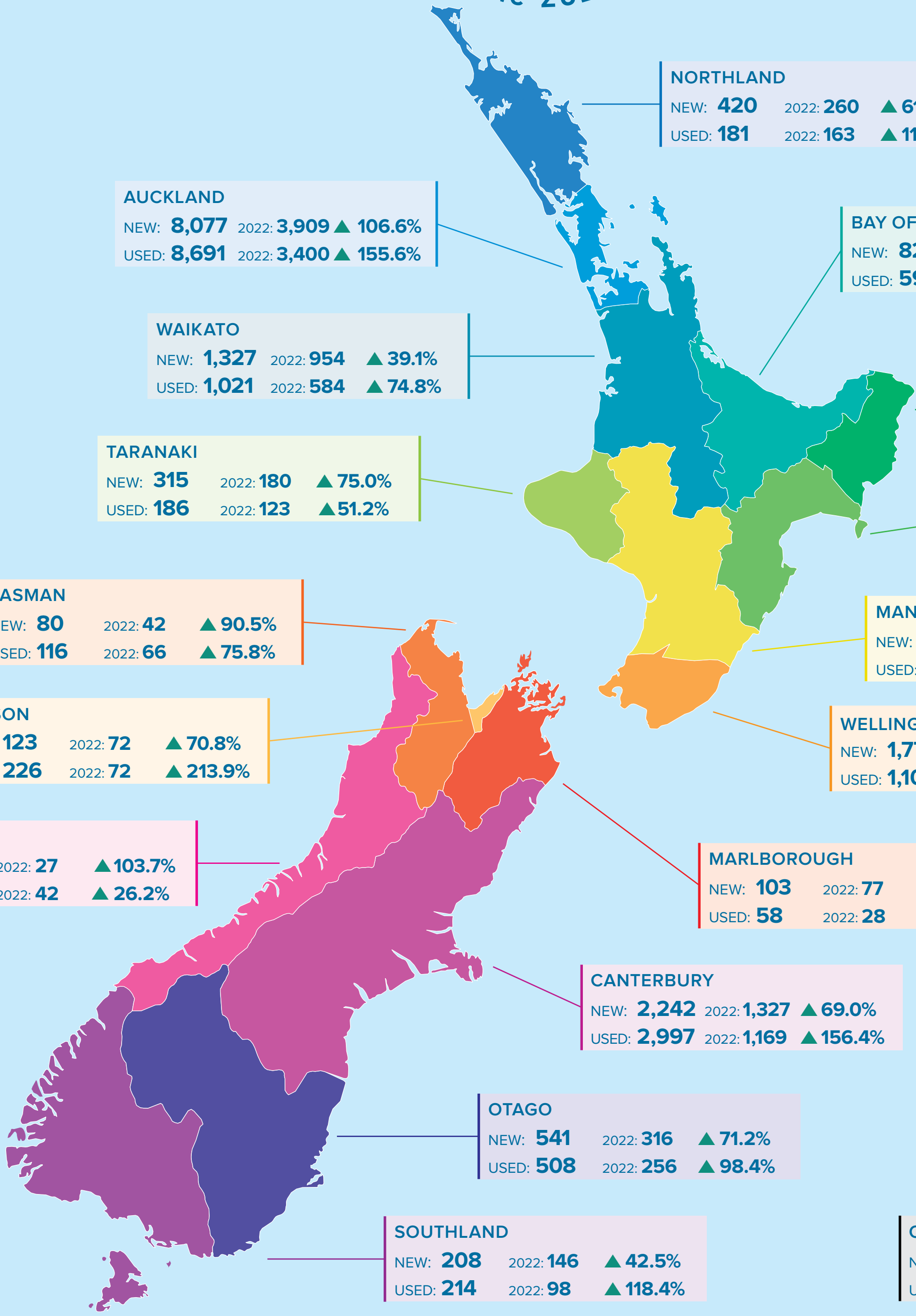
Orders

The application to reject the vehicle was upheld and the dealer was ordered pay $21,097.50 to the buyer.

AROUND THE COUNTRY
June 2023

Total new cars
17,302
2022: 9,537 ▲ 81.4%

Total imported used cars
16,680
2022: 7,399 ▲ 125.4%



NORTHLAND	NEW:	420	2022: 260	▲ 61.5%
	USED:	181	2022: 163	▲ 11.0%
AUCKLAND	NEW:	8,077	2022: 3,909	▲ 106.6%
	USED:	8,691	2022: 3,400	▲ 155.6%
BAY OF PLENTY	NEW:	829	2022: 541	▲ 53.2%
	USED:	594	2022: 353	▲ 68.3%
WAIKATO	NEW:	1,327	2022: 954	▲ 39.1%
	USED:	1,021	2022: 584	▲ 74.8%
GISBORNE	NEW:	85	2022: 46	▲ 84.8%
	USED:	79	2022: 27	▲ 192.6%
TARANAKI	NEW:	315	2022: 180	▲ 75.0%
	USED:	186	2022: 123	▲ 51.2%
HAWKE'S BAY	NEW:	451	2022: 291	▲ 55.0%
	USED:	255	2022: 126	▲ 102.4%
TASMAN	NEW:	80	2022: 42	▲ 90.5%
	USED:	116	2022: 66	▲ 75.8%
MANAWATU-WHANGANUI	NEW:	631	2022: 330	▲ 91.2%
	USED:	338	2022: 235	▲ 43.8%
NELSON	NEW:	123	2022: 72	▲ 70.8%
	USED:	226	2022: 72	▲ 213.9%
WELLINGTON	NEW:	1,771	2022: 997	▲ 77.6%
	USED:	1,102	2022: 637	▲ 73.0%
WEST COAST	NEW:	55	2022: 27	▲ 103.7%
	USED:	53	2022: 42	▲ 26.2%
MARLBOROUGH	NEW:	103	2022: 77	▲ 33.8%
	USED:	58	2022: 28	▲ 107.1%
CANTERBURY	NEW:	2,242	2022: 1,327	▲ 69.0%
	USED:	2,997	2022: 1,169	▲ 156.4%
OTAGO	NEW:	541	2022: 316	▲ 71.2%
	USED:	508	2022: 256	▲ 98.4%
SOUTHLAND	NEW:	208	2022: 146	▲ 42.5%
	USED:	214	2022: 98	▲ 118.4%
OTHERS (Chatham Islands, overseas, unknown)	NEW:	44	2022: 22	▲ 100.0%
	USED:	61	2022: 20	▲ 205.0%

