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Industry anxiously awaits new rules

Minister contemplates feedback over changing standards for exhaust emissions but final decision may still be months away

The automotive industry may have to wait until after the general election before learning when tougher standards for vehicle exhaust emissions will be introduced and whether the changes take heed of their concerns.

The Ministry of Transport (MoT) plans to tighten the regulations for new and used imported vehicles and under its draft proposal released in May the first changes would come into force from February 2024.

That was based on the amendment to the Land Transport Rule: Vehicle Exhaust Emissions 2007 being gazetted in July following a consultation period that closed in June.

The MoT received and analysed 77 submissions, which included pushback from industry associations about the dates for rolling out the new measures.

Its advice on how to proceed with the new legislation was only provided to David Parker, Minister



Exhaust emissions standards for imported vehicles are set to get tougher

of Transport, late last month.

With parliament set to be dissolved on September 8 ahead of the October 14 general election, it now seems increasingly unlikely any decision will be announced until the next government is in place.

As a result, if the amendment sticks with the proposed six-month lead-in time before any new standards are applied, imported vehicles probably will not start to be affected until mid-2024 at the earliest.

Uncertainty still remains for dealers and associated companies though because while the majority of political business has been put on hold, cabinet ministers will still be meeting to discuss government matters up until the election.

A spokesman for Parker told Autofile: "The amendment is being worked through the system. The government is not seeking to delay it but given the limited cabinet time before the election, we can't be sure that it will be approved before then."

[continued on page 4]

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Lobby group urges clean-car action



p 6

New boss 'good fit' for VIA



p 13

Design cues taken from concept



p 22

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p 25

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GUEST EDITORIAL

Ministers lose credit with regular reviews

More political meddling gives lenders plenty to talk about, says Lyn McMorran

The government announced last month yet another review of the Credit Contracts and Consumer Finance Act (CCCFA), the third in about as many years.

It would be great if the reviews implemented policies that empower the sector to innovate and offer their customers even better products and experiences, and also contribute to growing the economy.

However, there was a resounding message from lenders that they hadn't been listened to during consultation when signalling issues with the 2021 CCCFA changes.

That prompted a review that found the changes had caused unintended impacts for consumers, who were being subjected to unnecessary inquiries, and access to credit was being restricted for all types of lending, including for motor vehicles.

Duncan Webb, Minister of Commerce and Consumer Affairs, has advised he would like to discuss the terms of reference for this latest review with interested stakeholders. Of course, whether the review goes ahead depends on whether Webb is still the minister after October 14.

The CCCFA has become a political hot potato with Andrew Bayly, opposition commerce spokesman, announcing National's intention to make changes to the regime to bring it back to a more principles-based approach for all but high-cost lenders.

Whatever happens, this time round it would be good



LYN McMORRAN
Executive director
Financial Services
Federation

if there could be an understanding that lenders also want access to credit provided responsibly and protection for the vulnerable.

Instead of frequent reviews of existing legislation, it would be good if innovative

policies such as the consumer data right (open banking), which will be a game-changer for competition and consumer choice, could get across the line and not be constantly put on the back burner.

Speaking of competition, Webb announced in June he had asked the Commerce Commission to study whether competition for personal banking services is working well and, if not, what could be done to improve it.

The commission has identified the focus of the study will be on deposit accounts and home loans.

So other products such as personal loans or motor vehicle loans are not intended to be in the review's scope, but the Financial Services Federation (FSF) will participate in the study to ensure the commission understands the important competition to the banks that is provided by the non-bank sector. FSF is particularly keen to ensure one sector does not receive an advantage over another with respect to the regulatory regime.

It all makes for what will be some fascinating discussion at our conference in Auckland on September 19.

Members and non-members are welcome to register at www.fsf.org.nz/conference.

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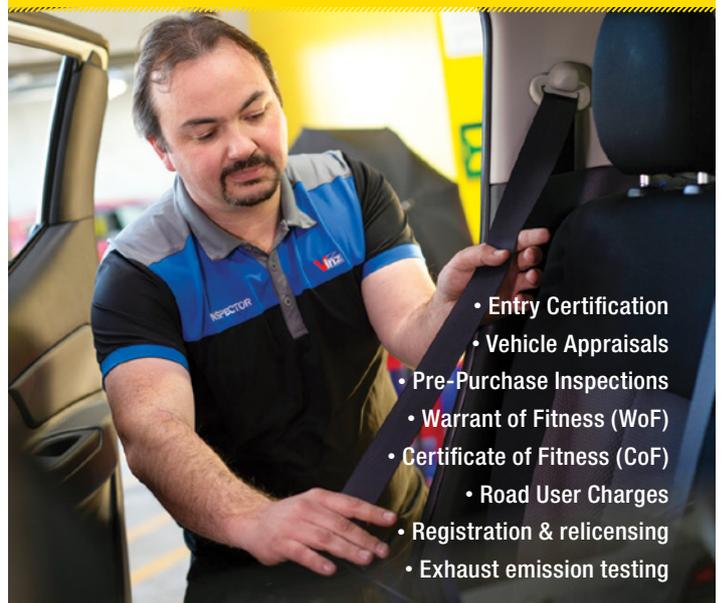
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During consultation, the MoT released an initial timetable for when the proposed minimum requirements would change and what type of vehicles they would apply to.

It stated new light vehicles crossing the border would shift from the Euro 5 standard to Euro 6d, and approximate Japanese and US equivalents, by February 2025, or 18 months after the changes were published in the gazette.

The minimum requirement on used imports would move from Euro 4/IV to Euro 5/V – 5 is for light vehicles, V applies to heavies – from February 2024.

Phasing in Euro 6/VI on all used imports and new vehicles would then take place in stages up until the start of 2028. A new emissions requirement would also be introduced for mopeds and motorcycles.

