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Chief executive bids adieu after 20 years

'There have been some challenging times and some good fun along the way,' says David Vinsen as he looks to the future

He was in the job for 20 years and he's now back on the road with his favourite form of road transport.

Within days of his final annual general meeting of the Imported Motor Vehicle Industry Association (VIA), David Vinsen had jetted off for a three-week motorbike trip across the Tasman.

However, he hasn't headed off into the car industry's sunset because we're likely to hear from him for some time.

As well as focusing on his family's hospitality business in Rarotonga, Vinsen is looking forward to his work with Auto Stewardship New Zealand (ASNZ).

The organisation provides the structure required under the Waste Minimisation Act for product stewardship schemes when it comes to vehicle-related products.

Right now, ASNZ is working with Tyrewise on the national recycling project for end-of-life tyres. Looking ahead, it's hoped that there will be other such schemes ranging from batteries to entire vehicles.

David Vinsen

Vinsen, as a director and trustee, is among some familiar faces in his role with ASNZ. Its chairman is Mark Gilbert, who holds the same position with Drive Electric, and Sturrock Saunders, vice-chairman of the Motor Trade Association, also sits on the board.

In addition, he has "other things going on", with – no doubt – more action of the two-wheeled variety lined up.

Vinsen was at the helm of VIA, in its various guises, for two decades. "That's significant," he told Autofile. "There have been some challenging times and some good fun along the way.

"VIA has always been blessed with very good chairmen, board members and directors with people putting on their collective industry hats."

These include Alistair Sheard, who held the position of secretary from when the association was formed and is now its patron.

Sheard's knowledge of the industry and VIA down the years is immense with "both being inextricably linked".

During his tenure, Vinsen has benefited from a strong team of staff working alongside him. Another colleague to notch up more than 30 years' service was administration manager Bev Purchase, while technical services manager Malcolm Yorston "has been a real rock who knows just about everything when it comes to

[continued on page 4]

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GUEST EDITORIAL

Voice must be united as we drive forward

Clean-car policies have done nothing other than inflate prices, says Frank Willett

Where to from here? New Zealand's automotive industry has undergone a fair amount of change of late.

The biggest "homegrown" infliction is to slash carbon emissions from the fleet, somehow.

FRANK WILLETT
Chairman, VIA

Called the clean-car programme, it has consumed us all over the past 18-odd months.

By "homegrown", I mean the now-usual way our experts take parts of "overseas systems", mesh them together with number-eight wire, throw lots of positive spin and slogans at it, and put it into play. The past six years have seen this become an art form for government and the "new ideas" process now goes something like this:

1: Make an announcement.
2: Find someone who can worry about the details.
3: Engage million-dollar spin doctors to sell it.
4: After setting policy, do some consultation
5: Launch it.
6: Carry on putting "lipstick" on it.
7: When it fails, blame the last regime as it was their idea in the first place.

For our industry and consumers, the hope is for officials to realise that making cars that were affordable more expensive for most Kiwis will not achieve a cleaner national fleet, just an older one.

Adding any tax onto a vehicle just gets passed onto buyers and the clean-car policies are just that – one dimensional inflationary mechanisms.

As we look ahead at the options of who will make or tweak these decisions in the future, I think we'd all like to see some competence and open-mindedness coming from a committed position really wanting the best thing for the country.

In effect, elected officials seeking practical, pragmatic solutions to what are very large and complex issues. And taking advice from those most affected would be a good place to start.

However, changes to the way we set policy isn't the only thing New Zealand needs.

Look around the industry and it's different post-Covid. Many "players" have exited the market, a lot of new ones have entered it and more business gets done online than ever before.

Consumers are shopping more online for vehicles. Most dealers I've spoken to say that walk-ins have dropped significantly.

How they sell cars now has changed and – as you might expect – many companies, government departments, trade associations and supply-chain entities are seeing new leaders being installed who are part of this new societal shift.

VIA is not impervious to these changes either. It's crucial it remains in play, capable of interacting with ministers and officials. Just imagine what could happen if a more radical and less "car-friendly" regime came into power without there being a strong, united industry voice.

The association needs your support to continue helping keep the doors open for used imports.

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[continued from page 1]

legislative and technical matters".

And the team's most recent addition, around a decade ago, is Kit Wilkerson, head of policy and strategy, who has proved to be a "fresh set of eyes".

"Some people asked why we employed an academic with no industry knowledge at the time, but the answer has become self-evident thanks to his research and analytical skills."

Vinsen officially announced he was stepping down from VIA's top job around this time in 2022. He then went part-time with Wilkerson taking on more responsibilities, while Yorston's hours have reduced.

The association's "revitalisation" had started around 2020. It resulted in the creation of membership tiers with its council and board of directors replacing a two-branch system with a national executive.

The changes have brought transparency to VIA's funding, clarity of purpose and a platform for membership engagement.

It will now be up to Vinsen's replacement to help take it further forward.

David Vinsen with his BMW R1200 GS – as featured in the June 21, 2013 issue of Autofile

ROLLING BACK YEARS

It was in 1988 that VIA started off as the Licensed Motor Vehicle Dealers' Importers' Association before being rebranded as the Imported Motor Vehicle Dealers' Association (IMVDA) in 1992.

The first word in its name was replaced by "Independent" seven years later before the IMVDA became the Imported Motor Vehicle Industry Association (IMVIA) in 2009.

Vinsen was among the IMVDA's first members at launch. He later became involved in the North Island branch committee and the national executive before becoming chief executive in 2003.

He was previously president of the Motor Vehicle Dealers' Institute (MVDI). It was formed in 1975 when all traders needed to have a licence to legally operate, with that system administered and overseen by the MVDI.

Car dealers trusted him to look after their money when a fidelity fund was required by the Justice Department. "This involved the governance and correct management of assets," recalls Vinsen, who was the fund's longest-serving trustee.

While his first position in the industry was as a motorcycle dealer, he also became an active property investor with his family for many years before he started working with automotive businesses and organisations.

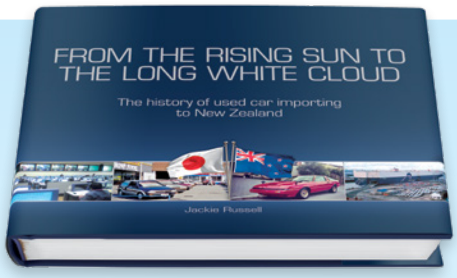
"With the motor trade and property industry, a lot of the same skills have been required – diplomacy, advocacy, communication and clearly articulating issues."

All this followed Vinsen's career starting off with a trade-union background in the freezing works and rubber industries.

His time in the politics of the car industry has seen VIA shift from being a reactionary group challenging the government of the day to one working more collaboratively with it.

"We've become a much more professional organisation recognised by successive governments and their departments. Instead of opposing things, we have a seat at the table. ▶

History lessons



"When used imports started coming into New Zealand, my family business decided it was only going to be a flash in the pan and decided not to get involved."

That was David Vinsen's view looking back to the end of 1980s when his family business imported motorbikes. Plenty of other dealers were "equally sceptical".

The quote is one of many by Vinsen to feature in the book From The Rising Sun To The Long White Cloud. It was published in 2014 by 4 Media Ltd, which owns Autofile. A team effort with VIA, it celebrated the 25th anniversary of the used-vehicle imports association. There are anecdotes aplenty in the 210-page tome.

Although some used cars in Japan failed to comply with 2005's frontal-impact rule, Kiwi dealers found a way around it and brought in four-wheel drives, which were exempt. At the same time, diesel vehicles were banned across Tokyo's wider region.

Years later, New Zealand faced the aftermath of getting old "Remuera tractors" out of the fleet.

In the book, Vinsen recalled: "Importing bucket loads of smoking old diesels that didn't meet the frontal-impact standards was a classic example of intervention. Every time the government intervenes, you have unintended consequences."

As for the vehicles exhaust emissions rule, he said: "We'd do research, make submissions and then the government would ignore them and we'd end up in a fight, either in public or court."

By the time 2014 came around, Vinsen commented in the book: "The industry is strong. There's a generation-and-a-half of New Zealanders who don't know anything other than used imports."

David Vinsen, second from left, at an IMVIA meeting in 2014

"We can contribute to and influence the thinking of the early shape of legislation."

AGENDA ALWAYS BUSY

There have been many issues VIA has tackled down the years, stretching back to when importing used vehicles was first permitted.

Since then, there has been odometer testing, seatbelts and their anchorages, the $2 million it cost to develop testing devices for those anchorages and the frontal-impact rule.

The list includes the vehicle exhaust emissions rule, which was the first time the government agreed to a phased-in implementation.

Vinsen says this allowed the used-imports industry to draw from the supply of Japanese domestic products in sufficient numbers to meet demand in New Zealand.

A staggered roll-out was also seen for mandating electronic stability control in all imports. Spread over six years, it "gave the industry breathing space" and time to adjust.

Then there was the Takata airbag recall, which resulted in the new-vehicle sector paying for replacement parts, while stink bugs almost brought the industry to a halt, and "not to mention the global financial crisis and the Covid-19 pandemic".

Of course, the clean-car policies and amending the exhaust emissions rule with used imports likely having to comply with Euro 5 standards and Euro 6 for new vehicles, are dominating the current agenda.

"There's also a whole heap of other things," says Vinsen. "You always deal with things issue by issue. As an industry, we have to be nimble, strategic and go with the flow. Out of existential threats will come huge opportunities, so VIA's work will go on.

"Our ongoing mission, as a Japanese member of the association told me in 2003, is to keep the doors open."

During the years that have followed, VIA and the industry have developed parallel channels to importing and processing used vehicles.

Vinsen says: "We now have a sophisticated system. There's a Japanese word for it and it's 'dis-intermediation'. That relates to squeezing out the middlemen and removing inefficiencies out of the system.

"There's another word used in Japan and that's 'co-opetition', which is a combination of co-operation and competition. VIA has members who compete and co-operate in the same space.

"Over the years, the association has been successful in establishing 'silos' of confidentiality. Members know they can come to us for advice on that basis. I do feel honoured to have been involved for such a long time."

Association gearing up for future

The recruitment process by the Imported Motor Vehicle Industry Association (VIA) to find a new chief executive has continued this month.

VIA was seeking to replace David Vinsen, who retired last month after holding the position for 20 years, when this issue of Autofile went to press on August 5.

"The board remains committed to ensuring a chief executive is appointed to spearhead the organisation as this is a unique role," says chairman Frank Willett.

"We have processes in place, we have been looking at candidates and expect someone to be appointed very shortly."

Last month's annual meeting resulted in the appointment of two new board members chosen from VIA's council.

Greg Hedgepeth, left, and Hayden Johnston have joined VIA's board

They are Greg Hedgepeth, chief executive officer of Turners' automotive retail division, and Hayden Johnston, director and general manager of the Genuine Vehicle Group, which has its headquarters in Auckland.

Before joining Turners in July 2017, Hedgepeth was group general manager of Armstrong Motor Group for a year after spending almost a decade with BMW Group NZ.

Johnston, meanwhile, has worked for his family business for close to 26 years. Its specialist divisions are Genuine Vehicle Imports, electric cars, commercial and finance.

"The expertise of them both in their particular areas will add to a more rounded board," says Willett, who was nominated unopposed as chairman at the first meeting of the new board on July 28.

"Its role is to oversee the running of the business. The board oversees the financials and ensures legalities are taken care of, and its members are there for the chief executive to report to."

Hedgepeth and Johnston have replaced Matt Battle, sales and operations manager of Moana Blue, and Ken Quigley, managing director of Jacanna Customs & Freight, who have rotated off the board. Robert Young, director of Nichibo Japan Trading, continues to sit on it.

Chris Stephenson, chief executive of Enterprise Cars, remains seconded to the board while the search continues for Vinsen's replacement, who will "ideally" be based in Wellington. Stephenson stepped down as VIA's board chairman in May.

Earlier this year, VIA consulted with its members on a draft manifesto of policies and code of conduct. Willett says the idea is for operation and governance boundaries to be reviewed when the new chief executive joins.

At the annual meeting, which was held at Autohub NZ's offices in Auckland and was live-streamed, he stressed the importance of VIA for the industry's protection and highlighted the direct line to government it has forged.

Just as important is the ongoing support the association must have from the used-imports sector so it can continue at its best.

DEALING WITH ISSUES

The industry will have a range of areas to tackle in the future, says Vinsen in his final annual report as VIA's chief executive.

"New Zealand and international government policies and proposals mean it will have a succession of difficult issues to deal with some of them existential, such as phasing out internal combustion engines."

Looking back on the industry's performance in 2022/23, he notes: "Good numbers of vehicles – new and used – continued to be imported despite external influences, such as the after-effects of Covid-19 and a slowing economy.

"Apart from our core functions, two issues have dominated VIA's attention – the implementation and adjustments of the clean-car legislation, and the government's proposal to move to Euro 5 and Euro 6 standards.

"Once both penalties and incentives were implemented, it quickly became obvious the clean car discount [CCD] would run at a loss.

"The original intention was that it would be fiscally neutral in that penalties received would cover incentives paid out. As a result, financial parameters for the CCD had to be adjusted.

"The clean car standard has further influenced the market, in effect doubling the CCD – both penalties and incentives."

As part of VIA's work on the clean-car policies, monthly meetings of the clean-car sector leadership group provide an "important channel" for the association to have regular access to senior officials at the Ministry of

[continued on page 8]

Dealership transition to electrification

With acceptance at an all-time high, it appears that electric vehicles (EVs) are finally coming into their own.

Carmakers have come a long way in ironing out many logistics and design issues that have plagued this category for so long. Concerns around range anxiety, vehicle pricing and battery life are waning.

As a result, there's enthusiasm around EVs among mainstream buyers. In New Zealand, they make up 22 per cent of new-car sales year to date in 2023 and demand is growing.

Experts predict sales to reach 45 per cent by 2025 and 62 per cent by 2030, reports Global EV Data Explorer, so nearly two-thirds of all inventory will be electric in just seven years.

While seven years may seem like a lot of time, dealership electrification takes time especially with a changing customer base. It's so important to prepare for this electric shift now.

> Nearly two-thirds of all dealer inventory will be electric in seven years' time

As EVs become more mainstream, so have buyers. Traditionally, EV early adopters were younger, wealthier risk-takers embracing new technology.

But this demographic is quickly being replaced by mainstream buyers motivated by decreasing price points and government incentives. They are cautious and need extensive education to get over the finish line.

This presents an opportunity for dealers to add value to their business by becoming the experts that customers turn to for EV answers, products and services. Dealers can position themselves for success in the EV age in three important ways.

Develop expertise beyond the EV

As customer expectations grow, dealers need to become consummate experts on EVs. And not just in the usual areas like battery range but beyond the vehicle to complex topics, such as home-charging infrastructure, tax rebates and policy.

By providing guidance on issues at time of purchase, dealers can help avoid common pitfalls experienced by new owners.

This may seem like extra work and responsibility. But getting the EV customer experience right means being able to move inventory at scale and secure repeat customers.

Ashley Robson

Global product innovation and development director

Assurant Global Automotive

> Getting the EV customer experience right means being able to move inventory at scale

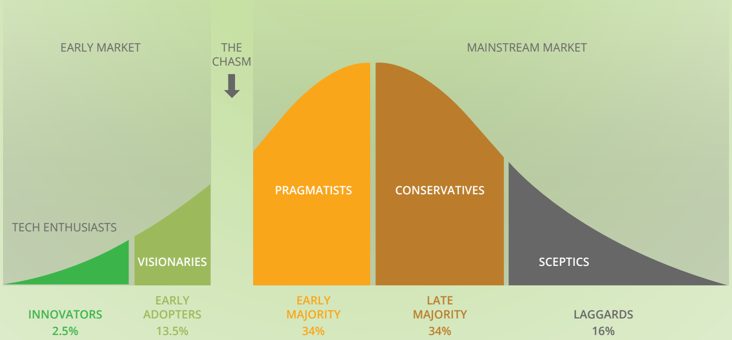
Provide EV-relevant services

A common pitfall for dealers is failing to customise products and services to EVs. Trying to pass off existing solutions developed for internal-combustion engines as "good enough" for EVs won't work.

It's like putting a square peg in a round hole. That's because EVs are so different. Take, for example, mechanical breakdown insurance (MBI) policies. Traditional MBI doesn't provide fully comprehensive cover for EV parts, such as lithium-ion traction batteries. And, since electric cars are made and wear differently, they require different coverage considerations.

The purchase path is different for EVs. Buyers need more education and guidance. This means having highly personalised selling techniques that are attuned to their needs and expectations.

High-quality omnichannel training is also important. Specific training can prepare all dealership areas on the nuances they'll face in coming years.



Source: Moore, G.A (2014). Crossing the Chasm: Marketing and Selling Disruptive Products to Mainstream Customers (third edition). Harper Business

> A pitfall for dealers in the evolving EV landscape is failing to customise products

Support a thriving EV ecosystem

In an increasingly connected world, dealers have more opportunities to positively impact on customers' lives than ever – via in-home EV charging equipment, integration with mobile devices, home entertainment and security systems.

Dealerships that help customers understand and integrate into this ecosystem will be able to stay connected to them during the vehicle's lifecycle. But exactly how can dealerships help their clients navigate all this? The answer is through innovation.

If consumers don't mind their EV taking up to 20 hours to charge, it won't cost them anything extra – they can plug into a standard 240-volt outlet.

However, if they want something more practical, they will need a level-two charger at home. The cost depends on the type of home and where the charger will be installed. Base costs begin around $2,500 including GST, all up.