Imported Passenger Vehicle Sales by Make - June 2023

MAKE	JUN'23	JUN'22	+/-%	JUN'23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Toyota	5,849	2,844	105.7	35.1%	22,792	38.8%
Nissan	2,527	1,006	151.2	15.1%	8,324	14.2%
Mazda	2,235	1,048	113.3	13.4%	7,951	13.5%
Subaru	1,457	389	274.6	8.7%	3,834	6.5%
Honda	1,131	554	104.2	6.8%	4,065	6.9%
BMW	614	235	161.3	3.7%	1,795	3.1%
Volkswagen	601	283	112.4	3.6%	2,205	3.8%
Mitsubishi	441	227	94.3	2.6%	1,732	2.9%
Suzuki	441	188	134.6	2.6%	1,576	2.7%
Audi	372	137	171.5	2.2%	1,237	2.1%
Mercedes-Benz	349	131	166.4	2.1%	1,014	1.7%
Lexus	232	90	157.8	1.4%	712	1.2%
Ford	81	43	88.4	0.5%	281	0.5%
Volvo	40	34	17.6	0.2%	139	0.2%
Mini	34	7	385.7	0.2%	107	0.2%
Land Rover	32	27	18.5	0.2%	101	0.2%
Porsche	26	13	100.0	0.2%	77	0.1%
Jeep	25	13	92.3	0.1%	61	0.1%
Jaguar	19	9	111.1	0.1%	73	0.1%
Chevrolet	16	21	-23.8	0.1%	84	0.1%
Dodge	14	12	16.7	0.1%	51	0.1%
Chrysler	13	7	85.7	0.1%	42	0.1%
Daihatsu	12	2	500.0	0.1%	38	0.1%
Peugeot	12	4	200.0	0.1%	46	0.1%
Smart	11	0	1,100.0	0.1%	28	0.0%
Hyundai	10	22	-54.5	0.1%	47	0.1%
Holden	9	8	12.5	0.1%	42	0.1%
Renault	9	4	125.0	0.1%	24	0.0%
Genesis	8	0	800.0	0.0%	8	0.0%
Kia	6	4	50.0	0.0%	28	0.0%
Tesla	6	5	20.0	0.0%	19	0.0%
Fiat	4	5	-20.0	0.0%	7	0.0%
Cadillac	3	1	200.0	0.0%	10	0.0%
Citroen	3	2	50.0	0.0%	10	0.0%
Isuzu	3	1	200.0	0.0%	6	0.0%
Others	35	23	52.2	0.2%	206	0.4%
Total	**16,680**	**7,399**	**125.4**	**100.0%**	**58,772**	**100.0%**

Imported Passenger Vehicle Sales by Model - June 2023

MAKE	MODEL	JUN'23	JUN'22	+/-%	JUN'23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Toyota	Aqua	1,745	1,207	44.6	10.5%	8,109	13.8%
Toyota	Prius	1,294	556	132.7	7.8%	5,481	9.3%
Mazda	Axela	824	398	107.0	4.9%	3,100	5.3%
Nissan	Serena	710	94	655.3	4.3%	1,721	2.9%
Subaru	Impreza	671	200	235.5	4.0%	1,694	2.9%
Nissan	Note	526	179	193.9	3.2%	1,912	3.3%
Toyota	Corolla	526	291	80.8	3.2%	2,053	3.5%
Honda	Fit	448	256	75.0	2.7%	1,821	3.1%
Volkswagen	Golf	419	191	119.4	2.5%	1,485	2.5%
Nissan	X-Trail	413	146	182.9	2.5%	1,238	2.1%
Mazda	CX-5	378	193	95.9	2.3%	1,248	2.1%
Mazda	Demio	356	240	48.3	2.1%	1,658	2.8%
Subaru	XV	315	84	275.0	1.9%	922	1.6%
Toyota	C-HR	311	182	70.9	1.9%	1,124	1.9%
Mitsubishi	Outlander	287	165	73.9	1.7%	1,208	2.1%
Mazda	Premacy	271	91	197.8	1.6%	707	1.2%
Nissan	Leaf	271	349	-22.3	1.6%	1,513	2.6%
Suzuki	Swift	263	145	81.4	1.6%	1,086	1.8%
Toyota	Wish	241	66	265.2	1.4%	548	0.9%
Toyota	Vitz	225	76	196.1	1.3%	824	1.4%
Mazda	Atenza	206	76	171.1	1.2%	646	1.1%
Toyota	Camry	176	68	158.8	1.1%	564	1.0%
Honda	Vezel	142	76	86.8	0.9%	497	0.8%
Nissan	Juke	136	41	231.7	0.8%	437	0.7%
Nissan	Lafesta	132	28	371.4	0.8%	330	0.6%
BMW	Mini	130	35	271.4	0.8%	313	0.5%
Subaru	Forester	126	35	260.0	0.8%	281	0.5%
Subaru	Legacy	126	29	334.5	0.8%	378	0.6%
Toyota	Sai	117	58	101.7	0.7%	681	1.2%
BMW	116i	113	52	117.3	0.7%	358	0.6%
Toyota	86	111	22	404.5	0.7%	291	0.5%
Toyota	Sienta	99	12	725.0	0.6%	216	0.4%
Toyota	Vellfire	97	4	2,325.0	0.6%	190	0.3%
Mercedes-Benz	A180	92	36	155.6	0.6%	271	0.5%
Mazda	Biante	86	7	1,128.6	0.5%	194	0.3%
Others		4,297	1,711	151.1	25.8%	13,673	23.3%
Total		**16,680**	**7,399**	**125.4**	**100.0%**	**58,772**	**100.0%**

Car safety on agency's radar

Waka Kotahi is urging consumers to check their vehicles' ratings following research showing many owners think they are safer than they actually are.

The transport agency says research by WSP NZ has found that roughly one-half of owners surveyed didn't know their vehicles' current ratings.

Most notably, 86 per cent who own one or two-star models didn't know the latest rating or thought it was higher.

As about 40 per cent of light vehicles on our roads have one or two stars, that means many Kiwis have a potentially dangerous knowledge gap, according to Fabian Marsh, Waka Kotahi's senior manager of road safety.

"Crash-analysis data shows people are twice as safe in a five-star vehicle than in a one-star vehicle," he says. "This is because those with high ratings offer much better protection to occupants if crashes do occur and may also have features that can help prevent crashes.

"We know we need to do more to get more people into safer vehicles, and urge every owner and person thinking of buying to look at the ratings on Rightcar. It's the best source of reliable and current safety rating and crash-avoidance features information for light vehicles."

Marsh adds WSP NZ's research is helping to refine the agency's work to educate people about the importance of safety ratings and features, as well as Rightcar.

Surge in registrations

There were 16,680 used-imported cars registered last month – up 125.4 per cent from 7,399 in June last year – as numbers surged before changes to the clean car discount. Nissan's Serena was a notable climber with the MPV's 710 units a year-on-year rise of 655.3 per cent.

The year-to-date total is now 58,772 – 10.8 per cent lower than the same time in 2022 when 65,920 were registered.

"The report also includes recommendations to be factored into future planning, including for our work with the motor-vehicle industry."

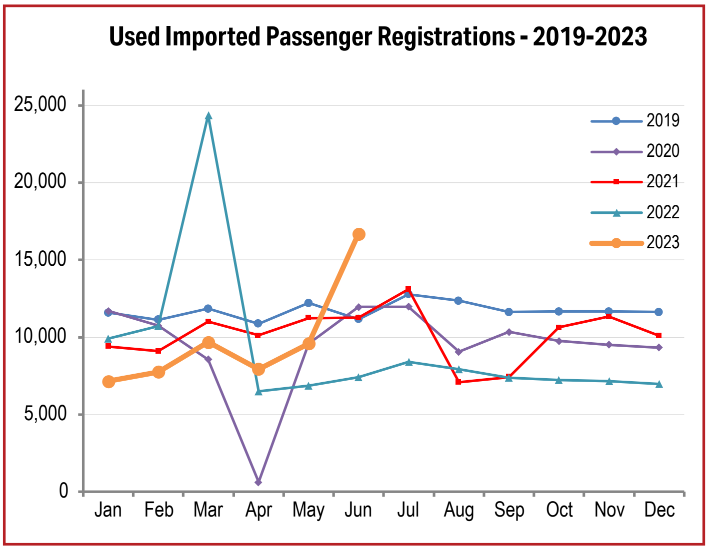
He says the industry has a key role to play through its purchasing decisions and customer interactions, while the research highlights some areas to focus on.

"It's clear people would be more likely to choose safer vehicles if they had more knowledge, while our analysis shows there are vehicles with high ratings available in most price brackets and categories. That's good news we can build on."

Some key findings in the research and associated work being done by Waka Kotahi include its communications and marketing evolving to include a focus on the 86 per cent of one and two-star car owners who don't knowing their safety ratings.

In addition, many people have limited knowledge about features that help avoid accidents. To combat this, the transport agency has published more crash-avoidance features data on rightcar.govt.nz and is working to raise awareness.