The new-vehicle sector is eagerly awaiting the final decision on how and when the rules will change but it is equally glad MoT

officials have taken their time to consider submissions on the subject.

The Motor Industry Association (MIA) initially raised concerns the period between the consultation ending and the suggested date for gazetting the legislation left little opportunity to “review, understand and properly consider industry feedback”.

Aimee Wiley, chief executive officer, says some of those worries have been allayed by the MoT taking a thorough look at feedback before passing on its recommendations to Parker.

“We’re all sitting on tenterhooks to see what he decides but to be fair to the minister, the recommendation from the ministry only went to him in late August,” she told Autofile.

“Once the MoT completed the consultation it spent a lot of time going back to submitters and doing further research to double-check the draft rule and its implications.

“Taking that extra time has



David Parker, Minister of Transport, has received advice on the possible rule changes

been excellent because the MoT has been working with industry to understand the issues.

“We don’t know what has been recommended to the minister but at least from an industry point of view we know officials have listened before briefing him.”

The MIA has called for changes to the standards for imported vehicles to align more closely with what happens in Australia. It notes many new light vehicles that come here are built to Australasian market specification and getting ahead of regulations across the ditch would be problematic for many importers.

Wiley is keen to see whether Parker, or whoever is Minister of Transport after October 14, will push the rules through as first proposed or if changes will be made as a result of the consultation.

She notes the MoT has been good to deal with through the process and the MIA was grateful for a collaborative environment to work through the issues raised, including the timing of any changes.

“We’re now eagerly awaiting the minister’s decision and hope it’s a pragmatic decision with the timing aligned with Australia because then we won’t have a threat to the supply of vehicles for New Zealand,” says Wiley.

“I’m hoping the minister doesn’t take too long to make a decision because we don’t want to be left hanging, particularly through the election period.

“We need to plan for any changes because they will have huge

consequences for our members.”

The MoT’s draft amendment suggests introducing Euro 6d for newly introduced models – that’s to say models not previously sold here – 18 months after the amendment rule is published in the New Zealand Gazette.

For existing models of new vehicles, the aim is to bring in the Euro 6d requirement 30 months after publishing the updated rule.

As for used light vehicles – petrol and diesel – the MoT proposes to mandate Euro 5 six months after the amendment rule is published. The idea is to then shift to Euro 6d 30 months later.

“We propose a phase-in of the Japan low-harm standards, which means full Euro 6d requirements including equivalent Japan standards will not be required for all vehicles until January 1, 2028,” the MoT says.

The Imported Motor Vehicle Industry Association (VIA) made a submission calling for officials to reconsider how they correlate European standards with those in Japan before proceeding further with the legislation.

It described how the government has proposed aligning different regimes as “arbitrary and biased towards EU standards”.

Kit Wilkerson, head of policy and strategy, told Autofile he is not anticipating any developments on the amendment rule until after the general election.

“A lot of work has been done by the Ministry of Transport to reconcile all the submissions it received before providing the minister with advice,” he explains.

“I think a combination of having a new minister and the amount of feedback the ministry received has perhaps slowed the progress of any changes.

“A lot depends on the minister but I would be surprised if at this stage he made a decision on the rule before the election.

“For now, it simply means it’s business as usual for the industry until we hear otherwise. If it goes beyond the election then, ultimately, what will happen is the new minister will get advice and act accordingly.”

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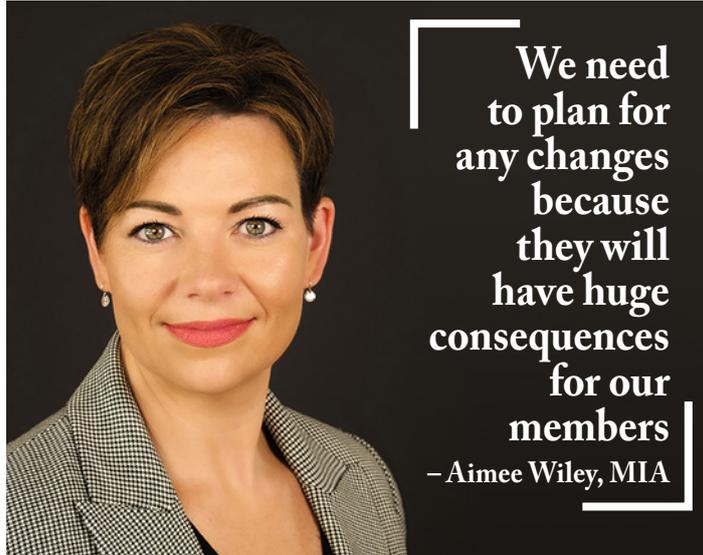
◀ If the rule is not gazetted until after October 14, Wilkerson predicts two possible outcomes for the amendments depending on who forms the next government. Either way he expects the original timeframe to be pushed back.

“If we have a National government, or National and Act working together, I suspect their pro-business position will lead them to decide that we need to harmonise our rules with Australia and that we can’t move faster than them,” he says.

“If it’s Labour and/or the Green Party who are in power, I suspect that they will proceed with the initial plan but at a delayed pace.

“Either way there are going to be delays in the implementation from what was originally suggested by the ministry.”

Wilkerson’s only concern is whether the rules are pushed through early in the next government’s term but without the six-month notice for importers to prepare for any new standards.



“A new government may decide to continue where the old government left off and say this is still going to happen at the beginning of February.

“If something was announced in November and came into effect in February that would impact the industry negatively and hit cars already on the water, which would be the worst-case scenario.”

A MoT spokesperson says following the analysis of the feedback gathered during the consultation period, advice on amending the rule and a summary of the submissions received was presented to Parker.

The timeframe for formalising new regulations “will be dependent on any changes the minister makes to the draft amendment rule after

considering this advice”.

Simeon Brown, National’s transport spokesman, says the government should provide certainty for industry around the timings of implementing the proposed amendments to the land transport rule.