Innovative partnerships can be leveraged to drive down installation costs and ensure customers better understand what could be a large expense.

> In a more connected world, dealers will have more chances to impact clients' lives

EV profitability around corner

The revolution is accelerating with nearly two-thirds of inventory expected to be electric by 2030. Now is the time for dealers to prepare for a significant shift in their operations.

Dealers can prepare by developing deep technology expertise, building EV-specific solutions and supporting an EV ecosystem that keeps them connected to clients. Continuing to treat EVs just like any other car will not have any major sales ramifications today, but it will down the road.

It's highly likely most EV buyers who arrive at dealerships in the next decade will be first-timers who need support. Don't undermine your position by using sales methods and products that barely acknowledge the existence of EVs.

At Assurant and Protecta, we're helping our partners prepare with a range of EV products and services like Assurant EV One, which includes innovative cover. We're also providing specialised needs-based training and marketing tools to help dealers deliver tailored customer experiences.

Dealers who prepare now will stand to reap substantial growth and profit in the EV age. And they will be successful in delivering modern products and services clients want.

The experts at Assurant and Protecta can provide a needs-based EV-specific analysis at your dealership. Contact Shannon Beech today at shannon.beech@assurant.com.

[continued from page 6]

Transport (MoT) and the minister.

VIA and its stakeholder group have been working with Waka Kotahi and MoT staff on developing procedures for implementation, and to improve the accuracy of information used to calculate incentives and penalties.

It continues to advocate for a fleet-management strategy to improve the fleet over time rather than just trying to control imports.

In addition, a formal proposal to amend the vehicle exhaust emissions rule was released by the government in May for used imports to be subject to Euro 5 from the start of next year with Euro 6 to follow in 2028.

Vinsen says: "VIA accepts the standards are going to be introduced. But we have serious concerns about the methodology that the government is proposing to use to calculate equivalences between the Euro and Japanese standards."

He describes the association's submission on the rule changes as "the best researched and presented that we've ever made".

"We have received favourable comments on the fact it's science-based and proposes a solution rather than just opposing a government initiative."

As for electric vehicles, VIA is in consultation with officials across this ever-evolving area.

The clean-car sector leadership group deals with a range of issues, such as developing standards, the charging network, the curriculum for training technicians and first responders, while VIA's technical manager, Malcolm Yorston, continues to work with Standards NZ on charging requirements.

Matt Battle, left, and Ken Quigley have completed their terms as VIA directors

Then there is the product stewardship scheme for end-of-life tyres being overseen by Tyrewise and Auto Stewardship NZ.

"The reason for VIA's involvement is that levies are to be charged on every tyre imported – loose or fitted to a vehicle, new or used – and we want to ensure the levies are fair and easily administered," explains Vinsen.

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

"As well as tyres, it's likely other automotive components will be included in product stewardship over time, such as batteries, greenhouse gases and whole vehicles."

In addition to these issues, Biosecurity NZ and the Ministry for Primary Industries are undergoing reviews of their functions with the association engaged in consulting on this.

"VIA continues to be involved in research, consultations and submissions on all issues affecting the used imports industry. We have a policy of making a submission on all vehicle-related legislation."

Over the past year, other subjects on the association's radar have included vehicle-type approvals, the industry's training restructure, entry certification, repair certificates, safety ratings and researching Japanese government data for fuel-economy standards.

VIA's revitalised structure, meanwhile, has been in place for almost three years now. Its board of directors is responsible for governance and finance. Its council comprises representatives from all tiers of members and has responsibility for industry issues.

"The council has met on a number of occasions in person and with video access," says Vinsen. "Meetings have consisted of reports and discussions on industry issues. They have been well-attended with a range of relevant speakers and good debate."

PLENTY OF WORK TO DO

Rapid inflation and the general state of New Zealand's economy have been impacting on the industry, says Willett in his chairman's report for 2022/23.

All that has come on top of government policies being rolled out and post-Covid supply-chain issues, resulting in plenty of activity for VIA.

The association's board – at its own cost – travelled to Wellington in October 2022 to meet with Michael Wood, who was Minister of Transport at the time.

This was after engaging the services of constitutional and administrative law expert Mai Chen, of Public Law Toolbox Chambers, on behalf of VIA to get board members access to the minister.

"While VIA staff were working

furiously on officials to understand the potential disaster that they were considering implementing for the clean car standard, most of the board was adamant we needed to get issues tabled with the minister face to face," explains Willett.

Board members who supported this remain of the opinion that, despite the cost of this action by the association, it was taken in the best interests of the membership and industry.

"Following on from this, VIA's standing and value have dramatically improved within the eyes of government officials."

As for Vinsen's departure, Willett describes it as a "changing of the guard".

"David has spearheaded the organisation for the past 20 years and is very well-known throughout the industry and government," he says.

"I've had the pleasure of working for, with and above David during these two decades, and it's been an exceptional journey for him as well as the industry.

The government's clean-car policies have been dominating the industry's agenda

"On behalf of the association and wider industry, I express our sincerest thanks to David for his commitment, support, action and achievements during his tenure.

"His broad experience and contacts will be missed for quite some time. We wish him all the best in his future endeavours.

"At this stage, the board hasn't found the right person to take over the reins," states Willett's annual report. "The role requires an energetic person, and one with some unique skills to develop and maintain relationships with industry, government officials and politicians.

"The board recognises the importance of this and will appoint someone it feels will be the best fit. In the interim, Malcolm [Yorston] and Kit [Wilkerson] have a lot of work they can continue with and can take guidance from the board when required."

Willett took on the role as VIA's chairman when Stephenson stepped down from the position earlier this year.

"On behalf of the board, council, membership and VIA staff, I would like to thank Chris for his leadership over the past three years," he says. "He guided the organisation through significant structural changes, and leaves us with a more fit for purpose and lean organisation moving forward."

Willett notes that VIA's team has reduced its hours over the past financial year to balance overheads with the needs of industry.

This included Vinsen's hours as chief executive being reduced to 20 per week and Yorston, technical services manager, decreasing his working week to three days. Wilkerson, head of policy and strategy, remains full-time.

Willett says: "This measure was taken by the board and was the only option left considering no new significant membership support was forthcoming.

"In hindsight and with ongoing discussions within the board, such reduction in human-resource hours isn't the preferred modus operandi for the future. Given what staff faced as a workload over the past year, it placed a significant strain on the team to ensure all bases were covered.

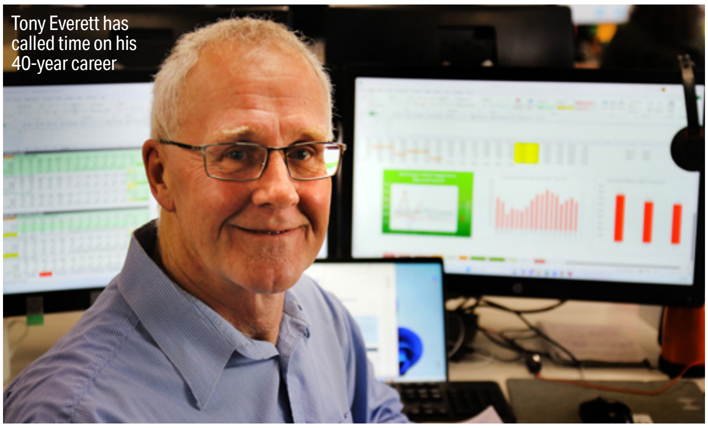
"As an industry, we must find a way to adequately fund our 'face' to government ministers, departments and officials, fellow industry players and our industry members to ensure the used-import industry is well-represented. Industry needs VIA and VIA needs more industry support."

Industry interest burns strong

After more than 40 years in the automotive industry, Tony Everett concedes it will still capture his attention as he enters retirement.

His career began in 1980 with General Motors and for the past 19 years he has been sector manager – dealers at the Motor Trade Association (MTA).

Everett retired at the start of August, but will always take an interest in who has sold what vehicles, who's done what and what we're driving.



Tony Everett has called time on his 40-year career

"I don't think I'll ever walk away entirely from the industry. As a former colleague once said, it's a bit like Hotel California – you can check out but never leave."

After completing a degree in business studies at Massey University in Palmerston North, Everett joined GM in the Hutt Valley when car assembly was still taking place and the company had 1,200 employees. He started in production engineering before going into finance, human resources, and sales and marketing.

When the plant was closed and the company relocated to Auckland, he became district sales manager for the South Island and lower half of the North Island.

Everett ultimately spent 20 years with GM before joining Marac where he connected with the industry's retail side, including used-car dealers.

He recalls Marac maintained comparatively tight acceptance standards at a time when credit was largely available to consumers as long as they were "standing up and breathing".

"The situation for finance was different from where it is today. We often used to run into pushback from dealers that we were too tough in our criteria, but it's interesting to observe that's now where the whole industry sits after several revisions to laws."

In 2002, he became a finance and insurance manager with Brendan Foot Motors, a Holden dealer in Lower Hutt.

Two years later, after a call from an ex-GM colleague who had joined the MTA, Everett signed up as its manager of dealer services.

During his time at the association, he also supervised the mediation centre and provided insights into the likes of the Consumer Guarantees Act (CGA).

It's an area he would like to see improved and, in particular, how it applies to cars. The CGA's definition of "reasonable" remains problematic and he suggests the government should make some changes.

"While it works well for toasters and washing machines, it doesn't work so well in respect of more complex goods, such as vehicles that present as new and used. There needs to be a better definition or guidance of what's 'reasonable' when it comes to cars.

"I can't understand why the government can't see issues with the system. That's why the topic is referenced in the MTA's election manifesto released earlier this year."

As for other challenges, he believes recent changes – such as the clean-car policies and revising exhaust emissions standards – are landing at a rate that's stretching industry's ability to cope.

For the new-vehicle sector, the shift from the traditional franchise dealer model to an agency approach is altering how businesses approach work.

"Traditionally, dealers owned the facility and stock and could work margins around their trade, but the agency model confronts that," says Everett. "It seems this trend is only likely to continue as overseas examples illustrate."

The advancement of electrified vehicles and other technologies are also reshaping the market and may lead to dealers having to rethink how to make the most of their sites. EVs require less servicing, so businesses will need to adapt.

Everett says the industry deserves kudos for how it has always adjusted to rule and policy changes. Technological advances are creating an exciting era for mobility, "but change can be difficult to navigate and it will be interesting to see how the industry develops over coming years".

As for what the future holds for Everett, who has three adult children with his wife Deborah, he feels a mix of excitement and trepidation about retirement.

"I don't intend it to be retirement in the sense of sitting on the verandah in a rocking chair with a jug of corn liquor watching the world go by.

"At first, I will head over to Australia for a few months where our youngest son and daughter live. Then, over Christmas and the new year, I can take stock and consider how to adapt."


AVANTI | FINANCE

Clean-car policies hit supply

Government policies have affected the supply of used vehicles over the past year, reports Turners Automotive Group.

Grant Baker, chairman, and chief executive Todd Hunter say the 2023 financial year has delivered gains in market share and vehicle-sale margins, which led to record earnings.

And they expect the company to secure more of the market as its branch network expands.

They describe the financials for 2022/23 as "pleasing" considering that costs have climbed due to inflation, interest rates have never increased faster, there has been regulation in the finance and vehicle markets, and demand has decreased.

"The clean-car programme has had the most material impact on supply during the past 12 months, resulting in fewer used imports coming into New Zealand," say Hunter and Baker in their annual report. "With economic conditions becoming more challenging, we are continuing to see demand shift into lower price-points."

Turners has its sights set on achieving its target of $50 million profit before tax in the 2025 financial year. While impacts of the Covid-19 pandemic have diminished, economic and market uncertainty continue to increase.

"We remain confident about our growth. However, we are mindful of macro challenges, particularly headwinds in finance. In auto retail, we expect to see upside from new branches in the second half.

Turners Cars' branch in Otahuhu, south Auckland

"Domestic supply continues to be an advantage for Turners, and the transition of wholesale auction units into retail sales will underpin further market share."

For the company's finance business, quality and margin management remain key near-term priorities before refocusing on growth after the official cash rate (OCR) has peaked.

Insurance sales are expected to be buoyant based on Turners' distribution and market-share gains, while credit management should perform better in the coming year as consumer arrears worsen.

As for the past financial year, growing profits and increased online traffic have provided the company with "strong results in challenging conditions".

The brand has benefitted from Google searches for "Turners Cars" overtaking those for "used cars", with branch expansion, improved customer experience, digital marketing and brand investment helping it to reach more clients.

The automotive retail business was "the hero" in 2022/23 with 28 per cent profit growth off a strong prior year, which reflects the investment put into it, while "the used-car market is needs-based and stable through downturns".

The used-vehicle sector has stayed "relatively stable" through the economic downturn, although transactions came in below pre-pandemic levels and were down by 10 per cent compared to 2021/22.

"Insurance had a stellar year with just under 10 per cent profit growth," say Hunter and Baker. "Our third core business, finance, is well-positioned as market conditions change."

They describe increasing interest rates as the single biggest challenge to the business and note Turners was unable to price in all OCR movements. "Interest expense is up 110 per cent in finance and this had a material impact on profitability."

Turners has made "excellent progress" in key areas and priorities identified in its three-year plan for growth. New branches have opened in Rotorua and Nelson, and sites have been acquired in Tauranga, Napier and Christchurch.

There is a focus to shift the number of consignment vehicles sold via its wholesale auction channel into retail to get better prices for sellers and higher margins for the business, as well as the chance to attach finance and insurance (F&I).

Overall net profit before tax (NPBT) came in at a record $45.5m for 2022/23 with automotive retail leading the way with a year-on-year $5.5m jump. Insurance profits rose by nine per cent to $12.6m while group revenue climbed by 13 per cent to $389.6m.

CHANGES IN REGULATIONS

Lower lending volumes in the first half of the 2023 financial year were driven by lower vehicles sales and regulatory changes, says Geneva Finance.

In particular, the interpretation of "affordability" under the responsible lending code impacted on the market. In contrast, the second half of the reporting period delivered "good lending growth as a result of restructuring this operation and increased clarity from the regulator around the interpretation of the code".

Business buy-out bid

David Sena is aiming to purchase Eugene Williams' shares in 2 Cheap Cars in a deal valued at about $4.3 million.

The agreement between the two company founders is conditional on approval under the Takeovers Code by shareholders other than Sena, Williams and their associates.

Sena wants to buy Williams' 30 per cent holding at 32 cents per share. When the announcement was made to the NZX on July 28, Williams owned around 30 per cent and Sena about 45 per cent.

The company will put the proposed transaction for approval at its annual meeting in late September.

"The notice of meeting will contain all information required under the Takeovers Code, including the independent directors' voting recommendation and an independent adviser's report on the transaction," the NZX statement reads. "Shareholders are encouraged to read these materials once available."

The proposed buy-out should come as little surprise to many in the industry. It follows reports of disagreements between the two co-founders. In addition, there have been large movements in the company's shares this year.

Autofile Online reported on June 1 that Williams and TLR Williams Trustee Company Ltd had sold more than $130,000 in shares in NZ Automotive Investments, which was the company's registered name at the time.

A notice to the NZX on May 30 showed that Williams Trustees had made on-market sales of 542,555 ordinary shares for a total consideration of $130,781.57. The sales took place in 13 transactions between May 5 and May 26.

A further 200,000 shares were sold by Williams Trustees in February 2022 for $186,000.

Geneva Finance's combined net-book value came in at $105.7m at the end of 2022/23, according to its annual report.

As of March 31, its New Zealand receivables ledger was $115.3m before provisions for deferred revenue and doubtful debts – as was the case for its net-book value.

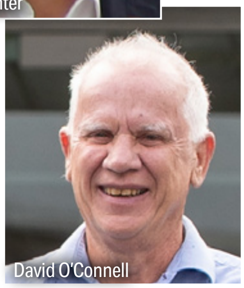
Comprehensive vehicle and mechanical breakdown insurance were the largest by volume when it came to providing such products to individuals, irrespective of whether the company provided the finance.

During the past financial year, Geneva Finance wrote premiums of $39.3m and had some 106,435 active policies by the end of 2022/23. Its invoice-factoring ledger balance was $5.1m by the end of March. However, the group's audited pre-tax profit of $4.8m was down by $3.5m compared to 2021/22.

"Lower lending in the first half of the year in conjunction with the increase in cost of funds were primary contributors to the profit decline," states the annual report. "This was exacerbated by claim costs associated with the Auckland floods.

"In addition, during the year the board increased investment in governance which, while increasing costs, will provide ongoing benefits going forward."


Todd Hunter


David O'Connell

Geneva Financial Services, the group's lending business, saw pre-tax profit come in $2.8m – down by 47 per cent on 2021/22.

"The increase in the cost of funds driven by increases in the OCR was the primary cause of the decline in profitability of this operation. While this was mitigated by passing on rate increases, the impact of this action will largely be visible in the March 2024 year.

"The asset quality of receivables remained strong through current challenging economic conditions, which is pleasing."

Quest Insurance reported a profit of $4.4m, down by six per cent on the prior period. Although it maintained strong premium growth with gross premiums of $39.3m, up 29 per cent, higher claims costs mitigated much of this benefit.

Pacific Tonga, 60 per cent owned by the group, reported a pre-tax profit of $1.5m, down 1.3 per cent. Stellar Collections reported a $100,000 annual loss, which was down $200,000 from a year earlier when it achieved a $100,000 profit.

"Covid's impact on the debt-litigation business was much more severe than first anticipated. However, changes are being made to restore the business to pre-Covid profitability."