While information about vehicle safety is readily available, it isn't consumers' top priority. Waka Kotahi says it has a continuous focus on educating people about the importance of buying the safest vehicles they can afford, promoting Rightcar and working with industry to prioritise safety.



ILLEGAL TRADING FINE

A woman has been fined $13,000 after being found guilty of one charge of carrying on the business of motor-vehicle trading without being registered.

The conviction at Auckland District Court for breaching the Motor Vehicle Sales Act (MVSA) follows an investigation by the Ministry of Business, Innovation and Employment.

Jessie Gettins was found guilty of similar offending in 2016 for which she was fined $18,000. At one stage she was also a registered dealer, so was "well aware of the requirements".

Duncan Connor, registrar of motor-vehicle traders, says: "Gettins sold 11 vehicles in 12 months. Individuals can sell up to six in 12 months without being required to register."

He adds Facebook Marketplace is a common platform for unregistered people to sell vehicles. "Consumers should take precautions when purchasing vehicles from people online. Precautions may include organising a pre-purchase check and inspection to identify any money owing or mechanical issues."

Car dealers have to be assessed as being suitable before being registered, and must comply with obligations under the MVSA, Consumer Guarantees Act and Fair Trading Act. These obligations offer greater protection to consumers.

'Great example' of teamwork

Waka Kotahi says last month's changes to the clean car standard (CCS) "successfully went live" with the system now being used by importers to pay off charges and transfer credits.

"We're grateful to those who generously shared their time and expertise to test our systems and provide feedback on our approach," says David Strong, programme director for low-emissions vehicles. "We've always aimed to make it easy to use the system. We are already seeing some great results.

"We have seen tens of thousands of credits being transferred with importers telling us the AML [anti-money laundering] verification process has been straightforward."

Strong adds it has been a "great example" of government and industry working together, and he would like to acknowledge the the Motor Industry Association, Imported Motor Vehicle Industry Association and Motor Trade Association "for a trusted and collaborative relationship".

Importers need to be AML-checked before being able to use the CCS' credit-transfer function. To get verified, call the CCS team on 0800-141-801 or email CCSImporter@nzta.govt.nz.

An AML provider will require you to provide information to confirm your name, date of birth and postal address. In the case of companies or trusts, directors, shareholders, trustees and non-discretionary trust beneficiaries may also need to give details.

The agency has published a register of CO2 account holders available for credit trading at nzta.govt.nz/vehicles/clean-car-programme/clean-car-standard.

By June 23, it had seen 170,000 credits transferred between accounts and it will keep publishing the register for now.

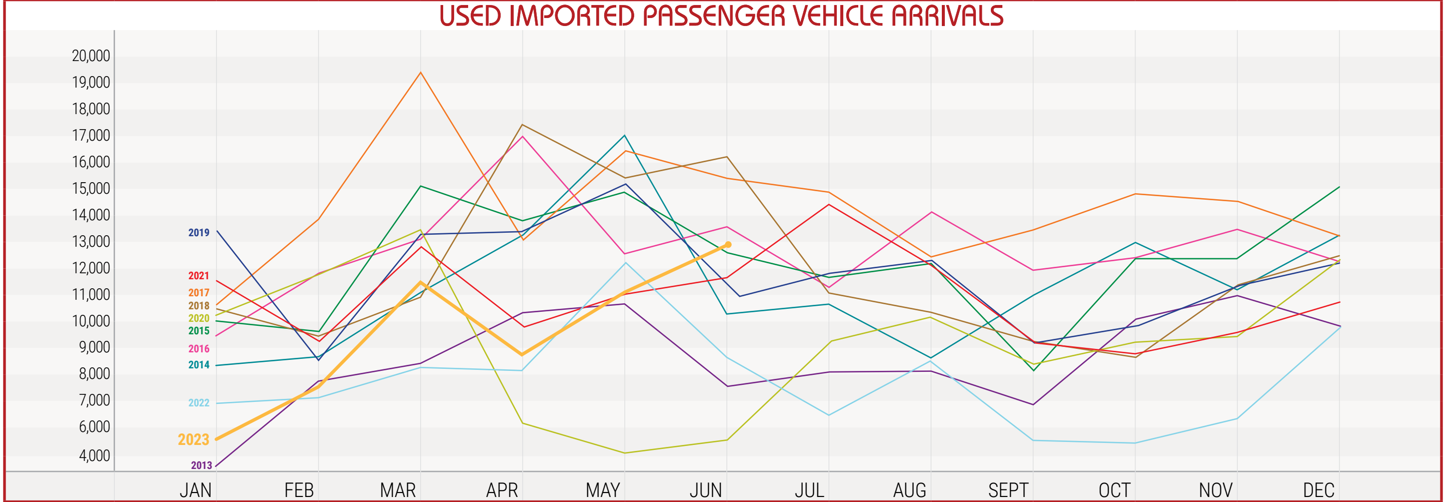
The website's training hub has a guide and video on how to make CCS payments and use credits to offset charges.

If importers had not settled their pending charges by June 21 and had credits on their accounts, Waka Kotahi automatically used them to offset charges. Any charges still owing must be paid immediately.

IMPORT NUMBERS UP

The total for used cars imported into New Zealand during June was 12,959 units. The year-to-date total is 56,665, up 12.3 per cent from 50,453 at the same stage of 2022.

USED IMPORTED PASSENGER VEHICLE ARRIVALS



Used Imported Passenger Vehicles By Country Of Export

COUNTRY OF EXPORT	JAN '23	FEB '23	MAR '23	APR '23	MAY '23	JUN '23	JUN MKT SHARE %	2023 TOTAL
Australia	126	76	136	90	127	102	0.8%	**657**
Great Britain	34	17	24	24	20	17	0.1%	**136**
Japan	4,846	7,246	11,225	8,608	10,817	12,770	98.5%	**55,512**
Singapore	23	3	24	27	30	20	0.2%	**127**
USA	29	18	21	10	21	25	0.2%	**124**
Other countries	24	12	12	16	20	25	0.2%	**109**
Total	**5,082**	**7,372**	**11,442**	**8,775**	**11,035**	**12,959**	**100.0%**	**56,665**

COUNTRY OF EXPORT	2022 Q1	Q2	Q3	Q4	2022 TOTAL	MKT SHARE	2021 TOTAL	MKT SHARE
Australia	723	639	559	432	2,353	2.6%	3,072	2.4%
Great Britain	160	160	69	123	512	0.6%	1,259	1.0%
Japan	20,718	27,387	19,322	20,313	87,740	95.6%	123,508	94.8%
Singapore	148	118	77	80	423	0.5%	1,378	1.1%
USA	139	122	99	127	487	0.5%	697	0.5%
Other countries	84	55	62	49	250	0.3%	403	0.3%
Total	**21,972**	**28,481**	**20,188**	**21,124**	**91,765**	**100.0%**	**130,317**	**100.0%**

Water damage and renewals advice

Trading Standards has issued advice to dealers about water-damaged vehicles and has highlighted the importance of traders renewing their registrations on time.

Duncan Connor, registrar of motor-vehicle traders, says flooding incidents this year and the impact of Cyclone Gabrielle have led to a significant increase in the number of water-damaged cars.

"Remember, damage may not be visible or may evolve over time and we encourage you to make road safety a priority."

Connor notes water damage can affect electronic and mechanical safety systems, and Waka Kotahi encourages dealers not to attempt to fix such vehicles themselves or to sell any before a suitably qualified automotive technician completes a thorough inspection.

"If you are selling an affected – or potentially affected vehicle – make sure you let the buyer know that it was water damaged," adds Connor.