“Ultimately, they shouldn’t be putting anything of this magnitude in prior to the election. They should be leaving decisions like this for after the election,” he told Autofile.

“National supports moving to the Euro 6 standard over time but the government must work closely with the industry to ensure that the standard is not ahead of what can be supplied, so there are no unintended consequences with people holding onto existing cars for longer.

“The Ministry of Transport also needs to work closely with the industry to ensure that there is appropriately assigned equivalency between the different standards.”

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Call for 'bold' clean-car plans

A lobby group is urging the next government to retain the clean car discount and standard after the general election.

Drive Electric believes the two policies will continue to incentivise the uptake of electric vehicles (EVs), noting they will only be needed over a short time horizon.

With the election taking place on October 14, the lobby group wants New Zealand's political parties to do more to support the transition to low-emissions transport.

It's asking them to consider four priorities when forming their climate, transport and e-mobility policies.

These are encouraging rapid EV uptake for consumers and fleets, boosting the roll-out of public and private charging, setting electric transport targets and actions beyond electric cars, and long-term planning certainty.



Drive Electric says purchase price parity on EVs will come by 2030 and likely much earlier, but it wants policies in place that will encourage Kiwis to buy zero and low-emissions vehicles in the meantime.

This would help create a domestic second-hand market of electric cars and front-load reductions in carbon-dioxide emissions from transport, recognising that many vehicles are on our roads for 15-20 years.

The group's election manifesto adds that its membership supports the clean car discount (CCD) because the scheme has significantly lifted EV uptake and cut pollution from greenhouse gases (GHGs).

"Since June 2021, the average emissions of newly registered vehicles in New Zealand have dropped by 21 per cent," says Mark Gilbert, Drive Electric's chairman. "Over their lifetimes, vehicles already brought in under the CCD will save two million tonnes of emissions.

"For most households, it's

already cheaper to own an EV when taking a total cost approach. We want to see more New Zealanders in electric cars because they save people money and are better for the environment."

Drive Electric's manifesto calls on parties to push forward with more bold policies for the decarbonisation of transport with EV registrations sitting at about two per cent of the fleet.

Gilbert told Autofile the lobby group's members have had meetings with MPs from most parties to raise their views around existing and future policies.

He says the current clean-car programme is working well and should continue but acknowledges subsidies won't go on forever.

"Whoever forms the next government needs to put boundaries around what sort of penetration the CCD needs before we say that's the tipping point," adds Gilbert.

"Hitting purchase price parity is one option. Another is hitting a certain level of uptake. At that point, it might mean they can phase it down or phase it out and everyone should accept that.

"My sense is that National is strongly supportive of EV uptake and put in place the first EV target back in 2016. It was the party that introduced the road-user charge exemption for EVs.

"Yes, they have some concerns with the CCD, particularly around fees on utes. However, this is a popular scheme, it works and it can



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[continued from page 6]

be time-bound. I think National wants to see EV uptake soar because it fits in with its plans to electrify New Zealand.”

Other issues tabled by Drive Electric include getting more EVs into fleets, rental companies and courier businesses.

“Fleet companies purchase at least 24 per cent of vehicles in New Zealand. These vehicles spend between one and five years in fleets.”

Gilbert stresses that second-hand markets don’t exist in Japan for EVs like those it has for petrol hybrids and vehicles with internal-combustion engines (ICEs).

“We’re going to need to create our own second-hand market with EVs. I understand the perceived issues with subsidising new cars. But the reality is that’s the fastest way to make EVs cheaper so more Kiwis can take advantage of them.”

He also voices praise for many marques that have priced and introduced models to New Zealand to take advantage of the CCD, which was first introduced in July 2021 before becoming a full feebate scheme in April last year.

Brands with a focus on fully electric models have also entered the Kiwi market and, while there’s a shortage of those options in the utility segment, “they will be coming”.

“The transition is going faster than a lot of people predicted,” adds Gilbert. “There are now more

than 80,000 EVs in the fleet. When we started Drive Electric, we probably had five.

“The past year has seen New Zealand go from a laggard in adoption to a world leader. This election is a chance to go further, reduce emissions and save money, so let’s take it.

“Whatever your views are on climate change, who doesn’t want our country to be independent from imported fossil fuels? We’re at the mercy of global prices, which has meant pain at the pump. Why not leverage our competitive advantage in renewable energy instead?

“There are more players coming into the market and we’re witnessing quite a change.

“It’s one that probably wasn’t predicted because everyone thought legacy car companies would be able to supply models the market wants, but some of them are still trying to get there. It’s exciting seeing new brands come into New Zealand.”

Drive Electric emphasises the country needs more chargers and charging locations. Gilbert



There’s no range anxiety anymore, it’s just charger anxiety
 – Mark Gilbert, Drive Electric

suggests a combination of private enterprise and government intervention is needed to tackle this.

“We can’t keep increasing the volume of vehicles being electrified without increasing public-charging points around New Zealand.

“The big issue is the cost for charging companies to invest in the electricity network. We have companies ready to invest – the likes of Jolt, ChargeNet, Z Energy, BP, Meridian and Tesla.

“However, business cases are constrained. I don’t really blame electricity distribution

businesses because they must operate under rules that are set. We need to ensure regulatory settings are right so investments in chargers can be made.

“With the growing number of models available, there’s no range anxiety any more. It’s just charger anxiety. Our members operating in this space are focused on meeting consumer demand by offering a reliable service.”

Drive Electric has consistently called for a national public and private EV charging strategy to unblock barriers and seize the opportunities of electrified

transport. The Ministry of Transport is currently finalising the strategy after a period of public consultation.

Gilbert notes it must recognise EV charging depends on the electricity sector in terms of generation and distribution.

“New Zealand must have an energy strategy in place that creates the conditions by which there can be greater investment in renewable energy, and improved transmission and distribution.”