Geneva Capital, the group's invoice-factoring division, reported a loss of $9,000 compared with one of $200,000 in the prior period. It has been restructured and the result includes a goodwill impairment provision. The board will review its operations this financial year.

"The year's result was disappointing, an outcome of increases in interest rates and Auckland's floods," say chairman Robin King and David O'Connell, managing director.

"The former has been addressed, and the latter is 'one of those things' the operation will absorb and grow through. The board is confident its continued investment in business infrastructure, and improvements in systems and people, have positioned the business to bounce back into sustainable profitable growth."

The company predicts the current economic outlook will

[continued on page 14]

[continued from page 13]

The interpretation of "affordability" under the responsible lending code has impacted on the lending market, reports Geneva Finance

bring challenges as rising costs and high inflation put pressure on consumers, dampening demand for vehicles and associated services.

"However, this environment also brings opportunities as competitors increase focus on asset quality and product profitability and less on volume growth, creating niches our lending and insurance operations are adept at servicing."

'RESET AND REBUILD'

2 Cheap Cars is seeking to double its 2022/23 NPAT during the current financial year after outlining an action plan for the business.

It aims to do this by concentrating on gross margin expansion, cost management and increasing direct control of the value chain. Formerly known as NZ Automotive Investments, it has rebranded to put its focus on its 12 dealerships.

Chairman Michael Stiassny and Paul Millward, chief executive officer, say following well-publicised board and management issues in the first half of 2022/23, profitable growth – and restoring market confidence and shareholder value – have been priorities.

"It has been a year of reset and rebuild," they add.

"Much has been achieved, particularly in the fourth quarter [of 2022/23], which saw significantly improved underlying earnings and profitability.

"Importantly, the board made the decision to focus on the core vehicle-retail business and to act only as a finance agent. Consequently, NZ Motor Finance's loan book will remain in run-down mode with it collecting receivables and recouping investment."

The company's underlying NPAT grew by 18 per cent to $2m with the final quarter of the past financial year making up 40 per cent of total profit in that period.

Full-year revenue and income rose by 25 per cent from 2021/22 to $82.7m driven by higher sales and an inflationary uplift in the prices of vehicles retailed.

"These results indicate the business is moving in the right direction," the report states. "The board is confident the turnaround is well under way."

2 Cheap Cars sold 8,367 units in 2022/23 and its market share came in at 4.5 per cent. Margin was prioritised over volume during the year's back half with strategy refocused on margin expansion.

Electric vehicles (EVs) and hybrids accounted for 41 per cent of sales – up by 65 per cent on the previous year. Online vehicle sales lifted to 17 per cent of overall trade.

Stiassny and Millward observe that most import businesses still face economic headwinds and constraints, with 2 Cheap Cars working to mitigate shipping issues by using extra suppliers.

They add the clean-car regime has constrained supply and increased the cost of used imports. "We have a reliable source of used vehicles from Japan and have increased prices to offset cost pressures."

Looking ahead, the company reports good demand driven by immigration, the clean-car programme and tightening economic environment.

The business has a five-point action plan moving into the 2024 financial year. This includes gross margin expansion taking priority over market share, and continuing to supply EVs and hybrids.

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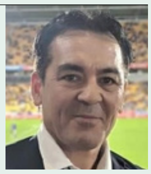
Industry movers

LARRY FALLOWFIELD has been appointed as sector manager – dealers at the Motor Trade Association to replace Tony Everett, who has retired.

Fallowfield, pictured, has added dealers to his association portfolio of sector manager for collision repairs and specialist services, which he took up in September 2022.

He has 25 years' experience in general manager, sales and marketing roles in the automotive and distribution industries here and in Australia.

Fallowfield was previously GM of Auto Body Equipment in Hamilton for about two years after holding the same position at Resene Automotive & Light Industrial, Auckland, from 2008-17.

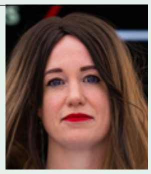


MALCOLM JOHNSTON becomes interim managing director of Geneva Finance when David O'Connell retires in August.

Johnston, pictured, who has been on the board since February 2020, will take over as options are worked through.

He has 30-plus years' experience in commercial banking, finance, general insurance and manufacturing, and has been general manager of the Pacific region for the Federal Pacific Group since mid-2014.

O'Connell has been at Geneva Finance's helm since the company was in moratorium in 2008 and has steered it to where it is today.



Hayley Rowland-White

HAYLEY ROWLAND-WHITE has become head of retail sales and operations at Mitsubishi Motors NZ (MMNZ).

Her promotion will see her build on her relationships across the dealer network to support and guide sales teams.

Rowland-White joined MMNZ's customer care centre in 2010, and most recently managed its sales and logistics team as operations manager.

Felicity Butler

FELICITY BUTLER has been promoted to become national fleet sales manager. She will focus on building relationships with key partners, and winning and retaining significant corporate accounts.

Butler joined the brand in 2014 after a successful career in retail and fleet sales here and in the UK.

Warren Brown, president of MMNZ, says: "We always look to recruit internally when we have the right people for the job."

JEFF JUDD has joined the team at Autohub NZ as its new brand ambassador.

Rally legend Judd, pictured, is a director of Magnum Automotive Group, which has divisions for vehicle compliance, service and mechanical, automotive electrical and motorsport. It has premises in Christchurch and Dunedin.

Frank Willett, managing director of Autohub NZ, says: "Jeff is a well-known industry player and motorsport celebrity, particularly in South Island rally circles.

"He will do a great job promoting our brand and selling our group services to the used-import trade in the southern regions."

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

Staff for Duncan & Ebbett in Hamilton celebrating their awards success

Dealership smashes targets set for sales

Duncan & Ebbett in Hamilton has been named supreme retailer of 2022 in Jaguar Land Rover (JLR) New Zealand's annual awards.

It achieved more than 110 per cent of its target for new-car sales in the past financial year, secured the most Jaguar registrations and notched up the highest net-promoter score across the brands' network.

Duncan & Ebbett also scooped the Jaguar retailer category, and JLR's parts team and business manager awards. It was runner-up for the new-car sales team prize.

"Every year we're incredibly proud to celebrate our network and reward those who have achieved significant results," says Steve Kenchington, chief executive of JLR NZ.

"The dedication and commitment shown by Duncan & Ebbett is inspiring and one that everyone at Jaguar Land Rover NZ is proud of."

Martin Westall, dealer principal of the Hamilton business, adds: "Being awarded the supreme retailer of the year and four other recognitions is well-deserved for everyone involved.

"It's a brilliant way to celebrate our team's efforts and gives us extra drive for the year ahead."

Awards were also won by Bayswater European in Napier for new-car sales, Archibald's Christchurch for approved pre-owned vehicles and Archibald & Shorter Greenlane for marketing.

Marques change hands

Great Lake Motor Distributors Group's distribution, retail and vehicle-leasing operations have been acquired by Inchcape.

The deal means the UK-based company has secured LDV and SsangYong as brand partners in New Zealand.

It now enters retail operations here with five owned dealerships in Auckland, Taupo, Wellington and Christchurch.

The addition of the marques strengthens Inchcape's portfolio across several key segments including electric cars, light commercials and SUVs for it to be "poised to offer mobility solutions to meet customer requirements".

Rick Cooper, director of Great Lake Motor Distributors, says: "It's been a fantastic ride over the past decade with thousands of LDV and SsangYong vehicles on the road in New Zealand.

"The success of the brands has been on the back of the dedication of a fantastic group of staff. The opportunity to pass the baton to a global leader in the industry was one that couldn't be passed up.

"We will look on with interest as it builds the brands to the next level as we see the business we've created transferred to the best hands we could have hoped for. We wish Inchcape and our loyal staff all the best for ongoing success."

Wallis Dumper is now managing director of Inchcape NZ and Subaru of NZ – he has been MD of the latter since 2010. Inchcape has been the exclusive importer and distributor of Subarus since 1992.

Can you DIY advert campaigns?

I'm often asked when meeting a prospective client for the first time what the advantages are of using an agency for advertising.

Many dealers seem to think it's easier and cheaper to keep their ad management in-house. I mean, why else would they have marketing staff if they were just going to outsource the work to an agency?

In response to this I say, well, yes you could do it yourselves. Just like I could have a go at tinkering under the bonnet of my car rather than taking it in for a service.

At the end of the day though, I know that – despite the upfront cost – if I take my vehicle to trained mechanics, they are going to use their expertise to properly tune it, optimise its performance, and more than likely save me a lot of time and money in the long run.

The same can be said for engaging an agency to run your digital campaigns.

There's a vast array of advertising channels being used by the country's top-performing dealers, including search engine, social media, video, audio and display ads.

For each of these, different expertise and skillsets are required for planning, targeting, set-up and optimisation. And, given the rate at which the industry evolves, new mediums and techniques are constantly emerging and need to be learned.

Marketing agencies hire experts in each of the advertising areas who are dedicated to and experienced in running campaigns.

They know what works, and have the time and capacity to monitor and optimise ads to drive performance. They are also required to keep abreast of industry developments. This means they will always be ahead of the game with techniques and technologies.

One or two in-house marketing staff at a dealership don't have the time nor capacity to upskill themselves sufficiently in every form of digital advertising, let alone stay on top of developments that come about. Another consideration is the type of marketing partner you choose. There are niche agencies in the market that offer advertising services to certain sectors.

By engaging an agency that specialises in automotive, you're able to take advantage of all the experience they have built up running campaigns for your competitors. You would be hard-pressed to find dealership marketing staff with this breadth of knowledge.

TODD FULLER
General manager, New Zealand
AdTorque Edge

Despite the upfront costs of hiring an agency, it can help you save money long term. On average in New Zealand, car dealers tend to spend about $60 per lead on their digital ad campaigns.

Thanks to well-honed skills and experience, digital experts at marketing agencies are often able to drive this cost per lead down significantly. This enables them to get their clients a lot more out of every media dollar they spend.

CASE STUDY

We recently ran an analysis on two similar dealership websites. Both were for the same franchise and had relatively similar primary market areas, and both sites were built and managed by the same team.

The only difference was one of the businesses engaged our agency to run its digital advertising while the other decided to organise its own campaign.

The dealership that ran its own ads received 1,961 visitors to its website during a three-month campaign period. These users undertook 2,427 site sessions and eight lodged website enquiries.

The one that outsourced its advertising to our agency, on the other hand, had 7,156 unique visitors, 8,627 sessions and an impressive 47 website enquiries.

These results illustrate the significant difference that hiring an experienced agency can make. By engaging experts, the second dealership was able to capitalise on its knowledge across a broad range of advertising channels and its holistic approach to driving results.

Furthermore, as automotive specialists, the agency team's in-depth understanding of the car-buying journey and how best to target prospective customers resulted in a high-performing campaign that delivered excellent return on investment for the client.

So next time you query whether it's worth getting an agency to run your upcoming campaign, just think of me with my head under the bonnet of my Mustang trying to change a spark plug.

Hopping mad about public buses

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

I have an acquaintance who offered to look after some children during the daytime last month for families with working parents.

This person, who I will call Jane for the remainder of this article, ended up watching eight kids, all pre-teens, over the winter holiday.

She decided to take them to the recreation centre to go swimming. Since Jane didn't have a car that could haul nine people, she wanted to take the bus.

This seemed to be an ideal solution because it had recently been touted by the government that kids could use public transport for free.

So, the nine of them rocked up to the bus stop, which is where things started to go wrong.

Evidently, children can ride free if, and only if, they have an Auckland Transport HOP card. Jane neglected to pre-order these cards for all the kids. They must be pre-ordered because, evidently, they take up to 10 days to receive in the mail.

So, after the embarrassment of having this explained to her while passengers had their trips delayed and the youngsters were standing at the bus stop in the cold and rain, Jane conceded the oversight and tried to pay the $2 fee per child.

Unfortunately, she wasn't allowed to do that either. Just as one doesn't simply stroll into Mordor – the realm of the evil Sauron in Tolkien's Middle-earth – evidently one cannot pay one's bus fare in Auckland in that way.

Buses in the region no longer accept cash and Jane didn't have enough credit on her HOP card to cover the entire group.

In exasperation, she left the bus to seek another solution. The obvious solution, or what seemed to be obvious to her, was to add more money to her HOP card.

Jane accessed her card account on her cellphone and used her credit card to add funds only to discover that it takes 24 hours for the credit to become available.

In desperation, she remembered that some dairies used to offer HOP top-ups. She went to the nearest one. But it was explained to her that the shop stopped offering that service years ago.

Today, there are dairies that still offer this service. When they top up the card, the credit is available immediately. However, the number of them has greatly reduced.

Luckily, Jane was able to find a dairy in Pukekohe that still does such top-ups. She and the kids walked the few blocks to the shop, topped up, and eventually caught the bus and arrived at the recreation centre.

This, of course, was only the start of a whole new set of challenges because they weren't allowed to swim because only six children can be supervised by a single adult.

This leaves me with more questions than I have room for in this article. Why was it so hard for Jane and those kids to take public transport?

Yes, it could be argued it might have all gone much smoother if she had done her research and read all the appropriate fine print, but why should she need to?

Why is a child with a HOP card free, but a kid without one isn't? Why does a no-fare rider need a HOP card at all? It can't be a matter of cost recovery.

I think Jane saw on the news that public transport was free for children and assumed it was free for all kids.

To avoid confusion like this, maybe the government should learn to be more accurate when touting its policies and achievements. It didn't make public transport free for kids, it made it free for HOP card holders when accompanied by an appropriately assigned child.

And this, I think, is the root of the problem. And that's public transport isn't for the public.

Yes, people can use it. But like many utilities in New Zealand, the service is fulfilled by private companies and, as much as we might like to think otherwise, these businesses have one priority and that's making money.

The problem with this is that these "private companies" are protected by the government in their pseudo-public role, protected from all things that normally drive businesses to perform better.

They don't have to worry about competition and are able to entrench into something akin to a "too big to fail" status.

This gives them free rein to make money at the expense of users within the constraints of their contracts with government.

And as Jane's story and a quick internet search show, the situation is hardly unique. The government is doing a dire job of looking out for users' interests.

We need public transport to fulfil a growing percentage of our transport needs in the future. We like to imagine the tension being solely between private vehicle and public-transport capacity.

But it is not. Most public transport is already operating at less-than-full capacity. We need to make it convenient and that's not happening. In the meantime, I bet Jane starts looking into getting a bigger vehicle.

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.

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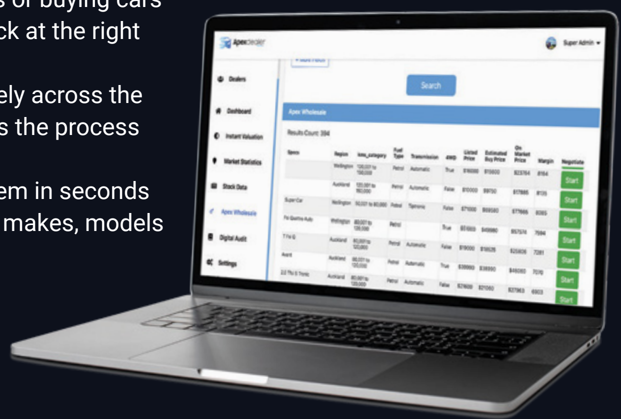
APEX DASHBOARD This main screen gives you benchmark data that allows you to compare your dealership versus the market. It provides data points on your dealership allowing you to clearly see where your attention needs to go. Features include stock level, average stock price, average stock age, sales last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



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The month that was... August

August 16, 1999

Aiming for the stars

Not content with tilting at dealers, anti-clocking crusader Dermot Nottingham raised the stakes by taking on the establishment.

He had laid actions against Attorney-General Sir Douglas Graham, Josephine Bouchier, an Auckland District Court judge, and the Serious Fraud Office (SFO). Nottingham sought $360,000 in damages.

The action related to a case in Otahuhu District Court in which five people from one dealership were charged with conspiracy to defraud the public. It stemmed from a dispute between Nottingham, the prosecution in the case and the defence over admissibility of evidence.

He claimed Judge Bouchier acted in a high-handed, prejudicial and or injudicious and unconstitutional manner that breached the Bill of Rights Act.

Nottingham said in his statement of claim that a SFO member acted to defeat the admissibility of statements by the accused in the plaintiff's criminal proceedings.

He also claimed the SFO conspired with the Attorney-General not to prosecute even though it had sufficient evidence to do so.

August 4, 2006

IMVDA disputes MIA claims

The Independent Motor Vehicle Dealers' Association (IMVDA) slammed a Motor Industry Association (MIA) press release regarding the age of used imports as "a rehash of several old broken records".

According to Land Transport NZ data released by the MIA, the average used-imported car sold for the first time in this country during the first half of 2006 was 8.32 years compared with 8.01 for the full year of 2005.

"As used importers struggle to compete on price against NZ-new used cars, they chase older and older stock, thereby infesting our roads with old-generation technology that's doing nothing for safety or the environment," said Perry Kerr, head of the MIA.

Frank Willett, the IMVDA's manager of technical services, said the statistics didn't allow for factors affecting demand.

He added: "I'm surprised why anyone would consider purchasing a new vehicle when you stand to lose an average of 40 per cent of what you paid over the first 12 months.

"It's obvious a used import with most of its depreciation having been borne by an overseas market makes better economic sense."

August 8, 2008

Sales down across the board

Registrations of used imports took a tumble again in July 2008, but a significant decrease in sales of new passenger and commercial vehicles indicated an across-the-board downturn in business across New Zealand.