"Consumers have the right to make a claim with the Motor Vehicle Disputes Tribunal under the Fair Trading Act and or the Consumer Guarantee Act if the vehicle is faulty or does not match the description you provide."

Connor has also flagged up there has been an increase in traders seeking to renew registrations after their current one has expired.

"An application for renewal must be submitted to the registrar before the date on which the current registration expires," he advises.

"Renewing your registration on time means that you can continue to sell or trade motor vehicles without any delay.

"If your registration expires, and you need to submit a new application for registration, you will need to cease trading until you are registered again."

Renewal notices are sent to traders by email 20 working days before their current registrations are due to expire, and any early payment of fees does not change the licensing anniversary date.

Visit www.motortraders.govt.nz for more details.

TRADE-INS INCREASE

Traders sold 15,053 second-hand passenger vehicles to members of the public in June.

That was down from 15,483, or by 2.8 per cent, compared to the same month of last year.

There were 13,644 trade-ins in June, which represented a 20.8 per cent increase from 11,295.

SECONDHAND CAR SALES - June 2023

	DEALER TO PUBLIC				PUBLIC TO PUBLIC			PUBLIC TO DEALER		
REGION	JUN '23	JUN '22	+/- %	MARKET SHARE	JUN '23	JUN '22	+/- %	JUN '23	JUN '22	+/- %
Northland	477	573	-16.8	3.17	1,780	1,872	-4.9	219	212	3.3
Auckland	5,133	5,039	1.9	34.10	12,938	11,643	11.1	5,853	4,679	25.1
Waikato	1,570	1,599	-1.8	10.43	3,770	3,918	-3.8	1,145	1,031	11.1
Bay of Plenty	1,012	1,062	-4.7	6.72	2,815	2,806	0.3	714	533	34.0
Gisborne	121	200	-39.5	0.80	315	393	-19.8	46	42	9.5
Hawke's Bay	554	536	3.4	3.68	1,329	1,369	-2.9	365	389	-6.2
Taranaki	325	363	-10.5	2.16	1,031	1,075	-4.1	202	186	8.6
Manawatu-Whanganui	778	859	-9.4	5.17	2,000	2,015	-0.7	766	663	15.5
Wellington	1,337	1,421	-5.9	8.88	2,897	3,162	-8.4	1,225	1,019	20.2
Tasman	140	126	11.1	0.93	449	383	17.2	24	26	-7.7
Nelson	146	120	21.7	0.97	367	387	-5.2	243	103	135.9
Marlborough	149	164	-9.1	0.99	372	404	-7.9	66	65	1.5
West Coast	114	96	18.8	0.76	273	282	-3.2	52	37	40.5
Canterbury	2,103	2,205	-4.6	13.97	4,992	5,071	-1.6	2,112	1,734	21.8
Otago	710	750	-5.3	4.72	1,937	1,778	8.9	455	439	3.6
Southland	325	311	4.5	2.16	890	982	-9.4	157	136	15.4
Other	59	59	0.0	0.39	145	189	-23.3	0	1	0.0
NZ Total	**15,053**	**15,483**	**-2.8**	**100.00**	**38,300**	**37,729**	**1.5**	**13,644**	**11,295**	**20.8**

New Passenger Vehicle Sales by Make - June 2023

MAKE	JUN'23	JUN'22	+/-%	JUN'23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Toyota	3,187	1,277	149.6	18.4%	10,192	16.7%
Kia	1,927	1,404	37.3	11.1%	6,437	10.5%
Mitsubishi	1,893	1,824	3.8	10.9%	5,658	9.3%
Suzuki	1,151	718	60.3	6.7%	4,498	7.4%
Hyundai	1,055	846	24.7	6.1%	4,704	7.7%
Tesla	965	11	8,672.7	5.6%	2,568	4.2%
MG	811	411	97.3	4.7%	2,953	4.8%
Haval	666	120	455.0	3.8%	1,678	2.8%
Ford	600	204	194.1	3.5%	2,113	3.5%
Mazda	521	385	35.3	3.0%	2,349	3.8%
Honda	503	163	208.6	2.9%	2,140	3.5%
Volkswagen	477	215	121.9	2.8%	1,737	2.8%
Nissan	462	113	308.8	2.7%	1,793	2.9%
BYD	440	0	44,000.0	2.5%	1,837	3.0%
Skoda	416	181	129.8	2.4%	1,138	1.9%
Subaru	335	209	60.3	1.9%	1,380	2.3%
Mini	192	68	182.4	1.1%	458	0.8%
BMW	170	109	56.0	1.0%	908	1.5%
Audi	167	127	31.5	1.0%	729	1.2%
Mercedes-Benz	161	221	-27.1	0.9%	856	1.4%
Lexus	147	92	59.8	0.8%	678	1.1%
Land Rover	103	248	-58.5	0.6%	712	1.2%
Peugeot	103	126	-18.3	0.6%	516	0.8%
Mahindra	96	0	9,600.0	0.6%	204	0.3%
Porsche	95	49	93.9	0.5%	304	0.5%
SsangYong	85	39	117.9	0.5%	238	0.4%
Volvo	84	66	27.3	0.5%	377	0.6%
Jeep	58	25	132.0	0.3%	210	0.3%
Renault	52	9	477.8	0.3%	160	0.3%
Cupra	47	39	20.5	0.3%	229	0.4%
GWM	44	0	4,400.0	0.3%	112	0.2%
Fiat	40	15	166.7	0.2%	78	0.1%
Opel	40	0	4,000.0	0.2%	172	0.3%
Polestar	36	103	-65.0	0.2%	264	0.4%
Isuzu	35	3	1,066.7	0.2%	104	0.2%
Citroen	33	38	-13.2	0.2%	111	0.2%
Ineos	24	0	2,400.0	0.1%	26	0.0%
Maserati	16	4	300.0	0.1%	41	0.1%
Alfa Romeo	11	6	83.3	0.1%	29	0.0%
LDV	10	0	1,000.0	0.1%	21	0.0%
Jaguar	9	43	-79.1	0.1%	95	0.2%
Lamborghini	6	3	100.0	0.0%	18	0.0%
Aston Martin	5	4	25.0	0.0%	30	0.0%
Ferrari	5	2	150.0	0.0%	22	0.0%
Others	19	17	11.8	0.1%	140	0.2%
Total	**17,302**	**9,537**	**81.4**	**100.0%**	**61,017**	**100.0%**