Drive Electric has recommended the final national EV charging strategy needs to consider a range of issues. These include links between transport and electricity ecosystems – generation, networks, connection, cost and use, and supporting the uptake of smart at-home charging.

It also recommends accelerating the roll-out of public charging, and standards, oversight and safety for both private and public charging.

In addition, it’s lobbying for requirements so residential and commercial buildings, particularly new ones, are equipped for charging, as well as charging facilities for trucks, buses and other commercial vehicles.

“The strategy must also be established with an appropriate implementation mechanism that ensures government and industry can partner on its delivery,” states Drive Electric’s manifesto.

“Fundamentally, it’s the

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private sector that will provide the bulk of the capital for public-charging stations. However, the government can create an enabling environment."

It notes there continues to be a case for co-investment by the government in public-charging infrastructure and to ensure equity of access.

The government announced an investment of \$120 million in this year's budget and Gilbert says this money could unlock private funding many times that.

This new fund, which is being run by the Energy Efficiency and Conservation Authority (EECA), could "catalyse" that investment and meet clear high-level outcomes in the interests of users around the country.

"What we need is more chargers in the ground as fast as possible," he adds. "Let's put the onus on charging companies to demonstrate where these need to go, what type of charger needs to be there and how a small investment from EECA can get that done.

"In many cases, that funding won't be needed. But given the costs attached to network connections, there are places where an investment can make the difference."

Drive Electric says that private charging is also a critical area as estimates suggest 80 per cent of EV charging could be done at home.

Members of the group voice support for an appropriately designed mandate for connected smart chargers in residential homes alongside a well-designed incentive.

Details in its election manifesto about the final priority area – setting electric transport targets and actions beyond electric cars – note the government's current emissions reduction plan has a target to reach 30 per cent of EVs in the light fleet by 2035.

Drive Electric's membership supports the target "and many members suggest it could be more ambitious".

There's also support for setting an end date by which no more new



Chinese marques have entered the EV market, such as BYD with its Atto 3

ICE vehicles can be imported into this country, which it says should take into consideration similar moves by other right-hand-drive markets and original equipment manufacturers (OEMs).

"The reality is OEMs won't be manufacturing many ICEs for our market after 2035, so let's just be upfront about that for New Zealanders," says Gilbert.

Other Drive Electric calls for action include targets around other forms of e-mobility, such as e-bikes and mopeds, and encouraging shared mobility along with appropriate plans to support uptake.

Gilbert notes more needs to be

done to support e-mobility if the country is to achieve a net-zero economy by 2050.

Meanwhile, the push for politicians to adopt more long-term thinking is because investment in infrastructure, adopting new transport technologies and climate change are all long-term issues.

"As such, our membership encourages bi-partisanship on climate-change policy, where possible, as it creates certainty for business and citizens. We also strongly encourage the next government to work with business in partnership on relevant policy." ☺

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Directors back sale of shares

The chairman of 2 Cheap Cars Group wants a \$4.3 million share deal between the company's co-founders to be given the go-ahead at a meeting this month in order to avoid further disruption to the business.

An independent adviser's report also says the positive aspects of the plan for David Sena to buy Eugene Williams' 30 per cent stake in the used-vehicle retailer outweigh the negative after a falling out between the pair.

Shareholders will vote on the proposal, which would increase the shareholding of Sena's family trust to about 76 per cent, at 2 Cheap Cars' annual meeting on September 28.

Michael Stiasny, the group's chairman, says in a notice of the meeting released late last month there is no intention to change the

board, management or operation of the business as a result of the transaction.

"As many shareholders will know from the company's announcements over the last year or so, there has been a relationship breakdown between Messrs Sena and Williams," he explains.

"This has resulted in numerous disruptions to operations and governance ... To act in the best interests of all shareholders, it is imperative that the company is not exposed to the potential for further disruption and distraction from operating the business."

Stiasny adds the acquisition by Sena would address this concern and that is why he and Gordon Shaw, his fellow independent director, support it.

A deal struck by Eugene Williams, left, and David Sena will go to a shareholders' vote this month

The adviser's report by Simmons Corporate Finance describes the rationale for the sale and purchase agreement as "sound" and also says it is not in the best interests of other shareholders for the potential for conflict between Sena and Williams to remain.

"In our opinion, after having regard to all relevant factors, the positive aspects of the share acquisition outweigh

the negative aspects from the perspective of the non-associated shareholders," it adds.

Its report recounts that on July 28 this year the Sena trustees and the Williams trustees entered into a conditional agreement for the sale and purchase of shares in 2 Cheap Cars.

The move came after a tumultuous period for the company that began when Williams and three non-executive directors resigned from the board on July 19, 2022.

The breakdown of the relationship between the co-founders had a variety of adverse effects on 2 Cheap Cars' operations and governance, including the resignations of the company's chief executive officer and auditors, and the loss of the firm's bankers. ☹





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New agency fees loom

About 170 fees and charges for services provided by Waka Kotahi NZ Transport Agency will change from October 1 after the government approved regulations for a new approach.

The shake-up means dealers will have to pay extra to register cars and face a new charge to access the Motor Vehicle Register, with the adjustments aiming to bring in an extra \$66 million in revenue for Waka Kotahi.

The current \$7.40 fee for registering a vehicle with VIN (MR2A) will jump to \$14.39 if done through agents, that is key service delivery partners paid commissions that need to be covered by the new funding model, or \$8.64 if arranged through industry agents that don't receive paid commission for such services.

Consultation on the changes took place last year after the first comprehensive review of the costs of providing regulatory products

Waka Kotahi selected changes

Product or service	Old fee	New fee
Register a vehicle with VIN (MR2A) through an agent	\$7.39	\$14.39
Register a vehicle with VIN (MR2A) through an industry agent	\$7.39	\$8.64
Trade plates – new (MT5) (per plate)	\$38.43	\$12.12
Entry certifiers group (per certification on LT4085U/LT4085N)	\$1.55 – \$1.94	\$37.29
Application to become a border inspecting organisation, heavy vehicle, low volume vehicle or repair certifiers organisation	\$1,437.50 – \$1,644.50	\$0
Motor Vehicle Register data users' group (per access)	0 – 23c	18c

and services since the agency was established in 2008.