Statistics released by the NZTA showed July's figures as the biggest seasonal drop in new-vehicle sales since the 1990s.

Combined sales of new passenger and commercial vehicles decreased by 15.7 per cent. Meanwhile, registrations of used-imported cars and commercials were down by 36.8 per cent.

Sales of new passenger vehicles were down 14.9 per cent to 5,429 in July, and commercials dropped by 17.5 per cent to 2,059. Used-imported cars fell by 34.1 per cent to 7,289, and used-imported commercials by 62 per cent to 440.

"It's certainly been a roller-coaster winter so far," said Perry Kerr, the MIA's chief executive.

"There were signs of a slowdown in new-vehicle sales in May, then June bounced back strongly only to be followed by a July that has reflected most of the recent negative economic data."

August 7, 2009

Rentals to the rescue?

For many car companies, it's a nice little earner – sales to fleet and rental firms.

Over the past decade, this part of the market had pushed ahead with nearly 28,000 units, including commercials, being leased in 2005.

But 2009 was a different story. The drop in leased vehicles would make many general managers of car companies choke on their morning cuppas.

However, there could be an increase in lease figures over the next few months with one of the most popular fleet vehicles being the Holden Commodore. For years, sales reps had picked it as their work car.

So, imagine the impact when Holden announced that week the iconic Australian marque was being rescued by a "green" V6 engine. Purists would be spitting out their beer in disgust. "What next," they would have been saying, "solar-powered V8s?"

That said, Holden, aka General Motors, needed to do something to save itself from the devasting effects of the US recession.

Its newly launched Cruz had had a positive impact in Australia and here. But the company needed a long-term saviour and it was touted as coming in the shape of a fuel-efficient V6.

Calling time on rewarding career

That's it, I'm out. My time has come and retirement beckons.

There seems to have been quite a few similar announcements from other people in the automotive industry in recent times.

Perhaps there's something in the water? I'm certainly not aware of any master plan in that sense and, perhaps, it's purely coincidental.

When pondering the idea of retiring, I spoke to a few people who are already in that "state". The responses were largely in the manner of "never regretted it" and "wish I had done it sooner".

Alternatively, it might be that I have nothing to do and get bored. Either way, I'll just have to wait and see if that's what happens in my world.

I have really enjoyed working in our industry. It's typified by entrepreneurs who will give anything a go. They are the type of people who search for opportunities and take the chance.

I admire that, perhaps because I've never been brave enough to step outside the relative comforts of "working for the man".

The industry is and has always been extremely adaptive, and that's mostly through necessity simply because it's a case of adapt or quit.

That said, some operators are showing signs of strain these days as they try to do what they've always done so well – adapt. The scale and depth of change we're now facing is bigger than we have ever encountered before.

The motor vehicle itself is changing, retail operating models are in flux, the concepts of ownership and access are being challenged, and transport systems are evolving in multiple directions with cars being increasingly discouraged from the centres of larger cities.

The pace of change is also accelerating. We no longer have the luxury of navigating one change at a time.

Rather than letting matters evolve, the regulators have contributed by pushing their ideas via what seems to be an endless chain of proposals. These have manifested in my world in the form of submissions.

All the relevant industry associations do their best to apply influence where they can,

TONY EVERETT
Sector manager – dealers, Motor Trade Association

but most of those efforts often seem to be to no avail.

At the risk of generalising, plans seem to be well-entrenched by the time "consultation" happens and any substantial changes are very unlikely. It's a case of minds made up if you want to put it that way.

A perfect example would be the amendments to finance laws about 18 months ago. During their lead-up, the industry said the ideas were excessive, would be counter-productive and would miss the mark. Australia was even cited as a case study, but all to no avail.

> "The pace of change is accelerating. We no longer have the luxury of navigating one change at a time"

Within a week of implementation, the industry was proved right. Since then, the government has slowly and reluctantly wound back some of the changes – but not fully.

The clean car discount might be another example. It has been a "too successful policy", according to one commentator with changes to the programme recently announced.

Coming only 16 months after the scheme was launched, these alterations are aimed at addressing the gaping financial "pothole" that has developed.

And with almost no warning – well, two months – the industry now faces the task of realigning activity to fit the new paradigm.

The chances are that the clean car discount may have to be revised again even before industry has fully adapted to the last round of changes.

Change is a fact of life. We all know that. But do we need to change everything? It sometimes seems that things developed in the past are now somehow wrong.

Here's a case in point. Many years ago, we were told that the teaching of reading and arithmetic was all wrong and it needed to be changed.

Twenty years later we now "read" those new ideas were a failure and we need to go back to the old ways, a failure of generational impact.

Maybe new is not always best – just saying. And with that, I move enthusiastically toward my next life phase.

All my best wishes, everyone, and I will watch with great interest to see how things go.

Wild supercar can't be beaten

Rimac's Nevera on its way to a blistering 412kph

Costing a cool NZ$3.5 million, Rimac's Nevera is a special kind of beast – probably better than all the Bugatti Chirons, Lamborghinis or Ferraris you care to throw at it.

The Croatian-made all-electric car has officially set a new 0-400-0kph benchmark.

It's recognised as the ultimate test of a hypercar's straight-line performance because the focus of 0-400-0kph is on acceleration, aerodynamics, top speed and stopping power.

Now the Nevera is the undisputed champion with a record time of 29.93 seconds – more than one second quicker than the previous holder.

On the same day at the Automotive Testing Papenburg facility in Germany, it also took out the title for most performance records broken in a single day.

The Nevera even outperformed its own official specifications, recording 0-60mph in 1.74 seconds compared with 1.85 previously. Its other world records include 0-100kph in 1.81, 0-200kph in 4.42 and 300kph in 9.22.

A total of 1,427kW and 2,360Nm makes the Nevera one beast of a car

"When we set out to engineer the Nevera, our performance targets were incredibly ambitious," says Mate Rimac, chief executive officer of the Rimac Group.

"We've now managed to overshoot all of those. What I'm most proud of, though, is that this isn't a car purely designed for straight-line performance.

"The Nevera can go from breaking records to driving more than 480km on a charge, refilling from 0-80 per cent in less than 20 minutes and keeping the most demanding drivers in the world engaged.

"It's a fully rounded next-generation hypercar that has been praised for reinventing the world of performance. Not just faster than traditional competitors, but surprising for a fully electric car it's capable too."

The key to the Nevera's speed is its advanced battery system, powertrain and software, all developed in-house by the Rimac Group.

The front and rear powertrains – each composed of two individual motors – provide power to each wheel individually.

At the rear, a 1MW dual inverter enables 900Nm of power and 470kW of torque per motor. All systems are overseen by a complex web of in-house developed electronic control units, working in conjunction with an Nvidia supercomputer to calculate and send output to the four powertrain systems 100 times a second.

Each of the Nevera's four wheels is individually driven by surface-mounted magnet motors. Combined, they produce a total of 1,427kW and 2,360Nm. Each set of wheels, front and rear, has a single-speed gearbox to allow full torque to be applied left or right of that axle.

While advertising a maximum range of 647km on the NEDC cycle and 490km on the WLTP, the car is also claimed to be able to complete two consecutive laps of the Nurburgring with a negligible drop in performance.

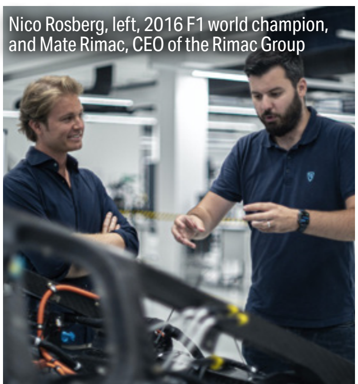
Rimac says the car was designed to be very durable and can be driven hard. In addition, it's technologically capable of level-four autonomy with advanced driver-assistance systems.

It features an entirely new design and does away with the conventional doors, incorporating butterfly doors instead.

The Nevera also has a fire extinguisher in the back held in by a leather strap embossed with the words "in case of hill climb, extinguish fire", a reference to The Grand Tour host Richard Hammond, who crashed a Concept One causing it to catch on fire.

National pride in the Nevera is heightened by the fact it's the first car to be designed, engineered and manufactured in Croatia.

Rimac is equipped to produce 150 units a year as the Nevera is bespoke and hand-built. It was five years in the making, running through 19 prototypes, 45 crash tests and 1.6 million development hours.



Nico Rosberg, left, 2016 F1 world champion, and Mate Rimac, CEO of the Rimac Group

The first Nevera delivered to the US

Boost with fuel consumption

The first-ever CX-90 follows Mazda's "rightsizing approach" and will be available with a high-output petrol or diesel powerplant.

Both employ a newly developed inline-six turbocharged 3.3-litre configuration supported by a 48-volt M Hybrid boost set-up.

When equipped with the e-Skyactiv D turbo-charged diesel engine, the CX-90 offers best-in-class combined fuel consumption of 5.4l/100km with a low carbon dioxide (CO_2) output of 143g/km.

That's a 10 per cent improvement on both counts compared to the next best vehicle in the large SUV segment, Mazda's CX-8 Skyactiv D 2.2-litre turbo-diesel AWD.

Its 3,283cc output also offers a 34 per cent uplift in power at 187kW and, at 550Nm, 22 per cent more torque than the CX-8 Skyactiv D. It makes the 0-100kph dash in 8.4 seconds.


The CX-90

The CX-90 3.3-litre e-Skyactiv G is the most powerful production Mazda powerplant ever with 254kW and 500Nm of available torque.

In comparison to the 2.5-litre turbo petrol four-cylinder in the CX-9 AWD, this represents close to a 50 per cent upshift in power and about a 19 per cent hike in torque.

The CX-90 e-Skyactiv G has a 0-100kph time of 6.9 seconds.

Despite the extra pulling power on offer, this variant's fuel consumption is 8.2l/100km combined and it emits 189g/km of CO_2.

These efficiency gains have been possible by technological advancements seen for the first time in the CX-60s and CX-90s.

Their mild hybrid EV systems ensure that during inefficient low-load situations, such as idling and low-speed ranges, the engine is supplemented by the electric motor, improving overall emissions and reducing fuel fill-ups, while the e-Skyactiv G also takes advantage of a higher compression ratio for better fuel efficiency.

In the 3.3-litre inline-six e-Skyactiv D, surplus air in the engine is used to improve combustion. This results in a more agile acceleration response, lower nitrous-oxide emissions at high rpm and better thermal efficiency due to a greater lean-burn speed range.

Additionally, the inline-six e-Skyactiv D engine uses a simple structure to keep engine weight similar to a conventional four-cylinder engine. As a result, drivers notice no discernible difference in handling despite the higher displacement.

Sporting bloodline

Plans have been unveiled by MG to launch a high-performance roadster called the the Cyberster in 2024.

The marque says the two-seater sports car will have "a powerful all-electric powertrain and contemporary cabin featuring cutting-edge driver technology".

"Our intention is to create a completely new roadster ready for a new generation of sports-car drivers, and which opens a bold and compelling chapter for MG," says Carl Gotham, advanced design director for the model.

"The focus for the Cyberster was to create a design that was respectful of the brand's past and brings back that sporting bloodline, while also being clear that it should be modern and forward-facing."

The vehicle's styling pays homage to past MG roadsters with its distinctive long bonnet, low nose and curvaceous surfaces, while also introducing new features such as its distinctive scissor doors and Kammback rear design.

The Cyberster, which made its global debut at this year's Goodwood Festival of Speed in the UK, is expected arrive on the market in the middle of next year.

The fully electric Cyberster


Mad Mike's rotary king of the hill

Drift racer, off-roader and hill climber. He has also competed in Stadium Super Trucks and is a championship-winning Formula Drift Japan driver.

"Mad" Mike Whiddett has now won the exhibition class at one of the most famous hill climbs in the world – Pikes Peak in Colorado.

"I've done so much study for this project to come about," he says. "Rod Millen has the fastest time in a Mazda with a rotary engine of 11 minutes 51 seconds going up this hill.

"I haven't had nerves like this since I flipped a dirt bike onto the dirt with no foam pad or anything like that.

"But this is way, way higher. You're sitting on the line at 5 o'clock in the morning and are surrounded by snow and ice, and off to shoot 140mph [225kph] with the best of the best."

Millen's time was set in 1991 when the route was gravel. Whiddett had the benefit of recent work to make the summit road "all weather" for tourist traffic that uses it year-round.

He drove a rear-wheel-drive, four-rotor Mazda 3. The car's twin-turbocharged rotary engine produces more than 1,000kW.

"Mazda initially pitched this project to do a production class, front-wheel-drive, four-cylinder Mazda 3," Whiddett told Autofile.

"For me, I'm a rotary guy from New Zealand. I've been doing rotary engines since I was 13, not because they were cool but because they were cheap, they were loud and just fun. People either love them or hate them.

"We pitched at Mazda and were like, 'let's do a rotary', so we did a front-wheel-drive conversion to a rear-wheel drive.

"We built this thing to Formula Drift rules as well. That's what we know, we've won that championship and we've used all the parts that we use in our pro drift cars."

Much of the project's construction and development was undertaken by TCP-Magic Japan, which fitted the vehicle with a KW suspension, Holinger gearing, Radium fuel system and a rear-mounted PWR radiator.

It features an aerodynamic body kit that houses TOYO Proxes race tyres on Volk Racing 21C wheels.

A large rear-wing towering above the Mazda 3 gives grip and downforce to the driven wheels.

Other bodywork additions include a custom front bumper, side skirts and a rear diffuser. In classic "drift" design style, turbo blow-off valves exhaust through the bonnet.

Not only has this hatchback been converted from front to rear-wheel drive, it's also been given a twin-turbo four-rotor engine.

The Red Bull-backed car has a claimed weight of 1,249.7kg and was originally built for Formula Drift, but was re-tuned for maximum grip to tackle Pikes Peak.

Whiddett describes contesting the hill as "incredible".

Being a car builder himself, it was amazing to see people's creations and for them to come to race, while the event running for 101 years is a "massive achievement for Pikes Peak, so congratulations and thank you for having this mad Kiwi come up here with his international team".

He adds: "We probably had the most multi-cultural team in the event. We had Australia, Japan and myself from New Zealand. We've got Brazil in there, Vietnam, the US, we've got it all. We get to enjoy motorsport together."

Mad Mike, who has turned burning tyres into a booming career, says the build played to the strengths of Mazda's finest performance technologies.

"We love rotary engines, we know how to make them go very fast and we built this vehicle for the hill."

Situated near Colorado Springs, Pikes Peak Mountain is a scenic toll road turned paved battleground for one day a year.

This year, 66 drivers took part in the 101st hill climb there. Divided among six classes, drivers of various motorsport practices got one chance at conquering the 156 turns that span the 20km to the summit, which sits 4,302 metres above sea level.

While there are no records in the exhibition class because of its status, entries are eligible for setting an overall course record as well as an attempt at records achieved by other classes.

First staged in 1916, it's the second oldest race in the US. The invitation-only event, often referred to as The Race to The Clouds, is held annually on the last Sunday of June.

Whiddett's time for the climb was 10 minutes and 34.98 seconds. You can watch a pre-run by visiting www.facebook.com/watch?v=4671604872963483 and his post-run interview can be found online at https://youtu.be/AkRT1zl7Tlw.

Massive aero helps keep the Mazda planted at speed

Whiddett stoked after his record-breaking run up the hill

Huge turbos boost the rotary's power in excess of 1,000kW

The Giz wins on States debut

Shane van Gisbergen has won his first-ever start on the latest leg of his great racing adventure.

On the day when the NASCAR Cup Series took place on a street course for the first time, the debut winner record was reset as the three-time Australian Supercars champion battled from 19th midway through the race to claim the win in Chicago.

Shane van Gisbergen stunned the media, spectators and his fellow competitors by winning the NASCAR Cup Series in Chicago. Photos: NASCAR

"You always dream about it," says The Giz. "What an experience and it was so cool. This is what you dream of.

"Hopefully, I can come to do more. The racing was really good and everyone was respectful. It was tough, but fun."

Van Gisbergen had been among the lead pack for most of the first part of the race. But, on lap 42, a large group of drivers running towards the back decided to gamble early and made pit stops.

On the very next caution a few laps later, the organisers announced the race would be cut short by 25 laps. All the leaders found themselves buried in the pack after they made their own stops.

That strategy call vaulted Justin Haley, who had started last after a crash in practice sidelined him from qualifying, into first place with Chase Elliott leading the pursuit.

Van Gisbergen, meanwhile, was stuck in 17th, but made good progress through traffic. With 10 laps to go, he was fifth.

On lap 67, he got around Elliott for third although his pursuit of Haley was stunted by the eighth of nine cautions triggered by Martin Truex Jr finding the tyres.

A single-file restart meant the Kiwi couldn't attack Haley immediately when the racing got under way again. He waited until turn two, took the lead and held onto it until the finish.

Not only did he make history on July 3 as the first Kiwi to win a NASCAR race, he was also the winner of the series' best-rating event since 2017.

"It was cool to see the dynamic first-hand, to see how NASCAR works," says Van Gisbergen. "There's no give and take. It's full-on from the green light."

Academy graduate tops points ladder

Rally driver Zeal Jones has won the Bruce McLaren Trophy by topping the points table for the 2023 Elite MotorSport Academy of New Zealand camp.

The annual development programme is run by the MotorSport NZ Scholarship Trust for eight young and aspiring athletes.

"It means everything to me," says the 18-year-old from Pukekohe on being the winner. "You can prepare for it as much as you like physically, but all the mental learnings are so valuable."