New Passenger Vehicle Sales by Model - June 2023

MAKE	MODEL	JUN'23	JUN'22	+/-%	JUN'23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Toyota	RAV4	1,496	345	333.6	8.6%	4,026	6.6%
Tesla	Model Y	765	9	8,400.0	4.4%	1,957	3.2%
MG	ZS	624	210	197.1	3.6%	2,265	3.7%
Suzuki	Swift	605	325	86.2	3.5%	2,606	4.3%
Mitsubishi	Outlander	569	901	-36.8	3.3%	1,857	3.0%
Mitsubishi	Eclipse Cross	530	316	67.7	3.1%	2,111	3.5%
BYD	Atto 3	440	0	44,000.0	2.5%	1,837	3.0%
Kia	Niro	413	0	41,300.0	2.4%	1,198	2.0%
Kia	Seltos	406	167	143.1	2.3%	1,003	1.6%
Haval	Jolion	395	57	593.0	2.3%	814	1.3%
Mitsubishi	Mirage	369	46	702.2	2.1%	526	0.9%
Hyundai	Kona	361	328	10.1	2.1%	1,351	2.2%
Kia	Stonic	347	137	153.3	2.0%	1,143	1.9%
Kia	Sportage	272	659	-58.7	1.6%	971	1.6%
Haval	H6	271	63	330.2	1.6%	864	1.4%
Toyota	C-HR	261	64	307.8	1.5%	829	1.4%
Mitsubishi	ASX	260	434	-40.1	1.5%	587	1.0%
Honda	Jazz	254	104	144.2	1.5%	1,119	1.8%
Ford	Escape	250	85	194.1	1.4%	597	1.0%
Skoda	Superb	249	56	344.6	1.4%	456	0.7%
Nissan	Qashqai	246	0	24,600.0	1.4%	547	0.9%
Toyota	Corolla	235	267	-12.0	1.4%	1,001	1.6%
Hyundai	Tucson	233	129	80.6	1.3%	1,393	2.3%
Mazda	CX-5	228	157	45.2	1.3%	1,047	1.7%
Volkswagen	Tiguan	211	55	283.6	1.2%	609	1.0%
Kia	Sorento	201	300	-33.0	1.2%	808	1.3%
Tesla	Model 3	200	0	20,000.0	1.2%	611	1.0%
Suzuki	Jimny	196	110	78.2	1.1%	563	0.9%
Toyota	Yaris Cross	196	94	108.5	1.1%	824	1.4%
Hyundai	Ioniq	194	109	78.0	1.1%	521	0.9%
Toyota	Corolla Cross	180	0	18,000.0	1.0%	705	1.2%
Nissan	X-Trail	174	64	171.9	1.0%	983	1.6%
Suzuki	Vitara	174	121	43.8	1.0%	624	1.0%
Mitsubishi	Pajero Sport	165	127	29.9	1.0%	577	0.9%
Toyota	Highlander	164	248	-33.9	0.9%	746	1.2%
Toyota	Yaris	153	88	73.9	0.9%	561	0.9%
Honda	ZR-V	147	0	14,700.0	0.8%	279	0.5%
Toyota	Land Cruiser Prado	140	67	109.0	0.8%	456	0.7%
Toyota	Camry	139	15	826.7	0.8%	221	0.4%
Suzuki	Ignis	132	64	106.3	0.8%	500	0.8%
Ford	Everest	122	53	130.2	0.7%	685	1.1%
Hyundai	Santa Fe	117	127	-7.9	0.7%	636	1.0%
MG	3	117	62	88.7	0.7%	412	0.7%
Mini	Countryman	116	46	152.2	0.7%	240	0.4%
Kia	Carnival	114	18	533.3	0.7%	253	0.4%
Others		3,871	2,910	33.0	22.4%	17,098	28.0%
Total		**17,302**	**9,537**	**81.4**	**100.0%**	**61,017**	**100.0%**

Feebates reset lifts numbers


Jon Aldridge, dealer principal of Mercedes-Benz Botany, right, accepts the retailer of the year award from Joerg Schmidt, general manager of Mercedes-Benz Cars NZ


James Hudson-Owen, brand manager of Keith Andrews, with the van retailer of the year trophy

The market saw a major upshift in registrations during June before the revised clean car discount (CCD) was rolled out.

From July 1, rebates under the scheme only apply to light vehicles emitting less than 100 grams of carbon dioxide (CO_2) per kilometre instead of 146g.

That means discounts for new models emitting up to 100g have reduced by about $1,500 to $1,750.

The changes led to a predictable rush to get vehicles adversely affected by the revamped feebates scheme registered by June 30.

These included traditional hybrids and smaller, petrol-powered models right through to high-emitting models.

Toyota NZ was the biggest winner, in terms of overall volume, with 5,489 new passenger and commercial registrations across its Toyota and Lexus brands being its best-ever monthly total.

Of those, 3,187 cars and 2,155 commercials, according to Waka Kotahi data, had the Toyota badge.

New Toyota passenger vehicles were up by 149.6 per cent from 1,277 units in June 2022, its commercials climbed by 134.2 per cent and Lexus cars increased to 147 from 92, or by 59.8 per cent.

Other marques in June's top 10 to make substantial year-on-year gains were Suzuki – up by 60.3 per cent, Tesla – up by 8,672.7 per cent albeit on just 11 sales in June 2022, MG – with a 97.3 per cent rise, Haval, which climbed by 455 per cent, and Ford – up 194.1 per cent.

Toyota NZ says its total registrations last month included around 44 per cent being hybrid-electric models.

A big performer was the RAV4 clocking its biggest monthly total of 1,496 units, of which about 65 per cent were electrified, reports Steve Prangnell, vice-president of new vehicles.

The Hilux hit a record 1,703 units "largely thanks to an incredibly successful Fieldays".

Prangnell has thanked customers for their loyalty despite ongoing disruption with new-vehicle deliveries.

"We're proud to continue our reduction in our CO_2 profile and still achieve a record month for selling the Hilux, which is a testament to our balanced portfolio while still providing customers with affordable and safe vehicles," he says.

"We are 100 per cent focused on ensuring customers' needs are met through our product, so June's result was a fantastic culmination of this effort."

Toyota NZ has committed to reducing tailpipe emissions from its portfolio by 46 per cent by 2030 and says it's on-track to reach that target.

FRANCHISES CELEBRATE

Excellence across its cars, vans and financial services networks has been celebrated by Mercedes-Benz NZ at its annual awards.

Mercedes-Benz Botany was named retailer of 2022 and came away with the top accolade, the circle of excellence. The dealership's Lee Li won the sales consultant of the year award for pre-owned cars.

The retailer of the year for vans was Keith Andrews Whangarei with its Mac Sykes scooping service manager of the year.

Repeat winners included Victor Zhang, of Mercedes-Benz North Shore, who was elite sales consultant for the third year in a row. Akash Jagaroo, of Mercedes-Benz Wellington, completed his own hat-trick as cars parts manager.

The sales manager of the year was Jarrod Buchanan, of Mercedes-Benz Christchurch. Martin Ngan, of Mercedes-Benz Wellington, won two sales consultant awards – for premium and EQ. The AMG award went to Terry Milne, of Mercedes-Benz Christchurch.

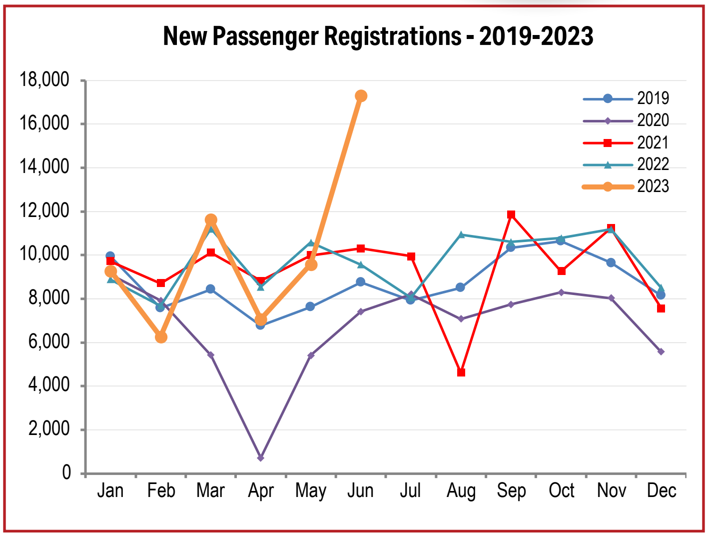
Customer services winners were Akash Jagaroo, parts manager of Mercedes-Benz Wellington, Daniel Long, service manager of Ingham Prestige, and Neil Kumar, service adviser of Mercedes-Benz North Shore.

As for finance, business manager of the year was Veronica Armstrong, of Mercedes-Benz Christchurch.

The Mercedes-Benz Vans' winners included Akash Jagaroo, parts manager of Mercedes-Benz Wellington. The top salesperson was Charlene Whittal, of Mercedes-Benz North Shore.