Neil Cook, Waka Kotahi's director of land transport, says the review established that the agency doesn't currently bring in enough money to cover the costs of providing such services.

For full details of the changes, visit www.nzta.govt.nz. ☹



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Tributes flow for chief executive

David Vinsen says he felt “overwhelmed and humbled” as about 50 industry leaders turned out for his farewell dinner after 20 years as chief executive of the Imported Motor Vehicle Industry Association (VIA).

He reflected on the used-imports industry, the history of VIA and some of the main challenges both have faced over the decades as he delivered a speech to guests at the event in Auckland last month.

“I mentioned the industry and the association together because they’re inextricably linked,” he said. “Without the industry, we wouldn’t need an association, but I think it’s fair to say without the association, we wouldn’t have the industry that we have now.

“Over the last 35 years, we’ve imported more than three million vehicles. That’s a big number and it’s had a significant impact on New Zealand in a number of different ways ... and people have choices of safer, newer and more affordable cars.”

Vinsen noted that in the 1980s, the newly formed association – known then as the Licensed Motor Vehicle Dealers’ Importers’ Association – had to fight for the right to import used Japanese

VIA staff past and present, from left, Kit Wilkerson, Bev Purchase, David Vinsen and Malcolm Yorston



vehicles. Officials, politicians and parts of the new-vehicle industry presumed there was something “unethical if not illegal, about importing used cars for commercial gain”, he said.

“That introduced us to politics and lobbying and public relations and court cases, but our timing was right.

“Fortuitously, there was a move for change in the country. The economy was opening up, parallel import laws had been introduced, the vehicle assembly plants had closed and the import duties had been removed. The timing was perfect, so we got stuck into it.”

Vinsen also spoke about the challenges of new regulations, including the government’s

recent clean car programme, the Takata airbag recall, the Covid-19 pandemic and the biggest crisis he had to deal with during his time in charge – the discovery of brown marmorated stink bugs on used imported vehicles.

He said the Minister of Agriculture Damien O’Connor wanted to fix the problem by stopping all imports of used vehicles and used machinery but VIA created working groups of industry experts to work with the Ministry for Primary Industries.

“We put in place processes and procedures to make sure that the vehicles we were bringing in were clear, and that we could protect our agriculture, horticulture and viticulture export industries.

“It was a fantastic success. We just kept the doors open, we kept the vehicles flying in and we kept the stink bugs out.”

Vinsen stepped down as VIA chief executive, a role he had held since 2003, after the organisation’s AGM in July this year and his special farewell took place on August 17 at The Grounds restaurant in West Auckland.

Graeme Macdonald, a former North Island chairman of VIA, delivered his own tribute to Vinsen at the start of the event.

He said Vinsen’s professionalism had moved the perception of the industry “from a ragtag bunch of wide-boy wheeler dealers ... into an era of perceived corporate-level structure and good governance”.

“This may have been a pretty wild game of smoke and mirrors but it paved the way to open the doors to government and the ministry for real and effective dialogue,” added Macdonald.

Another tribute to Vinsen described him as “analytical, very measured, a clear communicator, and one who was keen to develop and nurture industry contacts”.

Vinsen said in his speech his job with VIA had been to keep the door open for used imports and the issues, politics and people around fulfilling that role were “why I have done the job and why I’ve enjoyed it”.

“It’s been a fascinating career and I feel privileged and honoured to have served the industry and the association.” ☺

From left, Rod Milner, Alistair Sheard, Henry Schmidt, Peter Johnston and David Vinsen



Peter Johnston, David Vinsen and Hayden Johnston



Neil Lay Yee, general manager at Jacanna Customs and Freight, and David Vinsen



VIA’s chairman Frank Willett and technical support Malcolm Yorston



Gearing up for top position

Greig Epps is being hailed as a “very good fit” as chief executive of the Imported Motor Vehicle Industry Association (VIA).

Epps, who is well-known and respected in the automotive sector, starts his new role on September 20.

He joins VIA from the Insurance Council of New Zealand where he became manager of regulatory affairs in August 2022. Before that, Epps worked for the Motor Trade Association (MTA) for eight years.

His strength in transport and industry advocacy is “just what we were looking for”, says VIA’s chairman Frank Willett.

“Greig has an intricate understanding of our industry, solid relationships in place with officials and an extensive university education, including a law degree. We believe he will be a very good fit for VIA.”

When Epps joined the MTA in July 2014, he held the position of industry relationship manager.

The role involved managing a team that monitored the automotive industry for issues affecting members, and working with stakeholder agencies such as the government and trade-related groups. He also oversaw the MTA’s expert committees and mediation line.

In late 2018, Epps became the association’s manager of advocacy and strategy. This role included leading and facilitating the development of strategy and operational business plans with the board and chief executive officer.



Greig Epps

He also provided advocacy and research for the MTA and its members on a range of legislative and regulatory programmes, and represented automotive professionals in

discussions with the government.

In July last year, Epps spoke to Autofile Online about leaving the MTA. “There are some really good people in this industry and interesting challenges facing it,” he said then.

“I’ve learnt a lot about not just vehicle sales but also workshops, service stations, tow trucks and many more. That has been fascinating.”

When Ian Pike was acting CEO

of the MTA in 2022, he said Epps had developed “an incredible institutional knowledge” for all matters relating to the association.

Pike added: “He championed a significant number of strategic issues, and always advocated on the MTA’s behalf in a convincing and professional manner.”

In his role with the Insurance Council, Epps has been responsible for its regulation committee as well as providing analysis and support across policy initiatives.