A week-long camp in Dunedin at the Otago Academy of Sport was the first part of a tailored 12-month programme each recipient receives.

Following a series of workshops, participants were assessed not only on their physical fitness, but also newly acquired knowledge in sports psychology, nutrition, data analysis, public speaking and media skills, and motorsport regulations and procedures.

They were split into two sections and completed challenges to assess interpersonal skills and how they worked as a team.

Zeal Jones

"I took a lot away from the nutrition and hydration sessions, which were valuable to me," adds Jones. "The media and other mental skills are also important, and I look forward to putting what I've learnt into practice."

Wayne Christie, president of MotorSport NZ and trustee of the scholarship trust, says: "Our congratulations go to Zeal for his top-of-the-class performance."

Trader fails to fix sunroof despite having vehicle sitting on yard for nine months

Background

Wairere Tauariki bought a 2010 Jaguar XJ for $26,590 from Nabi Ltd in March 2022.

She said it had several pre-existing faults, including a leaking tail-light, faulty sunroof switch, transmission fluid leak and an electrical fault.

Tauariki returned the car to the trader for repairs one month later, but the sunroof wasn't fixed.

She also discovered it had other faults when it was returned, so she took the car back to Nabi in May.

Since then, the buyer had sent the trader requests for issues to be remedied and had asked for updates on the progress of repairs. The text messages between the were provided as evidence.

By February 2023, Nabi still hadn't repaired the Jaguar, so Tauariki filed her claim to reject it under the Consumer Guarantees Act (CGA). She also wanted to be relieved of ongoing obligations under the loan she took out to buy it.

The trader didn't attend the hearing and provided no evidence or submissions. It also failed to provide a report to the tribunal as required by the Motor Vehicle Sales Act (MVSA).

The adjudicator proceeded with the hearing only on the basis of information and evidence provided by Tauariki and her sister Tereiti Tauariki.

The case

The tribunal was satisfied the car had the problems alleged by Tauariki, including a faulty sunroof discovered shortly after purchase that Nabi Ltd agreed to fix.

It accepted the evidence of Tauariki and her sister, which it found to be consistent witnesses.

There were texts between the buyer and the trader's employee Ruth Henare, who confirmed the existence of a fault with the car's sunroof. In a message dated June 28, Henare stated, "we are having problems finding the part for sunroof".

On September 29, after the buyer had made several attempts to find out when her vehicle would be repaired, Henare responded. She said: "Nope car's definitely not done chick, the roof still hasn't been put back together."

The finding

Whether a vehicle is of acceptable quality is considered from the point of view of a reasonable consumer fully acquainted with its state and condition, including hidden defects.

The Jaguar's faults meant it wasn't of acceptable quality for the purposes of section six of the CGA. A reasonable consumer who purchased a vehicle of this price, age and mileage wouldn't expect those defects to be present at the time of sale.

Section 18 of the act enables a consumer to reject when a supplier has been required to remedy a failure but fails to do so.

The tribunal found Nabi Ltd didn't rectify the sunroof within a reasonable timeframe. This was because the car was returned to the trader in April 2022, but it hadn't been fixed by the time the buyer filed her claim in February 2023.

Irrespective of the nature of any fault the vehicle might have, that nine-month period was much longer than was reasonable.

Because Nabi had failed to rectify the defects in a reasonable time, the buyer was entitled to reject it and obtain a refund.

Tauariki provided her collateral credit agreement, which showed she had made 27 payments of $420 totalling $11,340.

She had had little use of the Jaguar due to its defects because the car had been with Nabi for almost the entire time of her ownership.

Therefore, the tribunal considered that she was entitled to recover all amounts paid under the credit agreement, including the interest component of all payments.

The buyer was also entitled to have her ongoing rights and obligations under the loan assigned to Nabi.

This was because criteria in section 89 of the MVSA for the assignment of rights and obligations under a collateral credit agreement had been met in this case.

These included the agreement was arranged or procured by the buyer for the provision of credit to enable her to purchase the vehicle and Nabi had sold it to Tauariki, so it was a party to the contract to buy the car.

The buyer had also exercised the right conferred by the CGA to reject the Jaguar.

The adjudicator ordered that the trader must refund any money paid, or other consideration provided, for that car.

Under schedule one, clause 14, of the MVSA, the Motor Vehicle Disputes Tribunal may award costs to one party when the other party has failed to attend the hearing without reasonable cause.

Nabi didn't appear at the hearing and had provided no explanation for its non-attendance, so the tribunal ruled that the trader had to pay the purchaser's $50 dispute filing fee.

Orders

The buyer's application to reject the Jaguar was allowed by the adjudicator.

The tribunal ordered that the purchaser's rights and obligations under the collateral credit agreement with the finance company be assigned to the trader.

The dealer was ordered to pay $11,390 to the buyer and collect the courtesy car it had provided to the purchaser.

The case: The buyer wanted to reject her Jaguar XJ because the trader had possession of the car for nine months following purchase and had failed to fix its leaky sunroof. The trader didn't appear at the hearing.

The decision: The tribunal ruled that the purchaser's evidence regarding the vehicle's faults was credible. It ordered the dealer to pay $11,390 to the consumer and assigned the obligations under the buyer's collateral credit agreement to the trader.

At: The Motor Vehicle Disputes Tribunal, Auckland.

Dealer given further opportunity to deal with persistent roof rattle in $205k car

The case: The buyer wanted to reject his Range Rover Vogue and obtain a refund of its $205,000 purchase price. He claimed it had a persistent rattle in its roof. The trader wanted another opportunity to fix the noise, but the purchaser refused to allow any further work to be done.

The decision: The tribunal ruled the problem with the roof wasn't a failure of a substantial character and suggested the buyer allowed the dealer to try to remedy the issue.

At: The Motor Vehicle Disputes Tribunal.

Background

John Signal rejected his 2020 Range Rover Vogue SE V8 because it had a persistent rattle in its roof when driven at low speeds and on uneven surfaces.

Bayswater European Ltd, which sold him the car on December 16, 2020, made several attempts to remedy it, but Signal claimed these were inadequate.

The trader didn't accept its repairs were completely unsuccessful because they fixed the issue for a while. It didn't dispute the rattle remained.

Although the dealer wanted to continue trying to remedy the Vogue, Signal refused to consent to further work. Instead, he wanted the $205,000 purchase price refunded.

Because Signal's claim exceeded $100,000, both parties consented in writing to an extension of the usual monetary limit to the tribunal's jurisdiction.

The case

The tribunal inspected the vehicle on March 1, 2023, and was joined by Andrew Mitchell, Bayswater European's group manager of fixed operations, and Jaguar Land Rover (JLR) engineer Nick Marevich.

Signal drove them in the car for about 30 minutes with the air-conditioning off and up to 50kph. They heard a constant, reasonably quiet rattling from more than one place in the roof.

The buyer said it wasn't bothersome at higher speeds because it was less noticeable with higher levels of road noise.

The vehicle had a large panoramic glass panel in its roof and different types of material joined together in a structure that flexed when being driven.

Signal was attracted to the Vogue because of its reputation for quietness, elegance and luxury. He had driven 30,000km in it, but no longer used it because of the rattle.

The finding

Bayswater European didn't disagree the rattle breached the guarantee of acceptable quality in the Consumer Guarantees Act (CGA).

However, the tribunal ruled the rattle wasn't a substantial failure because it was a relatively minor, although annoying. In all other respects, the Vogue was fully functional and the dealer believed it could still eliminate the noise.

In this case, the tribunal had to decide if the trader had failed to fix the problem within a reasonable timeframe.

Signal first detected the rattle about three months post-purchase and the trader tried to remedy it in early April 2021.

The dealer believed two overlapping body panels were tapping against each other. JLR advised the trader to get a body shop to inspect it, so Signal returned the car in June.

Kawan Collision Repair inspected the car in July. It noted a rattle coming from the front of the panoramic window. It reported the roof rubber wasn't sitting evenly against the front roof turret. It applied Wurth Rubber Care, an oil-based lubricant, and eliminated the noise.

About nine months later, the rattle had returned. Signal took the vehicle to the trader, which kept it for more than 12 days before confirming the roof seal was dry and it had reapplied oil to the area. However, in May 2022, the purchaser advised the noise had returned and he wanted to reject the car.

After meeting with Paul Brown, Bayswater European's chief executive officer, Signal agreed his vehicle could be driven to Hawke's Bay for further inspection.

In the meantime, the dealer had been made aware of a technical bulletin dated March 13, 2021, relating to similar issues with other JLR vehicles.

JLR authorised the same repair as detailed in that for Signal's car, which was to insert a spreader tool and cloth between the glass roof panel's flip seals and lubricate the seals with Carbaflo KSP 105.

The following month, Signal advised the trader the rattle had again returned and he still wanted to reject it.

On July 25, Brown advised him that Bayswater European had engaged with JLR's technical team and a further repair was recommended to improve the seal between the glass roof in the body structure. Signal refused this and took the matter to the tribunal to resolve.

The adjudicator acknowledged that, on many occasions, some faults required more diagnosis than others and might not be fixed on the first, second or even third attempt.

Although it had been about two years since the problem was identified, the trader had been diligent in trying to solve it.

Therefore, the tribunal dismissed Signal's claim it hadn't fixed the rattle in a reasonable time and suggested the dealer should be given a further opportunity to repair the Vogue.

After that had occurred and if the problem hadn't been resolved, Signal would have the option to apply again for a remedy under the CGA and also the chance to make a claim against JLR in that scenario.

The buyer could again choose to reject, but could face an extra hurdle presented by section 20 of the legislation, which provides a right to reject is lost when it isn't exercised within a reasonable time. Nevertheless, compensation for a reduction in vehicle value because of the rattle remained an option.

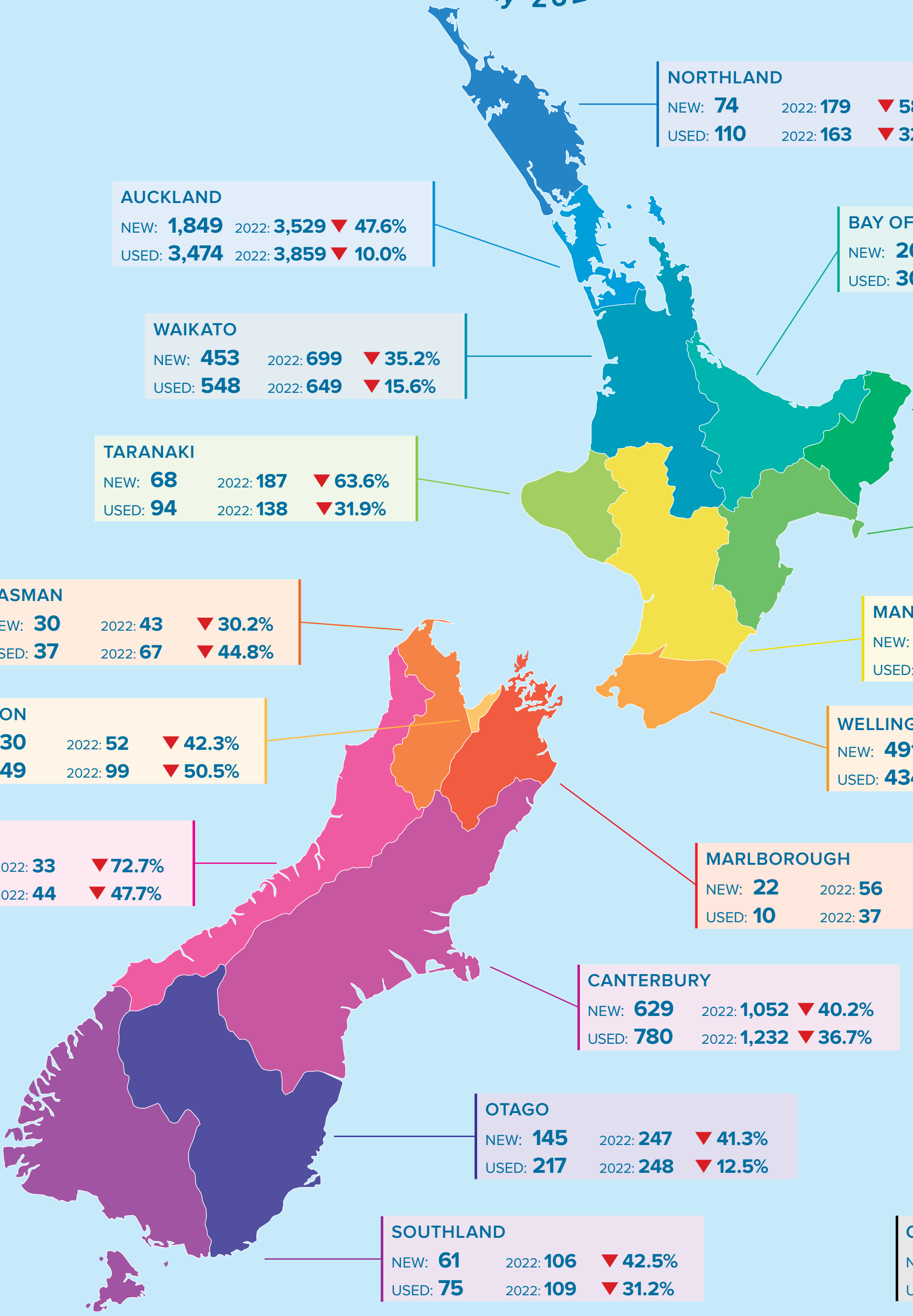
Order

The claim was dismissed.

AROUND THE COUNTRY
July 2023

Total new cars
4,347
2022: 8,027 ▼ 45.8%

Total imported used cars
6,497
2022: 8,227 ▼ 21.0%



NORTHLAND	NEW:	74	2022: 179	▼ 58.7%
	USED:	110	2022: 163	▼ 32.5%
AUCKLAND	NEW:	1,849	2022: 3,529	▼ 47.6%
	USED:	3,474	2022: 3,859	▼ 10.0%
BAY OF PLENTY	NEW:	207	2022: 479	▼ 56.8%
	USED:	302	2022: 440	▼ 31.4%
WAIKATO	NEW:	453	2022: 699	▼ 35.2%
	USED:	548	2022: 649	▼ 15.6%
GISBORNE	NEW:	21	2022: 40	▼ 47.5%
	USED:	27	2022: 31	▼ 12.9%
TARANAKI	NEW:	68	2022: 187	▼ 63.6%
	USED:	94	2022: 138	▼ 31.9%
HAWKE'S BAY	NEW:	119	2022: 245	▼ 51.4%
	USED:	128	2022: 142	▼ 9.9%
TASMAN	NEW:	30	2022: 43	▼ 30.2%
	USED:	37	2022: 67	▼ 44.8%
MANAWATU-WHANGANUI	NEW:	129	2022: 295	▼ 56.3%
	USED:	168	2022: 254	▼ 33.9%
NELSON	NEW:	30	2022: 52	▼ 42.3%
	USED:	49	2022: 99	▼ 50.5%
WELLINGTON	NEW:	491	2022: 751	▼ 34.6%
	USED:	434	2022: 680	▼ 36.2%
WEST COAST	NEW:	9	2022: 33	▼ 72.7%
	USED:	23	2022: 44	▼ 47.7%
MARLBOROUGH	NEW:	22	2022: 56	▼ 60.7%
	USED:	10	2022: 37	▼ 73.0%
CANTERBURY	NEW:	629	2022: 1,052	▼ 40.2%
	USED:	780	2022: 1,232	▼ 36.7%
OTAGO	NEW:	145	2022: 247	▼ 41.3%
	USED:	217	2022: 248	▼ 12.5%
SOUTHLAND	NEW:	61	2022: 106	▼ 42.5%
	USED:	75	2022: 109	▼ 31.2%
OTHERS (Chatham Islands, overseas, unknown)	NEW:	10	2022: 34	▼ 70.6%
	USED:	21	2022: 35	▼ 40.0%

Imported Passenger Vehicle Sales by Make - July 2023

MAKE	JUL '23	JUL '22	+/-%	JUL '23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Toyota	3,245	3,251	-0.2	49.9%	26,032	39.9%
Nissan	860	1,158	-25.7	13.2%	9,184	14.1%
Mazda	656	1,070	-38.7	10.1%	8,606	13.2%
Honda	553	554	-0.2	8.5%	4,616	7.1%
Subaru	199	432	-53.9	3.1%	4,033	6.2%
Suzuki	171	169	1.2	2.6%	1,747	2.7%
Mitsubishi	165	303	-45.5	2.5%	1,897	2.9%
Volkswagen	146	313	-53.4	2.2%	2,351	3.6%
BMW	126	270	-53.3	1.9%	1,921	2.9%
Lexus	117	110	6.4	1.8%	829	1.3%
Audi	63	183	-65.6	1.0%	1,300	2.0%
Mercedes-Benz	60	141	-57.4	0.9%	1,074	1.6%
Chevrolet	11	20	-45.0	0.2%	95	0.1%
Dodge	11	20	-45.0	0.2%	62	0.1%
Ford	10	52	-80.8	0.2%	291	0.4%
Land Rover	9	24	-62.5	0.1%	110	0.2%
Volvo	9	26	-65.4	0.1%	148	0.2%
Jaguar	8	13	-38.5	0.1%	81	0.1%
Mini	7	14	-50.0	0.1%	114	0.2%
Peugeot	7	5	40.0	0.1%	53	0.1%
Daihatsu	5	2	150.0	0.1%	43	0.1%
Porsche	5	15	-66.7	0.1%	82	0.1%
Cadillac	4	2	100.0	0.1%	14	0.0%
Kia	4	3	33.3	0.1%	32	0.0%
Skoda	4	2	100.0	0.1%	9	0.0%
Smart	4	2	100.0	0.1%	32	0.0%
BYD	3	0	300.0	0.0%	22	0.0%
Chrysler	3	11	-72.7	0.0%	45	0.1%
Ferrari	3	2	50.0	0.0%	9	0.0%
Hyundai	3	14	-78.6	0.0%	50	0.1%
Jeep	3	11	-72.7	0.0%	64	0.1%
Tesla	3	7	-57.1	0.0%	22	0.0%
Opel	2	0	200.0	0.0%	16	0.0%
Alfa Romeo	1	0	100.0	0.0%	10	0.0%
Aston Martin	1	0	100.0	0.0%	7	0.0%
Others	16	28	-42.9	0.2%	260	0.4%
Total	**6,497**	**8,227**	**-21.0**	**100.0%**	**65,261**	**100.0%**