Total jumps

Registrations of new cars came in at 17,302 during June ahead of the feebates scheme changing on July 1. That was up by 81.4 per cent from 9,537 in the same month of 2022. The Toyota RAV4 topped the models' ladder with 1,496 units for a year-on-year jump of 333.6 per cent. Tesla's Model Y was second on 765 and the MG ZS was third with 624.



WEBSITES REVAMPED

ANCAP's revised websites – www.ancap.co.nz and www.ancap.com.au – offer new tools to enhance search functionality. These enable visitors to quickly view ratings for more than 830 new and used models.

Providing customised search results, a "help me choose" tool builds a list of safer choices based on individual usage needs. An option and enhanced filtering have also been provided.

Automotive spending drops

Retail-card spending on motor vehicles suffered a slight decline in May, dropping by $200,000 or 0.1 per cent when compared to April.

The latest seasonally adjusted figures from Stats NZ show the total came in at $209 million for May. However, this was up from $206m in the same month of 2022.

In actual terms, $215m was spent on vehicles during the period, which was an increase of 4.9 per cent from $205m a year ago.

The latest monthly tally was higher than the $186m recorded in April 2023 and the second largest so far this year, only being eclipsed by $230m in March.

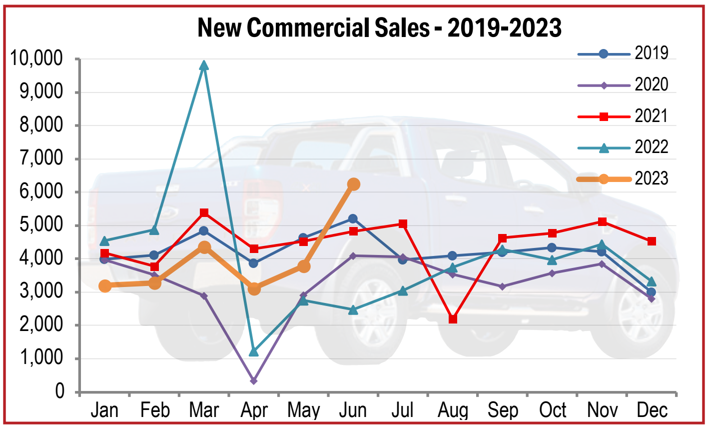
Stats NZ says total retail-card spending fell by $113m, or 1.7 per cent, between April and May when adjusted for seasonal effects.

All retail industries recorded a month-on-month decline and there were falls in all the non-retail categories, except for services.

The largest contributor to the drop in spending was fuel, which was down by $25m and 4.5 per cent to $531m.

"This is the first time since February that total card spending fell," says Ricky Ho, business performance manager at Stats NZ.

When it comes to actual values, spending on electronic cards totalled $6.4 billion, up $203m and by 3.3 per cent from May 2022.



BOOST FOR EMPLOYERS

Business owners will be relieved that more mechanics can now access NZ Immigration's green list.

The qualification requirements are one of the following or higher – New Zealand certificate at level four in heavy automotive, light automotive or motorcycle engineering, or appointment as an inspector by Waka Kotahi for warrant of fitness service delivery. ▶

New Commercial Sales by Make - June 2023

MAKE	JUN'23	JUN'22	+/-%	JUN'23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Toyota	2,155	920	134.2	34.4%	7,029	29.3%
Ford	1,128	286	294.4	18.0%	6,433	26.8%
Mitsubishi	1,011	179	464.8	16.2%	2,483	10.3%
Isuzu	402	202	99.0	6.4%	1,472	6.1%
Volkswagen	243	84	189.3	3.9%	625	2.6%
Nissan	203	87	133.3	3.2%	826	3.4%
LDV	159	70	127.1	2.5%	796	3.3%
Fuso	133	117	13.7	2.1%	659	2.7%
Mazda	87	15	480.0	1.4%	263	1.1%
Hyundai	80	49	63.3	1.3%	334	1.4%
Hino	68	79	-13.9	1.1%	399	1.7%
Mercedes-Benz	67	44	52.3	1.1%	350	1.5%
Scania	65	37	75.7	1.0%	304	1.3%
SsangYong	39	19	105.3	0.6%	112	0.5%
Foton	38	15	153.3	0.6%	112	0.5%
Suzuki	38	4	850.0	0.6%	78	0.3%
Great Wall	37	31	19.4	0.6%	152	0.6%
Ram	37	16	131.3	0.6%	169	0.7%
Fiat	36	62	-41.9	0.6%	154	0.6%
Renault	31	35	-11.4	0.5%	99	0.4%
Others	201	128	57.0	3.2%	1,146	4.8%
Total	**6,258**	**2,479**	**152.4**	**100.0%**	**23,995**	**100.0%**

New Commercial Sales by Model - June 2023

MAKE	MODEL	JUN'23	JUN'22	+/-%	JUN'23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Toyota	Hilux	1,703	766	122.3	27.2%	5,580	23.3%
Mitsubishi	Triton	1,011	99	921.2	16.2%	2,471	10.3%
Ford	Ranger	975	225	333.3	15.6%	5,870	24.5%
Toyota	Hiace	296	121	144.6	4.7%	1,085	4.5%
Isuzu	D-Max	255	76	235.5	4.1%	820	3.4%
Nissan	Navara	203	87	133.3	3.2%	826	3.4%
Volkswagen	Amarok	158	55	187.3	2.5%	321	1.3%
Toyota	Land Cruiser	156	30	420.0	2.5%	362	1.5%
Ford	Transit	152	60	153.3	2.4%	553	2.3%
Mazda	BT-50	87	15	480.0	1.4%	263	1.1%
Isuzu	F Series	73	48	52.1	1.2%	290	1.2%
Hyundai	Staria Load	71	44	61.4	1.1%	285	1.2%
Isuzu	N Series	58	46	26.1	0.9%	270	1.1%
Volkswagen	Crafter	58	9	544.4	0.9%	187	0.8%
Mercedes-Benz	Sprinter	51	33	54.5	0.8%	223	0.9%
LDV	G10	44	21	109.5	0.7%	232	1.0%
Hino	500	39	34	14.7	0.6%	195	0.8%
SsangYong	Rhino	39	19	105.3	0.6%	112	0.5%
Fuso	Canter 616-City	38	19	100.0	0.6%	201	0.8%
LDV	V80	38	4	850.0	0.6%	107	0.4%
Others		753	668	12.7	12.0%	3,742	15.6%
Total		**6,258**	**2,479**	**152.4**	**100.0%**	**23,995**	**100.0%**

Late last year, the government announced several roles would be added to the work-to-residence pathway to help further address labour shortages and provide greater certainty as businesses recover from Covid-19.

Details of the transport-sector agreement for bus and truck drivers, and critical maritime transport workers, have also been confirmed.

Karen Bishop, general manager of enablement at Immigration NZ, says: "The government introduced sector agreements to support the transition from a reliance on low-skilled migrant labour, while ensuring everyone has better wages and working conditions."

NETWORK EXPANDING

MTF Finance's underlying profit after tax hit $6.2m for the six months to the end of March, which was a jump of 117 per cent compared to a year ago, and it has increased its market share from 11 to 15 per cent.

The reporting period also saw arrears of 31-plus days remain at an "exceptionally low level" of 0.7 per cent and its dealer network grew by 23 per cent.

Chris Lamers, chief executive officer, says MTF Finance has experienced a period of growth well above how the overall market has performed during "challenging times".

Despite an uncertain economic outlook, he is confident of continued strong performance in the second half of 2022/23.