Before joining the MTA, Epps was principal legal counsel at Gas Industry Company Ltd for almost five years, which followed one-and-a-half years as executive officer and secretary to council at Lincoln University, Canterbury.

He has also had roles with Vector, the University of Auckland, the University of Toronto in Canada and InterGen HK Ltd in Hong Kong. ☎

Greig has an intricate understanding of our industry – Frank Willett



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Parties tackle industry issues

National and Act have renewed their pledge to axe the clean car discount (CCD) if they are voted into power at next month's general election, despite Labour and the Green Party hailing the scheme as a success.

The opposing views on the way forward for the automotive industry were voiced by representatives of the four main parties during a debate in Wellington organised by the Motor Trade Association (MTA).

Transport spokespeople – Simeon Brown for National, Simon Court for Act and Julie Anne Genter for the Greens – took part in the event, along with Labour MP Helen White, who is a member of the transport and infrastructure select committee.

A number of industry members either attended the debate in person or watched it live online to hear the MPs' views on topics such as electric vehicles (EVs), emissions testing, immigration and fair markets.

When asked if National would scrap the feebates scheme, which offers rebates to buyers of low or zero-emissions light vehicles and charges penalties to those purchasing high-emitters, Brown simply replied: "Yes".

Court said Act would get rid of the clean car discount and standard, with the latter policy aiming to influence what light vehicles are imported into the country in the first place.

In contrast, White and Genter are keen to see the schemes continue and the Labour MP said the CCD had made a "huge difference in the turnover of vehicles into the second-hand market".

Genter added that the Greens want to create a transport system less reliant on private vehicles and to bring more energy-efficient models into the fleet.

"The clean car discount has shifted the vehicles being imported into the country



From left, Simeon Brown for National, Labour MP Helen White, Julie Anne Genter from the Green Party, and Act's Simon Court during the debate. Photo: Yuxin Liu / MTA

significantly to low emissions. It's a fair policy and the majority of New Zealanders support it," she said.

Lee Marshall, MTA's chief executive officer, opened the August 23 debate by telling the audience the automotive industry contributes \$5.5 billion to the New Zealand economy every year but transport risks becoming a "political plaything".

One audience member asked the panel what "plan B" would be if shipping lines stopped carrying EVs because of concerns there was a potential fire risk. Brown explained "technology will continue to advance" and manufacturers would have to work out how to reduce such a threat.

Court echoed those sentiments and told the audience: "Even if international insurers say there's a problem with shipping certain types of vehicles, I'm confident that the international manufacturing industry will sort it out.

"We need to focus on what we can control, which is removing the clean car standard which ties importers up in knots and doesn't necessarily help us reduce emissions."

The current warrant of fitness (WOF) regime also came under scrutiny with broad support among the politicians for a review of the system, although opinions were mixed on the introduction of regular in-service emissions testing.

Brown stated the 12-month WOF period for vehicles registered after 2000 "probably needs to be moved" and he suggested the current \$200 penalty for not having a WOF also needed to be looked at.

White and Genter said they support the MTA's calls for engine testing and the latter added "we have to tackle emissions for vehicles coming into the country and those already on the road".

White also noted that EVs aren't

breaking down in the way cars with internal combustion engines were "and it liberates people from maintenance costs they have been suffering".

All four MPs agreed on the need for automotive technicians to have better immigration access to New Zealand, especially those with skills around EVs.

White said the government's green list of jobs available to immigrant workers was constantly being reviewed but she warned any changes must be balanced by there being enough housing and decent wages for incoming employees.

Brown was critical of the green list and said decisions about what professions were included were being based on political will rather than what the country needs.

"Where there's a need for skills, we should be open to bringing those skills into the country," he added.

Meanwhile, Court claimed the green list was unnecessary and an environment needed to be created where businesses felt confident to bring the right skilled people to New Zealand.

He said this was essential because the country was in a global "war for talent" with other nations, including Australia. ☺



We need to focus on ... removing the clean car standard which ties importers up in knots
– Simon Court, Act

Call for more migrants to fill gaps

The Motor Trade Association (MTA) is campaigning for the government to include more automotive professions on the immigration system's green list.

It comes as New Zealand continues to suffer a skills shortage – and that's affecting many businesses in the motor-vehicle industry.

Some limited relief for the sector came in March when the government added skilled motor mechanics to the green list, which consists of occupations that qualify for fast-track to residency or have access to a work-to-residence pathway.

Already on it were diesel motor mechanic, including heavy-vehicle inspector, and automotive electrician.

However, there is still a severe shortage of panel beaters and vehicle painters in New Zealand.

Brian Anderton, advocacy and stakeholder manager, says the MTA welcomes the addition of skilled motor mechanics to the green list.

The association has been working with the government for the collision repair and refinishing trades to be "the next cabs to get off the rank", and is confident officials understand the importance of this happening.

"These professions used to be on the regional shortage list, but they were not carried over onto the green list when that came in," explains Anderton.

He told Autofile that getting the collision repair and refinishing trades onto the green list is still "a work in progress".

"The shortage of skilled labour is a number-one concern for the MTA and immigration can be a short-term fix while local talent is nurtured," he adds.

New Zealand has a shortage of panel beaters and vehicle painters



"We know that demands on automotive businesses are high in this regard, and the financial and emotional stress it causes. Coupled with the high cost of living, many are doing it tough.

"If repairers and panel beaters are short-staffed or forced to close, it can mean more unsafe vehicles on the road as much-needed

repairs and maintenance are deferred.

"It also means crucial government targets in emissions reduction and road safety are affected. There are already automotive roles on the green list but more can be added."

Having a profession on the green list means would-be immigrants – if they have the correct qualifications, registration or experience required and fulfill other conditions – may be able to get New Zealand residency immediately or after two years of working here.

Some green-list roles will need to be paid a minimum salary, which is tied to the national median wage, with higher pay required for other roles.