Imported Passenger Vehicle Sales by Model - July 2023

MAKE	MODEL	JUL '23	JUL '22	+/-%	JUL '23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Toyota	Aqua	1,239	1,325	-6.5	19.1%	9,348	14.3%
Toyota	Prius	823	639	28.8	12.7%	6,301	9.7%
Toyota	Corolla	297	279	6.5	4.6%	2,350	3.6%
Mazda	Axela	284	405	-29.9	4.4%	3,384	5.2%
Nissan	Note	284	202	40.6	4.4%	2,196	3.4%
Nissan	Leaf	275	391	-29.7	4.2%	1,788	2.7%
Honda	Fit	272	284	-4.2	4.2%	2,091	3.2%
Mazda	Demio	173	244	-29.1	2.7%	1,830	2.8%
Toyota	C-HR	159	241	-34.0	2.4%	1,283	2.0%
Mitsubishi	Outlander	132	217	-39.2	2.0%	1,340	2.1%
Suzuki	Swift	122	130	-6.2	1.9%	1,208	1.9%
Nissan	X-Trail	116	167	-30.5	1.8%	1,354	2.1%
Toyota	Camry	108	86	25.6	1.7%	672	1.0%
Toyota	Vitz	96	93	3.2	1.5%	920	1.4%
Subaru	Impreza	93	192	-51.6	1.4%	1,787	2.7%
Toyota	Sai	93	81	14.8	1.4%	773	1.2%
Volkswagen	Golf	91	199	-54.3	1.4%	1,576	2.4%
Honda	Vezel	89	79	12.7	1.4%	586	0.9%
Mazda	CX-5	75	187	-59.9	1.2%	1,323	2.0%
Nissan	Serena	66	114	-42.1	1.0%	1,787	2.7%
Subaru	XV	65	86	-24.4	1.0%	987	1.5%
Toyota	Spade	57	18	216.7	0.9%	306	0.5%
Honda	CR-Z	48	24	100.0	0.7%	312	0.5%
Mazda	Premacy	43	83	-48.2	0.7%	750	1.1%
Volkswagen	Polo	37	56	-33.9	0.6%	433	0.7%
Toyota	Sienta	36	12	200.0	0.6%	252	0.4%
Lexus	CT 200h	33	28	17.9	0.5%	231	0.4%
Lexus	HS 250h	32	23	39.1	0.5%	230	0.4%
Toyota	Wish	32	90	-64.4	0.5%	580	0.9%
BMW	116i	31	55	-43.6	0.5%	389	0.6%
Mazda	Atenza	30	98	-69.4	0.5%	676	1.0%
Toyota	Auris	30	58	-48.3	0.5%	314	0.5%
Toyota	RAV4	30	28	7.1	0.5%	163	0.2%
Honda	Grace	29	26	11.5	0.4%	310	0.5%
Honda	Insight	28	46	-39.1	0.4%	237	0.4%
Others		1,049	1,941	-46.0	16.1%	15,194	23.3%
Total		**6,497**	**8,227**	**-21.0**	**100.0%**	**65,261**	**100.0%**

Rule change roll-out delayed

The adoption of amendments to the Land Transport Rule: Vehicle Exhaust Emissions 2007 has been delayed.

Autofile has been informed timelines on the way forward will be provided after David Parker, Minister of Transport, has considered further advice from officials.

The Ministry of Transport (MoT) has been busy analysing the 77 submissions it received on its proposals after consultation on the draft changes closed on June 22.

A spokesman for the MoT adds advice was due to go to Parker this month. Timeframes will be clearer once he has considered that and they will depend on "any changes the minister makes to the draft amendment rule after considering this advice".

As they stood when the August issue of Autofile went to print, the proposals mean 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.

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

However, these indicative timeframes assumed the amendment rule would have been published in the New Zealand Gazette in July, which wasn't the case.

The Imported Motor Vehicle Industry Association (VIA) supports the move to Euro 5 for used imports with the evidence showing "the vast majority of our cars meet that requirement".

"The government has missed its own deadline for gazetting, so the changes may not be coming in during January or February although they may be able to gazette it for five months instead of six," says Kit Wilkerson, head of policy and strategy.

"The MoT is making its way through the submissions it has received and our submission was full of details."

He notes the emissions rule proposals as they stood at the start of August work well for the used-imports sector "because our cars are smaller and more efficient", and Japan is "way ahead" of Australia.

"The current settings have been in place for more than 10 years and change is due," adds Wilkerson.

"The next move for the industry as a whole will be to go to Euro 7, which is interesting because it's fuel-agnostic. There's very little difference in Euro 5, 6 and 7 when it comes to emissions from petrol cars.

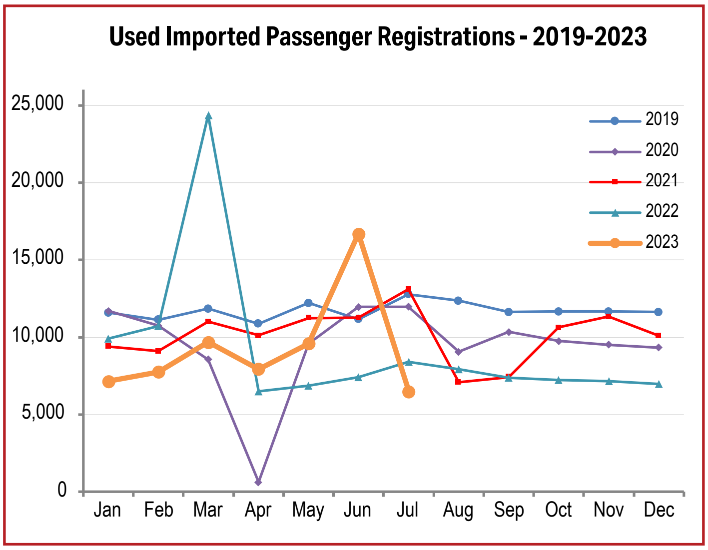
"The difference with petrol cars is not so much about actual emissions, but improvements in areas such as the durability of vehicles and how long they last.

"As Euro 7 is fuel-agnostic, it will have dramatic impacts for diesels. The problem with diesels is they create a lot more particulate matter, which causes significant harm to health."

The Motor Industry Association, meanwhile, wants the amendments to be delayed until after Australia has adopted such rules so a "balanced transition" can be delivered to the local market.

Marque's hat-trick

There were 6,497 used-imported cars registered in July – down by 21 per cent compared to 8,227 in the same month of last year. Much of that decrease was down to the clean car discount being adjusted by the government on July 1 with fewer models now attracting rebates. Toyota took out the top three spots on last month's ladder, which was topped by the Aqua on 1,239 units. The Prius came second with 823 and the Corolla was third on 297.



Used imported Passenger Vehicle Sales by motive power - July 2023

MAKE	JUL '23	JUL '22	+/-%	JUL '23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Full battery electric	296	408	51.1%	4.6%	1,920	2.9%
Plug-in hybrid electric	174	228	-35.8%	2.7%	1,340	2.1%
Non plug-in petrol hybrid	3,805	3,657	-33.2%	58.6%	30,441	46.6%
Petrol	2,154	3,734	-68.0%	33.2%	30,471	46.7%
Diesel	68	200	3.1%	1.0%	1,088	1.7%
Others (includes non plug-in diesel hybrid, fuel cell)	0	0	0.0%	0.0%	1	0.0%
Total	**6,497**	**8,227**	**-21.0%**		**65,261**	

Changes to vehicle inspections

Businesses in the automotive industry need to get to grips with changes that have been introduced for in-service certification.

Vehicle-inspection requirements manuals (VIRMs) for warrants and certificates of fitness must be followed by inspectors and dealers also need be aware of them when preparing cars for sale.

Waka Kotahi has changed the rules on cracks to tyres and when these should result in vehicles being failed.

Illustrations have been included in the manuals to show examples of cracks that can be accepted as minor and can pass their inspections on that basis.

The updated VIRMs cover removing mechanical portable brake decelerometers from the approved brake-testing equipment list and simplified wording around repairs inside the critical vision area (CVA) of windscreens.

Due to conflicting statements between the manuals and repair rules or New Zealand standards in the past, vehicle inspectors rejected remedial work certified by authorised repairers as acceptable.

To reduce confusion, Waka Kotahi has simplified the wording for failures in the VIRMs to cover unrepaired damage and attempted visible repairs within the CVA that unreasonably impair the motorist's vision.

This excludes "scratching and surface pitting that does not affect the driver's vision, such as small stone marks".

Other VIRM changes include:

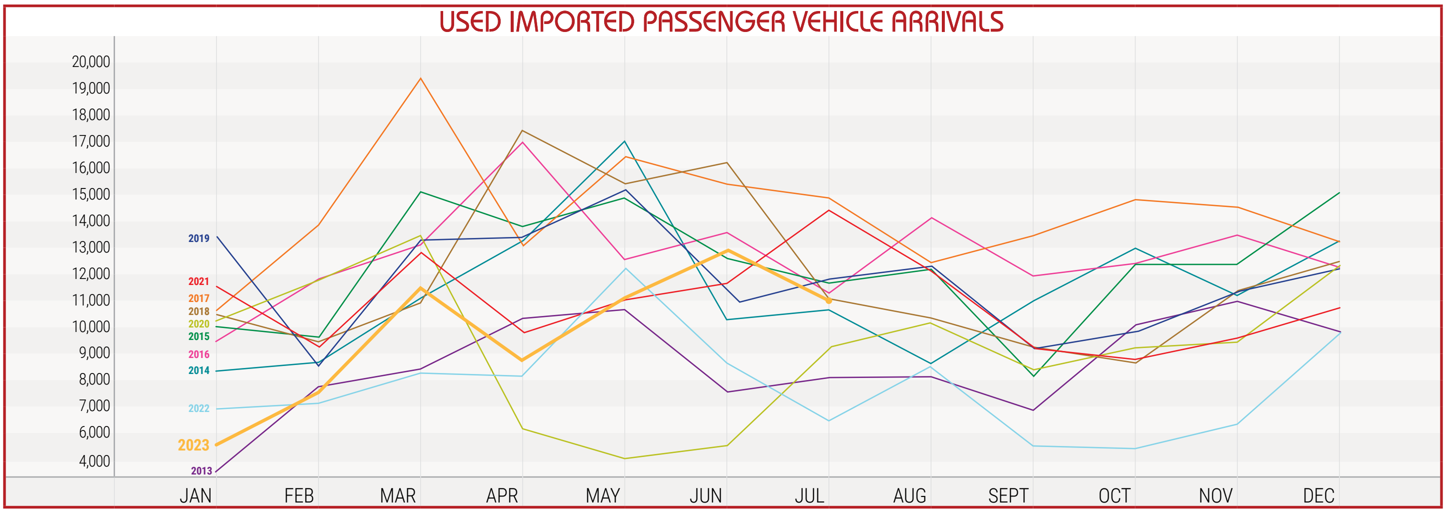
- Updates to the recommended method of checking brakes on light trailers.
- A new reason for rejection stating the Cardan shaft park-brake warning sticker is compulsory, and a sample image of the sticker for certificates of fitness only.

There has also been an update in the manual's introduction, as well as changes to many pages relating to heavy vehicles and heavy trailers.

IMPORTS ON THE UP

The total for used cars imported into New Zealand during July came in at 11,014 units. That brought the year-to-date total to 67,672, up from 56,951 and by 18.8 per cent compared to this time last year.

Japan, with 10,854 units, accounted for 98.6 per cent of all used passenger vehicles imported last month. In addition, 90 units were brought in from Australia.



Used Imported Passenger Vehicles By Country Of Export

COUNTRY OF EXPORT	2023									2022		2021	
	JAN '23	FEB '23	MAR '23	APR '23	MAY '23	JUN '23	JUL '23	JUL MKT SHARE %	2023 TOTAL	2022 TOTAL	MKT SHARE	2021 TOTAL	MKT SHARE
Australia	126	76	136	85	127	102	90	0.8%	**742**	2,353	2.6%	3,072	2.4%
Great Britain	34	17	24	23	20	17	15	0.1%	**150**	512	0.6%	1,259	1.0%
Japan	4,846	7,246	11,225	8,607	10,817	12,770	10,854	98.5%	**66,365**	87,740	95.6%	123,508	94.8%
Singapore	23	3	24	27	30	20	20	0.2%	**147**	423	0.5%	1,378	1.1%
USA	29	18	21	10	21	25	21	0.2%	**145**	487	0.5%	697	0.5%
Other countries	24	12	12	16	20	25	14	0.1%	**123**	250	0.3%	403	0.3%
Total	**5,082**	**7,372**	**11,442**	**8,768**	**11,035**	**12,959**	**11,014**	**100.0%**	**67,672**	**91,765**	**100.0%**	**130,317**	**100.0%**

Clean-car updates plugged in

Used-imported plug-in hybrids (PHEVs) now qualify for rebates under the clean car discount (CCD).

In addition, the Imported Motor Vehicle Industry Association (VIA) says all future imports of PHEVs benefit from gaining carbon dioxide (CO_2) credits under the clean car standard (CCS).

Following representations by the association, VIA reports that Waka Kotahi has corrected the methodology used when calculating CO_2 emissions for used imports.

Now, when it comes to labels printed from the Fuelsaver website for unregistered PHEVs, the system automatically updates the rebate eligibility for these vehicles under the feebates scheme.

Malcolm Yorston, VIA's manager of technical services, says: "All future imports will benefit with both rebates under the CCD and CO_2 credits under the CCS."

It was in May that Autofile reported VIA's position on the issue. Previously, used plug-in hybrids were assessed for their emissions differently to new PHEVs. This resulted in major differences between the two for their clean-car ratings.

At the time, Kit Wilkerson, VIA's head of policy and strategy, said: "We have long raised the problem with the NZTA about used PHEVs."

When new PHEVs are now imported, their effective EV ranges are taken into account for the CCD and CCS.

However, that had not been the case with used plug-in hybrids, which had been strictly held to information published in Japan.

"The way Japan calculates their efficiency doesn't include the electric-only range of models, such as the Toyota Prius PHEV," explains Wilkerson. "When imported new and imported from Japan used, it's essentially the same car.

"CO_2 values applied to them had been 20g/km for new and 87g/km for used. It means anyone who bought a used-imported Prius PHEV in the past few years had effectively been short-changed."

JUMP IN TRADING

Car dealers sold 16,547 second-hand passenger vehicles to members of the public last month.

That was up by 9.8 per cent and from 15,071 units when compared to the same month in 2022.

In addition, there were 13,258 trade-ins in June, which represented an increase of 17.2 per cent from 11,311.