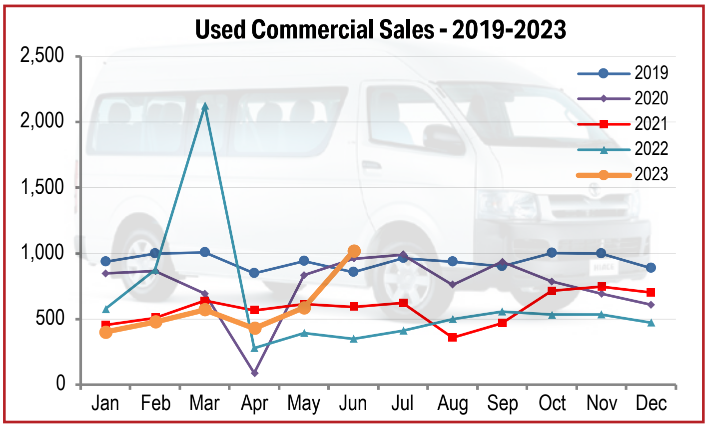
"We have worked on reducing the cost to run the business, which is now at record lows as a ratio of income," adds Lamers.

RUSH TO BEAT FEES

Registrations of new and used commercials soared last month, when compared with June 2022, before higher fees for such models kicked in under the clean car discount at the start of July.

There were 6,258 new commercials registered, which was up by 152.4 per cent from 2,479. Toyota's Hilux was the top model with 1,703 units, with the Mitsubishi Triton and Ford Ranger next on 1,011 and 975 respectively.

Some 1,018 used-imported commercials were registered in June compared with 348 a year ago for an increase of 192.5 per cent.



Used Commercial Sales by Make - June 2023

MAKE	JUN'23	JUN'22	+/-%	JUN'23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Toyota	541	94	475.5	53.1%	1,584	45.5%
Nissan	235	60	291.7	23.1%	781	22.4%
Hino	37	47	-21.3	3.6%	204	5.9%
Ford	33	15	120.0	3.2%	125	3.6%
Isuzu	31	38	-18.4	3.0%	195	5.6%
Mitsubishi	31	23	34.8	3.0%	173	5.0%
Daihatsu	20	5	300.0	2.0%	68	2.0%
Holden	16	4	300.0	1.6%	47	1.4%
Suzuki	12	9	33.3	1.2%	34	1.0%
Mazda	10	4	150.0	1.0%	41	1.2%
Chevrolet	7	6	16.7	0.7%	27	0.8%
Mercedes-Benz	5	2	150.0	0.5%	11	0.3%
Mitsubishi Fuso	4	1	300.0	0.4%	8	0.2%
Volkswagen	4	3	33.3	0.4%	18	0.5%
Volvo	4	0	400.0	0.4%	10	0.3%
LDV	3	0	300.0	0.3%	12	0.3%
Renault	3	0	300.0	0.3%	5	0.1%
UD Trucks	3	5	-40.0	0.3%	22	0.6%
Land Rover	2	2	0.0	0.2%	4	0.1%
MAN	2	3	-33.3	0.2%	6	0.2%
Others	15	27	-44.4	1.5%	105	3.0%
Total	**1,018**	**348**	**192.5**	**100.0%**	**3,480**	**100.0%**

Used Commercial Sales by Model - June 2023

MAKE	MODEL	JUN'23	JUN'22	+/-%	JUN'23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Toyota	Hiace	406	50	712.0	39.9%	1,137	32.7%
Nissan	NV350	158	21	652.4	15.5%	491	14.1%
Toyota	Regius	86	5	1,620.0	8.4%	216	6.2%
Nissan	Caravan	50	4	1,150.0	4.9%	141	4.1%
Hino	Dutro	27	33	-18.2	2.7%	149	4.3%
Daihatsu	Hijet	20	5	300.0	2.0%	68	2.0%
Fuso	Canter	19	14	35.7	1.9%	113	3.2%
Isuzu	Elf	18	22	-18.2	1.8%	130	3.7%
Toyota	Dyna	18	19	-5.3	1.8%	110	3.2%
Toyota	Toyoace	18	7	157.1	1.8%	62	1.8%
Ford	Ranger	17	3	466.7	1.7%	62	1.8%
Chevrolet	Colorado	12	1	1,100.0	1.2%	32	0.9%
Suzuki	Carry	12	8	50.0	1.2%	33	0.9%
Hino	Ranger	10	13	-23.1	1.0%	47	1.4%
Isuzu	Forward	9	12	-25.0	0.9%	47	1.4%
Nissan	Navara	7	0	700.0	0.7%	19	0.5%
Ford	F150	6	1	500.0	0.6%	17	0.5%
Nissan	Atlas	6	8	-25.0	0.6%	46	1.3%
Ford	F100	5	3	66.7	0.5%	13	0.4%
Mazda	BT-50	5	4	25.0	0.5%	11	0.3%
Others		109	115	-5.2	10.7%	536	15.4%
Total		**1,018**	**348**	**192.5**	**100.0%**	**3,480**	**100.0%**

Trans-Tasman deal on electric cars

The governments of New Zealand and Australia have signed a climate-change pact that aims to stimulate the production and supply of zero-emissions and electric vehicles down under.

It comes after representatives from both nations met in Wellington as part of the inaugural Australia-New Zealand Climate and Finance Ministers' meeting on June 8.

Enhancing co-operation and supporting accelerated climate action were on the agenda as both countries seek to curb emissions and help keep global warming below 1.5C.

Grant Robertson, Minister of Finance, and James Shaw, Minister of Climate Change, attended the meeting with their Australian counterparts – Treasurer Jim Chalmers and Chris Bowen, Minister for Climate Change and Energy.

They have issued a joint statement outlining work on climate change to ensure the region's "resilience and prosperity", with the document including goals in the automotive space.

"Ministers have committed to co-ordinate efforts to stimulate production and supply of electric and zero-emissions vehicles into the Australasian market," the statement says.

These include accelerating the uptake of zero-emissions vehicles in government fleets, exploring the potential for collaboration on vehicle manufacturing and improving charging infrastructure.

It adds: "New Zealand will collaborate with the Australian government fleet teams to accelerate the uptake of zero-emissions vehicles in government fleets."

Bowen notes the trans-Tasman neighbours using right-hand-drive vehicles mean they are different to key markets where cars are made, "so we need to speak with one voice to those manufacturers".

Nine out of the 10 critical minerals necessary for electric-car batteries can be found in Australia, "so we want to add more value".

Shaw says it makes sense for the two countries to align supply chains and financial systems as they pursue similar goals around EVs and renewable energy.

"Countries around the world are gearing up to electrify their fleets," he adds. "Smaller markets like ours, at the very far end of global supply chains, are at risk of missing out.

"If manufacturing does move closer to us, then that can only be a good thing in terms of our countries' transitions."

Registrations up

Imports of new cars during June totalled 11,025. This was up by 16.8 per cent from the same month a year earlier, and 37.5 per cent higher than May's total of 8,018.

There were 17,302 new passenger vehicle registrations last month ahead of changes to the clean car discount. This was up by 81.4 per cent from June 2022 and an 81 per cent increase from 9,557 units in May.

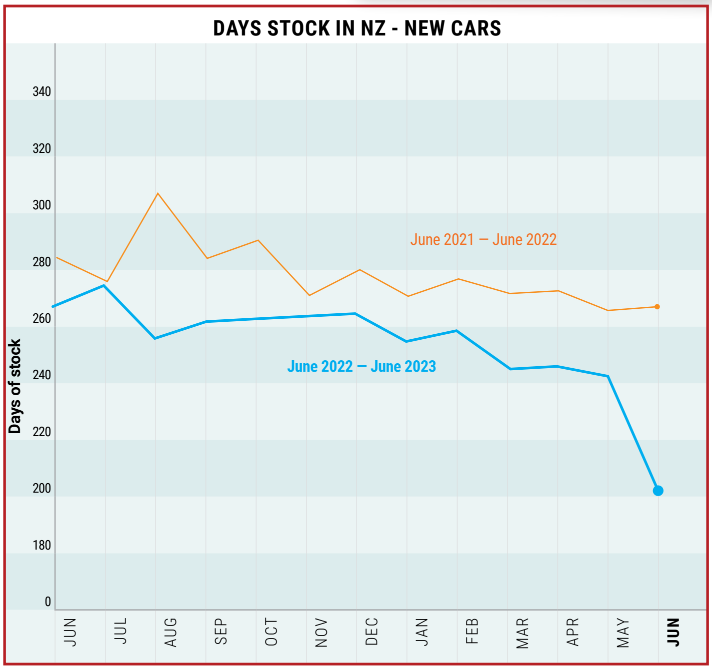
It means the stock of new cars still to be registered has dropped by 6,277 to 68,527.