The list also aims to make it easier to hire skilled migrants on an accredited employer work visa. ☺

Dealer Principal Archibald Cars, Kaitaia



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Archibald Cars Needs You

Blue oval on electric charge

Ford Motor Company is investing the equivalent of about NZ\$2.18 billion in its Oakville Assembly Complex to transform it for high-volume electric vehicle (EV) manufacturing.

It's a key part of the company's plan to scale production of EVs and make them more accessible globally to millions of customers.

The campus in Canada, to be renamed Oakville Electric Vehicle Complex, is being retooled and modernised in the second quarter of 2024 to produce next-generation models.

Ford is taking a diverse strategic approach to transforming its industrial system to expand electric-vehicle production by building new greenfield facilities and transforming existing manufacturing sites, such as those in Oakville and Cologne, Germany.

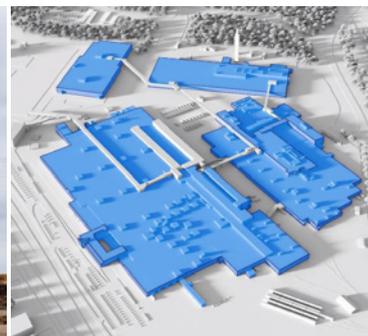
The current 487-acre Oakville site includes three body shops, one paint building and one assembly building. The transformed campus will feature an on-site battery plant that will utilise cells and arrays from BlueOval SK Battery Park in Kentucky.

In addition, Ford has also announced it's creating an all-new EV manufacturing base in West Tennessee called BlueOval City. That's home to a battery plant and the future home of the marque's next-generation EV pick-up.

Through a wholly owned subsidiary, Ford is building a lithium-ion battery plant in Marshall, Michigan. Production is slated to begin in 2026.

It is also modernising its assembly campus in Cologne,

Construction has started at Ford's complex in Oakville, which will make its next-generation EVs. This year, it will expand Lightning, below, and Mach-E production



transforming it into the company's first EV centre of excellence in Europe. This site is where the electric Explorer will be built with production beginning later this year.

Ford, LG Energy Solution and Koc Holding have signed a memorandum of understanding to build one of the largest commercial EV battery cell-production facilities in the European region. The project is on-track to break ground in Turkey later this year with production to start in 2026.

This year, Ford is also expanding production of the F-150 Lightning in Dearborn and the Mustang Mach-E in Mexico.

JOINT VENTURE ON CELLS
Isuzu and Honda have signed a partnership agreement for the latter to develop and supply the fuel-cell system for a heavy-duty truck that Isuzu is planning to launch in 2027.

The two companies believe fuel-cell technology, utilising hydrogen as fuel that results in no carbon-dioxide emissions, will be effective to achieve carbon neutrality of heavy-duty trucks.

These types of vehicles are required to tackle large load capacity, long-time use, long-



distance driving and the need for quick refuelling.

Since the signing of an agreement in January 2020 to conduct joint research on such trucks using fuel cells as the powertrain, the two companies have been working towards establishing a foundation for basic technologies.

These include ensuring the compatibility of fuel cells and the trucks, and developing vehicle-control technologies.

Honda and Isuzu are planning to start demonstration testing a prototype on public roads by March 2024.

SPEEDING UP SHIFT
Jaguar Land Rover (JLR) has announced plans to accelerate its transition to become "the world's leading modern luxury-car manufacturer".

Its Halewood plant in the UK will become an all-electric production facility and its next-generation medium-size SUV, with electrified modular architecture (EMA) will be pure-electric.

JLR is aiming to be an electric-first brand by 2030. It's also making strides towards its financial goals of achieving a net-cash positive position by the 2025 financial year.

"Two years ago, we launched our Reimagine strategy," says chief executive Adrian Mardell.

"Since then, we've launched two new critically acclaimed luxury Range Rover and Range Rover Sport models, joining the Defender family."

JLR will invite applications for client orders for the all-electric Range Rover later this year. The first of its next-generation medium-sized SUVs will be an all-electric model from the Range Rover family, launching in 2025.

While EMA will now be electric only, JLR will retain the flexible modular longitudinal architecture on which Range Rover and Range Rover Sport are built with internal combustion engine, hybrid and EV options.

MOVING INTO BIOFUELS
Mazda Motor Corporation has signed up as a full member of the Research Association of Biomass Innovation for Next Generation Automobile Fuels.

The organisation was established in mid-2022 by ENEOS, Suzuki, Subaru, Daihatsu, Toyota Motor Corporation and Toyota Tsusho.

Research on improving production technology for bioethanol fuel and using carbon-dioxide generated during bioethanol fuel production, which the association has been promoting, coincide with Mazda's idea of providing more options with its multi-solution strategy.

Hiroyuki Yamashita, senior principal engineer responsible for technological research at Mazda, says: "We will work with member companies to promote research and development on production technology for bioethanol fuel and other technologies." ☺



Jaguar Land Rover will convert its Halewood plant to an all-electric facility

Website tools drive your leads

How many leads did last month's advertising generate for your dealership? That's often the start of the conversations I have with clients when discussing their marketing budgets.

The thing is, the more important question is "how many of those leads actually converted into sales?"

You can spend all the money you want on driving leads into your dealership. However, if the quality isn't there – that is, if your leads aren't in-market customers looking to buy vehicles in the near future – your advertising efforts are just paying for virtual tyre-kickers to peruse your website.

LEAD GENERATOR TOOLS

One of the positives to come out of the Covid-19 pandemic was that it fast-tracked the implementation of an array of industry tech innovations we might not otherwise have yet developed.

With that has also come an expectation from customers to be able to undertake more of their purchasing journeys online.

The introduction of various lead generating tools that dealers are now making available on their websites are giving buyers what

they want, by allowing them to conveniently transact online.

These tools are also serving up to dealers a plethora of strong quality leads that have landed on their sites from people who have independently initiated direct contact.