SECONDHAND CAR SALES - July 2023

	DEALER TO PUBLIC				PUBLIC TO PUBLIC			PUBLIC TO DEALER		
REGION	JUL '23	JUL '22	+/- %	MARKET SHARE	JUL '23	JUL '22	+/- %	JUL '23	JUL '22	+/- %
Northland	590	512	15.2	3.57	1,716	1,925	-10.9	216	204	5.9
Auckland	5,609	4,944	13.5	33.90	13,230	12,209	8.4	5,777	4,936	17.0
Waikato	1,774	1,622	9.4	10.72	3,794	4,050	-6.3	1,145	1,016	12.7
Bay of Plenty	1,111	1,047	6.1	6.71	2,718	2,992	-9.2	682	559	22.0
Gisborne	137	149	-8.1	0.83	381	384	-0.8	43	47	-8.5
Hawke's Bay	595	589	1.0	3.60	1,326	1,409	-5.9	406	362	12.2
Taranaki	392	391	0.3	2.37	1,008	1,052	-4.2	210	207	1.4
Manawatu-Whanganui	865	850	1.8	5.23	2,035	2,128	-4.4	703	599	17.4
Wellington	1,436	1,378	4.2	8.68	2,861	3,204	-10.7	1,130	978	15.5
Tasman	139	123	13.0	0.84	433	407	6.4	12	29	-58.6
Nelson	135	100	35.0	0.82	368	412	-10.7	199	69	188.4
Marlborough	125	137	-8.8	0.76	363	419	-13.4	68	80	-15.0
West Coast	118	102	15.7	0.71	264	329	-19.8	39	56	-30.4
Canterbury	2,388	2,047	16.7	14.43	4,990	5,219	-4.4	2,037	1,666	22.3
Otago	752	718	4.7	4.54	1,848	1,864	-0.9	444	371	19.7
Southland	317	306	3.6	1.92	870	913	-4.7	147	129	14.0
Other	64	56	14.3	0.39	134	176	-23.9	0	3	0.0
NZ Total	**16,547**	**15,071**	**9.8**	**100.00**	**38,339**	**39,092**	**-1.9**	**13,258**	**11,311**	**17.2**

New Passenger Vehicle Sales by Make - July 2023

MAKE	JUL'23	JUL'22	+/-%	JUL'23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Toyota	681	1,766	-61.4	15.7%	10,870	16.6%
Kia	501	712	-29.6	11.5%	6,935	10.6%
Mitsubishi	427	1,167	-63.4	9.8%	6,078	9.3%
Ford	343	159	115.7	7.9%	2,456	3.8%
Hyundai	270	555	-51.4	6.2%	4,974	7.6%
Tesla	204	0	20,400.0	4.7%	2,772	4.2%
Suzuki	200	716	-72.1	4.6%	4,698	7.2%
Nissan	185	118	56.8	4.3%	1,978	3.0%
Volkswagen	183	218	-16.1	4.2%	1,919	2.9%
Mazda	128	346	-63.0	2.9%	2,477	3.8%
BMW	118	128	-7.8	2.7%	1,026	1.6%
Honda	118	211	-44.1	2.7%	2,257	3.5%
MG	115	369	-68.8	2.6%	3,063	4.7%
Audi	103	104	-1.0	2.4%	832	1.3%
Lexus	94	70	34.3	2.2%	772	1.2%
Mercedes-Benz	86	118	-27.1	2.0%	942	1.4%
Land Rover	82	113	-27.4	1.9%	794	1.2%
Mini	77	86	-10.5	1.8%	535	0.8%
BYD	68	20	240.0	1.6%	1,905	2.9%
Subaru	68	162	-58.0	1.6%	1,447	2.2%
Haval	62	106	-41.5	1.4%	1,739	2.7%
Skoda	30	185	-83.8	0.7%	1,119	1.7%
Volvo	26	45	-42.2	0.6%	403	0.6%
Jaguar	18	27	-33.3	0.4%	113	0.2%
Peugeot	17	202	-91.6	0.4%	533	0.8%
SsangYong	16	26	-38.5	0.4%	254	0.4%
Polestar	15	80	-81.3	0.3%	279	0.4%
GWM	14	0	1,400.0	0.3%	126	0.2%
Jeep	13	30	-56.7	0.3%	223	0.3%
Lotus	13	0	1,300.0	0.3%	22	0.0%
Opel	11	0	1,100.0	0.3%	183	0.3%
Citroen	7	15	-53.3	0.2%	118	0.2%
Cupra	7	20	-65.0	0.2%	236	0.4%
Renault	7	21	-66.7	0.2%	167	0.3%
Fiat	6	32	-81.3	0.1%	84	0.1%
Porsche	6	28	-78.6	0.1%	310	0.5%
Ferrari	4	0	400.0	0.1%	26	0.0%
Alfa Romeo	3	10	-70.0	0.1%	32	0.0%
Ineos	3	0	300.0	0.1%	29	0.0%
Aston Martin	2	3	-33.3	0.0%	32	0.0%
Bentley	2	3	-33.3	0.0%	28	0.0%
Can-Am	2	4	-50.0	0.0%	21	0.0%
Chery	2	0	200.0	0.0%	2	0.0%
Maserati	2	5	-60.0	0.0%	43	0.1%
Others	8	47	-83.0	0.2%	441	0.7%
Total	**4,347**	**8,027**	**-45.8**	**100.0%**	**65,293**	**100.0%**

New Passenger Vehicle Sales by Model - July 2023

MAKE	MODEL	JUL'23	JUL'22	+/-%	JUL'23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Toyota	RAV4	319	687	-53.6	7.3%	4,344	6.7%
Ford	Everest	265	27	881.5	6.1%	950	1.5%
Kia	Niro	184	91	102.2	4.2%	1,382	2.1%
Mitsubishi	Outlander	176	684	-74.3	4.0%	2,029	3.1%
Tesla	Model Y	169	0	16,900.0	3.9%	2,126	3.3%
Mitsubishi	Eclipse Cross	153	203	-24.6	3.5%	2,261	3.5%
Hyundai	Tucson	130	39	233.3	3.0%	1,523	2.3%
Nissan	X-Trail	126	61	106.6	2.9%	1,109	1.7%
Kia	Seltos	121	93	30.1	2.8%	1,123	1.7%
Suzuki	Swift	102	271	-62.4	2.3%	2,708	4.1%
Honda	Jazz	88	140	-37.1	2.0%	1,207	1.8%
MG	ZS	74	162	-54.3	1.7%	2,334	3.6%
Toyota	Yaris	70	143	-51.0	1.6%	631	1.0%
Kia	Stonic	67	146	-54.1	1.5%	1,210	1.9%
Volkswagen	ID.4	63	0	6,300.0	1.4%	63	0.1%
Toyota	C-HR	61	53	15.1	1.4%	888	1.4%
BYD	Atto 3	60	20	200.0	1.4%	1,897	2.9%
Mitsubishi	ASX	60	248	-75.8	1.4%	647	1.0%
Toyota	Highlander	58	335	-82.7	1.3%	802	1.2%
Mazda	CX-5	57	140	-59.3	1.3%	1,104	1.7%
Toyota	Corolla	49	244	-79.9	1.1%	1,050	1.6%
Haval	H6	45	81	-44.4	1.0%	908	1.4%
Lexus	NX	45	18	150.0	1.0%	193	0.3%
Hyundai	Kona	41	187	-78.1	0.9%	1,392	2.1%
Kia	Sorento	38	45	-15.6	0.9%	844	1.3%
Suzuki	Vitara	38	185	-79.5	0.9%	662	1.0%
Hyundai	Santa Fe	37	66	-43.9	0.9%	673	1.0%
Volkswagen	Tiguan	37	67	-44.8	0.9%	645	1.0%
Mini	Countryman	36	38	-5.3	0.8%	276	0.4%
Tesla	Model 3	35	0	3,500.0	0.8%	646	1.0%
Hyundai	Ioniq	33	184	-82.1	0.8%	554	0.8%
Mitsubishi	Mirage	32	31	3.2	0.7%	558	0.9%
Subaru	Outback	32	74	-56.8	0.7%	522	0.8%
Kia	Carnival	31	11	181.8	0.7%	284	0.4%
Nissan	Qashqai	30	0	3,000.0	0.7%	577	0.9%
Mini	Hatch	29	45	-35.6	0.7%	219	0.3%
Toyota	Yaris Cross	29	143	-79.7	0.7%	852	1.3%
Honda	ZR-V	28	0	2,800.0	0.6%	306	0.5%
MG	HS	27	160	-83.1	0.6%	301	0.5%
Toyota	Corolla Cross	27	0	2,700.0	0.6%	732	1.1%
Volkswagen	Golf	27	31	-12.9	0.6%	199	0.3%
Audi	Q2	26	9	188.9	0.6%	86	0.1%
Suzuki	Ignis	26	51	-49.0	0.6%	526	0.8%
BMW	2 Series	25	13	92.3	0.6%	85	0.1%
BMW	X1	25	14	78.6	0.6%	106	0.2%
Others		1,116	2,787	-60.0	25.7%	21,759	33.3%
Total		**4,347**	**8,027**	**-45.8**	**100.0%**	**65,293**	**100.0%**

Electric charging firms link up

Three of New Zealand's leading electric vehicle (EV) charging providers are to launch a roaming charging trial.

ChargeNet, Z Energy and Counties Energy which operates OpenLoop, have secured a grant of $500,000 from the Energy Efficiency and Conservation Authority (EECA) towards the project.

It aims to develop and test roaming capability between the networks to enable motorists to "fuel up" at all of them.

The trial is slated to get under way in early 2024. Its aim is to accelerate New Zealand's transition to a more sustainable, electrified transportation system.

"Roaming technology allows EV drivers to conveniently access infrastructure across different networks using a single account, eliminating the need for multiple accounts," explains Danusia Wypych, ChargeNet's chief executive officer.

"The trial will investigate developing technology to support an inter-operable system that enables seamless access and payment options. In practice, it would be like using an ATM for a different bank to the one you hold an account with.

"We need to work with other networks to facilitate the transition to electric mobility and support our customers. They will be able to travel longer distances confidently knowing they can access infrastructure across multiple networks with ease."

Kieran Turner, Z's head of EV charging, says eliminating the need for multiple accounts will streamline the charging experience.

"Our goal is to make it as easy for EV drivers to refuel as it is for those who drive petrol and diesel vehicles," he adds.

"The flexibility we intend to provide removes a current barrier that requires different mobile apps across charging networks," says Moonis Vegdani, group chief strategy and transformation officer at Counties Energy.

"As we work together with our industry peers, we are committed to creating an open, fair and competitive environment for this increasingly critical service."

Another company to secure a $500,000 grant from the Low Emission Transport Fund is Red Phase Technologies.

It will trial a battery electric storage system integrated with four ultra-fast chargers. The aim is to enable fast deployment of charging stations by minimising grid upgrades.

POSITIVE FIGURES

The value of imported vehicles, parts and accessories came in at $1 billion during June, up $131m from the same month a year ago.

Stats NZ reports that the 15 per cent jump contrasted with the total value for all merchandise goods imports dropping $1.1b, or by 14 per cent, over the same period.

A further breakdown of the trade figures reveals vehicles recorded an increase in value for the three months ending June 2023, rising by 9.8 per cent from the same period a year earlier to hit $2.8b.

For the year to the end of May, the automotive tally grew 13.5 per cent when compared to 12 months ago to $11.8b.

Stats NZ has also reported an increase in spending on vehicles via electronic cards during June. It rose by $5.1m, or by 2.4 per cent, versus May this year.

Spending on fuels also went up – by $20m and 3.8 per cent – over the same timescale.

Transactions in the retail industries rose by one per cent and $68m, while expenditure in core retail industries was unchanged.

As for the June quarter when compared to the March quarter, expenditure on vehicles went up by 0.8 per cent to $5.1m, while fuel spending decreased by $121m to 7.2 per cent.

RELIANT ON CARS

Research by www.confused.com has revealed New Zealand as the world's most car-dependent country mainly because of its poor public transport.

The study by the comparison website involved analysing public-transport factors, such as access and prices. In addition, it says transport funding in this country has traditionally skewed towards roading rather than buses and trains.

Kiwis' reliance on cars also means this is one of the most expensive countries to buy and run a vehicle, according to the research. For example, a new car here can cost as much as $20,000 more than the same model in the US.

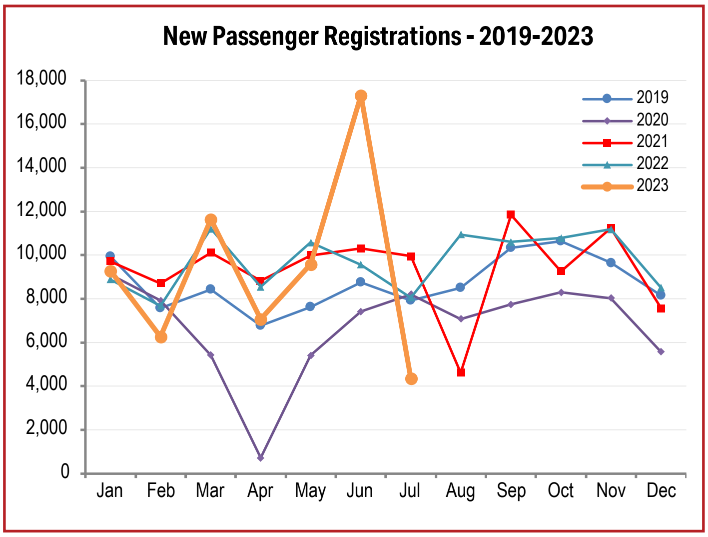
Australia, meanwhile, ranks as the sixth most car-reliant country on the planet.

Figures slump

New-car registrations came in at 4,347 during August following the feebates scheme changing at the start of July. The total was down by 45.8 per cent from 8,027 in last year's same month.

The Toyota RAV4 topped the models' ladder with 319 units for a market share of 7.3 per cent. Ford's Everest came second with 265 followed by the Kia Niro on 184.

The top five was rounded off by the Mitsubishi Outlander with 176 registrations and Tesla's Model Y on 169.



New Passenger Vehicle Sales by motive power - July 2023

MAKE	JUL'23	JUL'22	+/-%	JUL'23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Full battery electric	787	521	51.1%	18.1%	10,183	15.6%
Plug-in hybrid electric	406	632	-35.8%	9.3%	4,375	6.7%
Non plug-in petrol hybrid	1,181	1,769	-33.2%	27.2%	15,726	24.1%
Petrol	1,480	4,627	-68.0%	34.0%	29,338	44.9%
Diesel	493	478	3.1%	11.3%	5,669	8.7%
Others (includes non plug-in diesel hybrid, fuel cell)	0	0	0.0%	0.0%	2	0.0%
Total	**4,347**	**8,027**	**-45.9%**		**65,293**	

Ute range to get hybrid boost

Toyota New Zealand says a key element in its decarbonisation plans will be introducing a hybrid-electric utility early next year.

The company has set itself a target to reduce the carbon-dioxide emissions of its line-up by a minimum of 46 per cent by 2030.

While it says it's on-track to meet this science-based objective, launching an electrified diesel hybrid Hilux will "significantly move the dial" to reaching it and meeting the needs of its ute owners across the country.

"While we can't reveal too many details of the hybrid Hilux yet, it will have a significant impact on New Zealand's ute scene, the largest segment of the local car and light-commercial market," says Neeraj Lala, chief executive of Toyota NZ.

"Toyota is transitioning from a traditional carmaker to a mobility company focused on sustainable technologies and transport. The hybrid Hilux will be an important addition to our range.

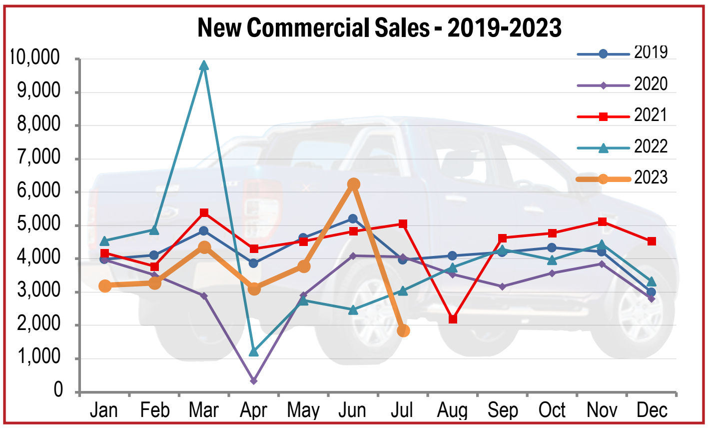
"It will enable many of our tradies, farmers and businesses to reduce their carbon footprints."

Lala adds that for a long time the marque has maintained hybrid technology is the best solution to decarbonisation until fully battery-electric technology is available and affordable.

"Our ambition is to offer a fully electric Hilux. However, until that's available, hybrid remains the best technology and will only drive our overall emissions down further.

"We need to ensure no one is left behind in the transition to an electrified future. For this reason, we're truly excited at the prospect of presenting a hybrid ute to customers."

The hybrid Hilux will feature a 2.8-litre turbo diesel engine and



New Commercial Sales by Make - July 2023

MAKE	JUL'23	JUL'22	+/-%	JUL'23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Ford	556	593	-6.2	30.0%	6,989	27.0%
Toyota	355	1,118	-68.2	19.1%	7,375	28.5%
Iveco	101	24	320.8	5.4%	295	1.1%
Isuzu	92	158	-41.8	5.0%	1,564	6.0%
Fuso	87	109	-20.2	4.7%	746	2.9%
Nissan	69	76	-9.2	3.7%	895	3.5%
Mercedes-Benz	66	41	61.0	3.6%	416	1.6%
Mitsubishi	65	238	-72.7	3.5%	2,548	9.8%
Hino	60	67	-10.4	3.2%	459	1.8%
Scania	49	61	-19.7	2.6%	353	1.4%
Volkswagen	46	61	-24.6	2.5%	671	2.6%
Fiat	36	65	-44.6	1.9%	190	0.7%
Volvo	36	23	56.5	1.9%	188	0.7%
UD Trucks	29	20	45.0	1.6%	185	0.7%
DAF	26	10	160.0	1.4%	151	0.6%
Hyundai	24	44	-45.5	1.3%	358	1.4%
Kenworth	22	16	37.5	1.2%	98	0.4%
CRRC	19	0	1,900.0	1.0%	19	0.1%
Ram	18	40	-55.0	1.0%	187	0.7%
LDV	17	83	-79.5	0.9%	813	3.1%
Others	82	191	-57.1	4.4%	1,387	5.4%
Total	**1,855**	**3,038**	**-38.9**	**100.0%**	**25,887**	**100.0%**

New Commercial Sales by Model - July 2023

MAKE	MODEL	JUL'23	JUL'22	+/-%	JUL'23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Ford	Ranger	518	578	-10.4	27.9%	6,388	24.7%
Toyota	Hilux	270	955	-71.7	14.6%	5,845	22.6%
Iveco	Daily	82	13	530.8	4.4%	217	0.8%
Nissan	Navara	69	76	-9.2	3.7%	895	3.5%
Mitsubishi	Triton	65	178	-63.5	3.5%	2,536	9.8%
Toyota	Hiace	48	130	-63.1	2.6%	1,130	4.4%
Mercedes-Benz	Sprinter	44	32	37.5	2.4%	267	1.0%
Ford	Transit	38	15	153.3	2.0%	591	2.3%
Toyota	Land Cruiser	37	33	12.1	2.0%	398	1.5%
Fiat	Ducato	36	64	-43.8	1.9%	188	0.7%
Isuzu	F Series	31	32	-3.1	1.7%	321	1.2%
Isuzu	N Series	27	42	-35.7	1.5%	297	1.1%
Hino	500	25	33	-24.2	1.3%	220	0.8%
DAF	CF	24	9	166.7	1.3%	141	0.5%
Isuzu	D-Max	22	73	-69.9	1.2%	842	3.3%
Volvo	FM	20	5	300.0	1.1%	93	0.4%
CRRC	ET12 Max	19	0	1,900.0	1.0%	19	0.1%
Fuso	Canter 616 City	18	40	-55.0	1.0%	219	0.8%
Hino	700	18	5	260.0	1.0%	106	0.4%
Hino	300	17	29	-41.4	0.9%	132	0.5%
Others		427	696	-38.6	23.0%	5,042	19.5%
Total		**1,855**	**3,038**	**-38.9**	**100.0%**	**25,887**	**100.0%**

six-speed automatic transmission, and will include an additional 48-volt battery and electric motor-generator.