Daily registrations, as averaged over the previous 12 months, stand at 331 units per day – up from 304 a year earlier.

Stock at-hand has fallen to 207 days, or 6.8 months, if sales continue at the current rate. In the same month of 2022, stock at-hand stood at 264 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
Jun '22	9,439	9,537	-98	80,245	304	264
Jul '22	9,368	8,029	1,339	81,584	298	273
Aug '22	9,928	10,922	-994	80,590	316	255
Sep '22	11,219	10,588	631	81,221	312	260
Oct '22	12,011	10,739	1,272	82,493	316	261
Nov '22	11,493	11,159	334	82,827	316	262
Dec '22	9,936	8,493	1,443	84,270	319	264
Jan '23	5,985	9,258	-3,273	80,997	320	253
Feb '23	6,381	6,247	134	81,131	316	257
Mar '23	7,506	11,615	-4,109	77,022	317	243
Apr '23	6,359	7,038	-679	76,343	313	244
May '23	8,018	9,557	-1,539	74,804	310	241
Jun '23	**11,025**	**17,302**	**-6,277**	**68,527**	**331**	**207**
Year to date	**45,274**	**61,017**				
Change on last month	**37.5%**	**81.0%**		**-8.4%**		
Change on Jun 2022	**16.8%** MORE IMPORTED	**81.4%** MORE SOLD		**-14.6%** LESS STOCK		



Company prefers used to new

Turners Automotive Group says it has come close to making forays into the new-vehicle market, but the flexibility of the used-car industry is its preference for now.

The company continues to increase its share of the used-vehicle sector, achieved record earnings in 2022/23 and predicts more solid growth over coming years.

As a result, it believes the used industry is a "better bet" for the business rather than pursuing opportunities with established marques.

Aaron Saunders, chief financial officer, says: "We have certainly looked at the new-car space and been close a couple of times. It has reinforced to us how much we like the used-car business in that we control our brand presence and marketing.

"The new-vehicle space is heavily prescribed by OEMs [original equipment manufacturers]. We like the flexibility the used-car business gives us.

"We also like the fact that most New Zealanders buy a used car, not a new car, and feel there's a big organic opportunity for us in used rather than new, which would require us to buy into an existing business.

"We see a pretty solid runway ahead of us in terms of our used-car expansion opportunities and that gives us four to five years of solid growth in the medium term."

Saunders' comments come following an online presentation of Turners' annual results during which he was asked if the business would consider linking up with one of the new-vehicle marques emerging from China.

"I think most of the Chinese brands you see here are very well-represented already in New Zealand."

Todd Hunter, chief executive officer, adds that having looked at new-car opportunities, the returns from the used-vehicle market "feel like a safer bet for us".

He also highlights how over the past four years the company's net profit before tax has grown from $29 million in the 2019 financial year to $45.5m in the year ending March 31, 2023.

Over the same period, its number of locally sourced vehicles grew from 16,179 units to 24,089 and its market share for automotive retail climbed from 4.9 to 8.7 per cent. Hunter notes Turners is seeing its sales increase at a time when the overall used-car sector is declining.

Stock tumbles

There were 12,959 used cars imported last month, up by 49.8 per cent from 8,649 in June last year amid a rush of activity ahead of changes to the clean car discount.

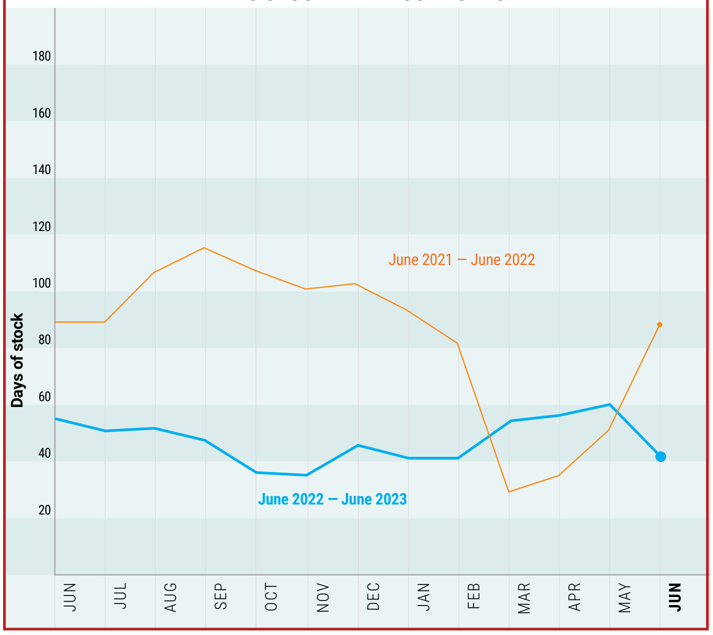
It was also a 17.4 per cent increase from May when 11,035 units crossed our border.

A total of 16,680 units were registered in June. This was 125.4 per cent more than 7,399 in June last year and up by 74.1 per cent from 9,581 in May.

With 3,721 fewer used cars imported than registered last month, it dropped unregistered stock on dealers' yards, or in compliance shops, to 11,911 units. This was 32.2 per cent lower than 17,570 a year ago.

Average daily registrations rose to 284 – but were down from 344 a year ago – and there is 42 days' stock remaining.

DAYS STOCK IN NZ - USED CARS



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
Jun '22	8,649	7,399	1,250	17,570	344	51
Jul '22	6,498	8,228	-1,730	15,840	331	48
Aug '22	8,594	7,932	662	16,502	333	50
Sep '22	5,096	7,359	-2,263	14,239	333	43
Oct '22	5,064	7,232	-2,168	12,071	324	37
Nov '22	6,297	7,149	-852	11,219	312	36
Dec '22	9,781	6,982	2,799	14,018	304	46
Jan '23	5,082	7,134	-2,052	11,966	295	41
Feb '23	7,372	7,761	-389	11,577	287	40
Mar '23	11,442	9,677	1,765	13,342	247	54
Apr '23	8,775	7,939	836	14,178	251	56
May '23	11,035	9,581	1,454	15,632	259	60
Jun '23	**12,959**	**16,680**	**-3,721**	**11,911**	**284**	**42**
Year to date	**56,665**	**58,772**				
Change on last month	**17.4%**	**74.1%**		**-23.8%**		
Change on Jun 2022	**49.8%** MORE IMPORTED	**125.4%** MORE SOLD		**-32.2%** LESS STOCK		

STRUGGLING TO KEEP IT ALL TOGETHER??

LET AUTOHUB TAKE CARE OF YOUR VEHICLE DOOR-TO-DOOR SHIPPING SERVICE FOR YOU.

WITH US, YOU HAVE PEACE OF MIND THAT PART IS WELL-TAKEN CARE OF.

AUTOHUB™
FORWARD TOGETHER

GLOBAL VEHICLE LOGISTICS

NZ - JAPAN - AUSTRALIA - UK - SINGAPORE

www.autohub.co | +64 9 411 7425 | info@autohub.co.nz