The roll-out of the hybrid technology will have no impact on the ute's capability, says the marque with four-wheel-drive variants maintaining the current model's abilities, such as 3,500kg braked towing.

Lala adds that Toyota is applying circularity to its value chain and is committed to repurposing or recycling end-of-life parts from its vehicles, including their batteries.

Meanwhile, Australian new-vehicle engineering and manufacturing company Premcar has announced the establishment of its newest plant.

Situated in Melbourne, it will accommodate growing production demand from global marques and official importers of new vehicles.

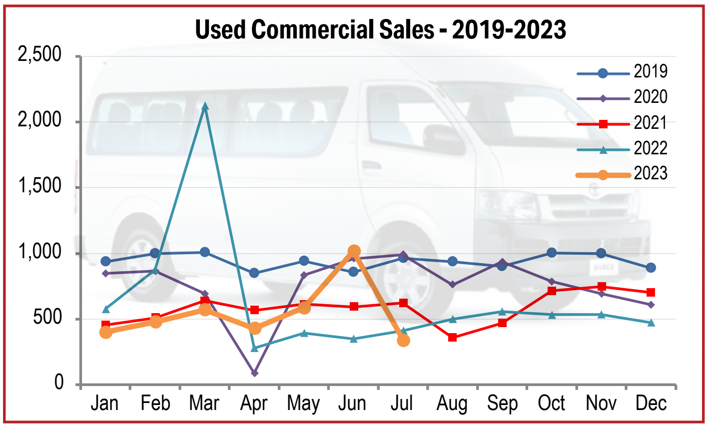
The facility will operate alongside its current engineering and production centre, and doubles the company's operations footprint to more than 13,000 square metres.

Two new-vehicle assembly programmes for the site are Nissan's dual-cab four-wheel-drive ute range and the marque's forthcoming Warrior series.

Both ranges are engineered and developed by Premcar to suit the unique driving conditions down under. They also undergo secondary manufacturing.

"Our current facility has produced more than 5,000 new vehicles," says Bernie Quinn, engineering director. "Adding this new production centre is set to grow this much further.

"By several measures, Premcar is larger than when it was developing and producing Ford Performance Vehicles' range. It's another great sign Australia's car-making know-how is thriving."



REGISTRATIONS DOWN

There were 1,855 new commercials registered last month. That was down by 38.9 per cent from 3,038 in July 2022 and reflects changes to the clean car discount.

The Ford Ranger was first on the models' ladder with 518 units. Second spot was claimed by the Toyota Hilux with 270, while the Iveco Daily was third on 82.

Some 339 used-imported commercials were registered in July for a year-on-year decline of 16.9 per cent from 408.

Used Commercial Sales by Make - July 2023

MAKE	JUL'23	JUL'22	+/-%	JUL'23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Toyota	141	148	-4.7	41.6%	1,725	45.2%
Nissan	69	72	-4.2	20.4%	850	22.3%
Isuzu	33	32	3.1	9.7%	228	6.0%
Hino	32	46	-30.4	9.4%	236	6.2%
Mitsubishi	21	27	-22.2	6.2%	194	5.1%
Chevrolet	8	3	166.7	2.4%	35	0.9%
Ford	7	23	-69.6	2.1%	132	3.5%
Mitsubishi Fuso	4	0	400.0	1.2%	12	0.3%
Suzuki	4	5	-20.0	1.2%	38	1.0%
Daihatsu	3	8	-62.5	0.9%	71	1.9%
UD Trucks	3	1	200.0	0.9%	25	0.7%
DAF	2	1	100.0	0.6%	9	0.2%
Fiat	2	2	0.0	0.6%	15	0.4%
Fuso	2	1	100.0	0.6%	10	0.3%
Mazda	2	4	-50.0	0.6%	43	1.1%
Holden	1	8	-87.5	0.3%	48	1.3%
Kenworth	1	2	-50.0	0.3%	8	0.2%
LDV	1	1	0.0	0.3%	13	0.3%
Mercedes-Benz	1	1	0.0	0.3%	12	0.3%
Volvo	1	0	100.0	0.3%	11	0.3%
Others	1	23	-95.7	0.3%	104	2.7%
Total	**339**	**408**	**-16.9**	**100.0%**	**3,819**	**100.0%**

Used Commercial Sales by Model - July 2023

MAKE	MODEL	JUL'23	JUL'22	+/-%	JUL'23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Toyota	Hiace	100	95	5.3	29.5%	1,237	32.4%
Nissan	NV350	41	26	57.7	12.1%	532	13.9%
Hino	Dutro	24	31	-22.6	7.1%	173	4.5%
Isuzu	Elf	22	20	10.0	6.5%	152	4.0%
Fuso	Canter	16	18	-11.1	4.7%	129	3.4%
Toyota	Dyna	14	26	-46.2	4.1%	124	3.2%
Nissan	Atlas	13	8	62.5	3.8%	59	1.5%
Toyota	Regius	12	5	140.0	3.5%	228	6.0%
Isuzu	Forward	10	9	11.1	2.9%	57	1.5%
Toyota	Toyoace	10	13	-23.1	2.9%	72	1.9%
Hino	Ranger	6	12	-50.0	1.8%	53	1.4%
Nissan	Caravan	6	6	0.0	1.8%	147	3.8%
Chevrolet	C10	4	2	100.0	1.2%	16	0.4%
Ford	Ranger	4	8	-50.0	1.2%	66	1.7%
Fuso	Fighter	4	0	400.0	1.2%	8	0.2%
Nissan	NV200	4	16	-75.0	1.2%	38	1.0%
Suzuki	Carry	4	5	-20.0	1.2%	37	1.0%
Daihatsu	Hijet	3	8	-62.5	0.9%	71	1.9%
Toyota	Coaster	3	2	50.0	0.9%	6	0.2%
Fiat	Ducato	2	2	0.0	0.6%	14	0.4%
Others		37	96	-61.5	10.9%	600	15.7%
Total		**339**	**408**	**-16.9**	**100.0%**	**3,819**	**100.0%**

Electric competition heating up

New Zealanders and Australians buying two BMW models are getting added benefits to "elevate the ownership experience" of its new-generation battery electric vehicles (BEVs).

The company's power pack offer comes as competition among prestige marques gets hotter.

In this country, BMW already offers a complimentary wallbox when a new BEV is bought.

Now when customers buy an iX3 or iX xDrive40 with a new power pack and finance the vehicle via BMW's full circle plan, they get $1,500 towards installing the box and a $5,000 trade-in bonus.

In Australia, the offer includes a free wallbox, six-year complimentary service package and a $5,000 extra on trade-ins.

The incentives are in addition to those offered on all BMW BEVs across the Tasman, including a five-year charging subscription, five-year car warranty and three years' roadside assistance.

The initiatives come as the marque continues to expand its EV footprint in both countries when it comes to line-ups and sales volumes.

Earlier this year, it introduced the fully electric i7, while the first iX1 recently went on sale in New Zealand ahead of Australia.

Registrations of electrified BMWs in Australia between January and April were up 50 per cent on 2022, with BEV sales more than double those in 2022. In New Zealand, the marque's electrified registrations climbed by 110 per cent to the end of April.

Meanwhile, competition between different markets to access electric allocation is set to further increase with a consumer survey by the BMW Group finding that 48 per cent of Australians are open to buying a BEV when they are next in the market.

The survey also showed that while 50 per cent of respondents believed they would still own a conventionally powered vehicle in 2025, just eight per cent thought that would be the case in 2040.

The data was collated amid government policy announcements on frameworks to support EV uptake, including a fuel-efficiency standard.

Sales of new BEVs across the Tasman jumped by 158 per cent in 2023's first quarter compared with the same period last year. Their new-vehicle market share was 7.4 per cent – up from 2.9 per cent on last year's first three months.

Decrease in imports

Imports of new cars during July totalled 8,261. That was down by 11.8 per cent from 9,368 in the same month a year ago and 25.1 per cent less than June's total of 11,025.

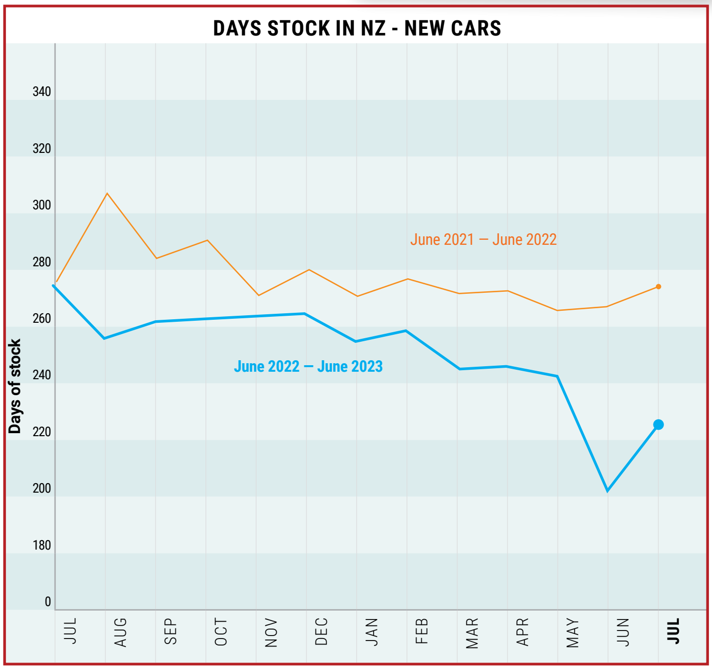
There were 4,347 new passenger vehicles registered last month, which was down from 8,027 and by 45.8 per cent compared to July 2022. It was also down by 74.8 per cent from 17,234 units in June because of the new clean car discount.

It means the stock of new cars still to be registered has risen to 72,209. Daily registrations, as averaged over the previous 12 months, stand at 321 units – up from 298 a year earlier.

Stock at-hand has jumped to 225 days, or 7.4 months, if sales continue at their current rate. In the same month of 2022, stock at-hand stood at 273 days.

Dealer stock of new cars in New Zealand

	Car sales: Imported	Car sales: Registered	Variance	Stock	Daily sales - 12-month average	Days stock at hand
Jul '22	9,368	8,027	1,341	81,589	298	273
Aug '22	9,928	10,921	-993	80,596	316	255
Sep '22	11,219	10,586	633	81,229	312	260
Oct '22	12,011	10,738	1,273	82,502	316	261
Nov '22	11,493	11,158	335	82,837	316	262
Dec '22	9,936	8,492	1,444	84,281	319	264
Jan '23	5,985	9,257	-3,272	81,009	320	254
Feb '23	6,381	6,247	134	81,143	316	257
Mar '23	7,506	11,615	-4,109	77,034	317	243
Apr '23	6,045	7,038	-993	76,041	313	243
May '23	8,018	9,555	-1,537	74,504	310	240
Jun '23	11,025	17,234	-6,209	68,295	331	206
Jul '23	**8,261**	**4,347**	**3,914**	**72,209**	**321**	**225**
Year to date	**53,221**	**65,293**				
Change on last month	**-25.1%**	**-74.8%**		**5.7%**		
Change on Jul 2022	**-11.8%** LESS IMPORTED	**-45.8%** LESS SOLD		**-11.5%** LESS STOCK		



Ratings with health impacts

Waka Kotahi has published improved air-pollution ratings for vehicles on the Rightcar website following research into health impacts from emissions.

The transport agency says it has used, for the first time, independent and peer-reviewed expertise to incorporate health-based data into the new classifications for models in New Zealand.

"We know people weigh up many factors when buying a vehicle, from safety to fuel efficiency to price point," says Lisa Rossiter, senior manager for environment and sustainability at Waka Kotahi.

"These new ratings also provide people with easy-to-understand information about the impact a car they're considering purchasing may have on their health and others.

"We hope they will make it easier for people to consider choosing a vehicle that's safe, environmentally friendly and contributes to healthier air."

Findings from the Health and Air Pollution in New Zealand study, also known as HAPINZ 3.0, detail the impacts of nitrogen dioxide emitted from vehicles, particularly those with diesel engines.

The research, which was published in July 2022, indicates that even exposure to low levels of vehicle pollution can be harmful, contributing to the premature deaths of more than 2,200 Kiwis every year and more than 13,000 cases of asthma in children.

Air pollution, carbon dioxide (CO_2) emissions and fuel-efficiency ratings make up vehicles' environmental ratings on Rightcar, which sit alongside those for safety.

The difference between CO_2 emissions and air pollution from cars is that the former relate primarily to carbon dioxide, which causes climate change.

Air pollution is mainly nitrogen dioxide from tailpipes. These harmful particles or gases enter the air that we breathe.

Rossiter adds: "These upgraded air-pollution ratings and recently revised safety ratings are important steps towards ensuring New Zealanders can make more informed choices."

The HAPINZ 3.0 research has been used to refine the methodology for air-pollution ratings. By taking the emissions standard of each model when manufactured and matching available real-world test results for each vehicle type, the emissions-related health impacts are estimated.

Registrations drop

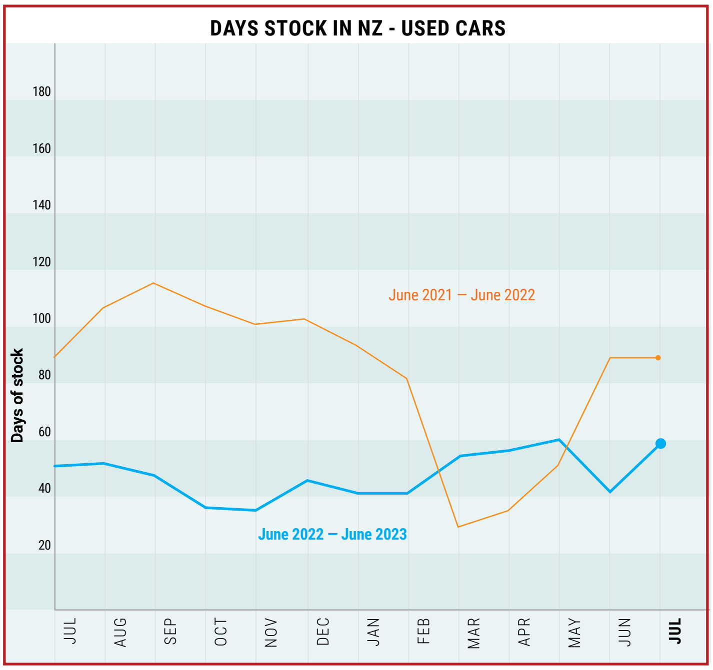
There were 11,014 used passenger vehicles imported last month, which was up by 69.5 per cent from 6,498 in July last year.

However, the total was down by 15 per cent compared to June when 12,959 units came into New Zealand.

Some 6,497 used-imported cars were registered in July. This was down by 21 per cent compared to 8,227 in July 2022 and down by 61 per cent from 16,674 in June because of the government's changes to the feebates scheme.

With 4,517 more imports than registrations last month, unregistered stock on dealers' yards, or in compliance shops, stands at 16,437 units – 3.8 per cent higher than 15,842 a year ago.

Average daily registrations decreased to 279 and were down from 331 a year ago, while there's 59 days' stock remaining.



Dealer stock of used cars in New Zealand

	CAR SALES		VARIANCE	STOCK	DAILY SALES - 12-MONTH AVERAGE	DAYS STOCK AT HAND
	IMPORTED	REGISTERED				
Jul '22	6,498	8,227	-1,729	15,842	331	48
Aug '22	8,594	7,931	663	16,505	333	50
Sep '22	5,096	7,356	-2,260	14,245	333	43
Oct '22	5,064	7,232	-2,168	12,077	324	37
Nov '22	6,297	7,149	-852	11,225	312	36
Dec '22	9,781	6,980	2,801	14,026	304	46
Jan '23	5,082	7,134	-2,052	11,974	295	41
Feb '23	7,372	7,761	-389	11,585	287	40
Mar '23	11,442	9,676	1,766	13,351	247	54
Apr '23	8,768	7,939	829	14,180	251	56
May '23	11,035	9,580	1,455	15,635	259	60
Jun '23	12,959	16,674	-3,715	11,920	284	42
Jul '23	**11,014**	**6,497**	**4,517**	**16,437**	**279**	**59**
Year to date	**67,672**	**65,261**				
Change on last month	**-15.0%**	**-61.0%**		**37.9%**		
Change on Jul 2022	**69.5%** MORE IMPORTED	**-21.0%** LESS SOLD		**3.8%** MORE STOCK		