One example of a lead generator tool provides customers with the ability to value trade-ins online. A client merely enters their registration number and odometer reading into a digital form, and the system instantly spits back an accurate valuation.

A recent survey showed 63 per cent of customers would prefer to get an online valuation on their vehicle rather than contacting the dealership directly. This shows that traders who provide this functionality on their sites are likely to see an enquiry increase from prospective customers.

"But people are just going to use the valuation tool without sending through a lead," I hear you say. I'm afraid this is a common misconception in the market. In fact, we have found the majority of



TODD FULLER
General manager, New Zealand

customers who put through a trade-in valuation request genuinely want to sell their car.

Furthermore, a significant number of these – anywhere from 40-70 per cent according to our stats – are also looking to buy a

new vehicle. This goes to show the calibre of lead you could be getting by installing just one of these lead generator tools.

VALUATION DATA ACCURACY

In recent months, there has been some chatter in the industry around the quality of data being used for these types of valuation tools.

I understand this and appreciate the apprehension dealers have about adopting such technology before it has been sufficiently trialled in our unique market.

For this reason, an independent trial has been conducted by one of your fellow New Zealand dealers to truly assess the data's accuracy.

The trader ran a large number of valuations to test the data with all types of variables, including different vehicle ages, kilometres

and confidence scores, as well as including and excluding vehicle types, such as European models and utes. He then cross-checked the system-generated values with those given by his human valuers.

What he found was that although some parameters need to be put in place – for example, not pricing vehicles aged over 12 years, with more than 150,000km or with a confidence score below 75 per cent – the data was very accurate.

In fact, he reported variances from one valuer to another were often far greater than those between the online tool and a human.

Following the trial, the dealer was so confident in the valuation data that they will be using the tool on their online platforms in the future.

I believe a wise person once said: "It's quality rather than quantity that matters." This is particularly true when it comes to leads. Don't waste your time and money generating enquiries from people who will not convert.

Instead, introduce effective lead generating web tools that will satisfy consumer preference and, almost effortlessly, deliver you strong leads with a higher likelihood of conversion. ☺

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ASK ABOUT A CUSTOM SOLUTION FOR YOUR BUSINESS

Opportunity to be part of solution

We have all heard a bit about the government's ideas to create our decarbonised future.

While I've yet to see a good narrative illustrating what we should expect life to be like in this low-emissions utopia, we can glean some hints from stated long-term goals such as those outlined in the emissions reduction plan.

In general, I haven't seen any suggestions that our lifestyles will be impacted in any meaningful way.

There has been some public outrage at the thought New Zealanders will be expected to walk, cycle and use public transport a bit more.

Conversely, that will correspond with a drop in vehicle kilometres travelled (VKT) and a reduced dependency on personal cars, but I've never heard anyone acknowledge we simply will not be able to travel as we want to.

Many, especially in the automobile industry, hear "reduced dependency on personal vehicle" as an attack on cars and the culture that goes with it.

I don't hear that. I'm an advocate for our sector and I think diversification of transport is one of the best things that can happen for the future of the car industry.

The only way these other options will work is if they become more convenient than driving a vehicle. Who's going to complain if suddenly faced with multiple good transport options on a par with, or even better than, using their own car?

In addition, nothing about

reducing VKT – nor improved alternatives – demands a reduction in car sales.

It may be true that one does lead to the other, but that will be entirely up to the automotive industry and whether it becomes part of the solution or remains part of the problem.

At the moment, vehicles are tolerated by the government as a necessary evil. They are dangerous, directly causing death and harm from crashes and noxious emissions, and they contribute to global warming through the release of greenhouse gas (GHG) emissions in production, use and at end of life.

On the other hand, they fulfil a need for transporting people and goods, and are a necessary component of our current lifestyle and economy.

The challenge for the industry, then, is to figure out how to reduce the negative externalities of its products.

The immediate move to hybrids, eventual adoption of electric vehicles (EVs) and phasing out of cars with internal combustion engines (ICEs)



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



We can glean some hints from long-term goals such as those in the emissions reduction plan

is one way to do that. It's being portrayed as a solution to reduce harm from noxious emissions and the use component of GHG emissions.

Unfortunately, these same efforts are having the inverse effect on car safety. Err, sorry, aggressivity or the

chance a vehicle will harm others in a crash.

The problem is that for two like cars, EVs are significantly heavier than equivalent ICE models.

The problem isn't the fact these cars are EVs. The problem is that we're trying to recreate our current ICE vehicles as fully electric models instead of starting from scratch and building EVs appropriate to our needs and the requirements of the future.

Big EVs will reduce harm from emissions. However, they increase harm from accidents and are much less efficient than they could otherwise be.

For example, it takes twice as much energy to push a three-tonne EV than one that weighs 1.5 tonnes. That's a bad thing if the car is simply moving one or two commuters to and from work.

It all ends up as a self-

reinforcing spiral. People want larger vehicles because car companies and the government confirm our bias that bigger is better.

And when marques see improved sales for bigger models, they focus on marketing in those segments, which builds our lifestyle and safety-related biases.

This has one inevitable outcome, and that's cars literally continue to grow as a problem until vehicles and solutions seem mutually exclusive. Then we will see the war on cars begin.

I don't know what the war on vehicles will entail and, arguable, it might have already started. But just like global warming, the longer we go before we try to become part of the solution, the more drastic the required shift when it occurs.

Perhaps the worst part of this dynamic is the fact that the ideal solutions – smaller, lighter and more efficient EVs that require significantly less energy to move, and create fewer emissions during production and recycling – are largely precluded from current regulations.

They are seen as "unsafe" because they will not fare well in accidents with monster-sized vehicles currently on our roads.

The whole thing makes me wonder. There are places I would expect politicians to claim assault rifles are the safest option because they offer the best "protection" and that shooting deaths are the fault of people not wearing bulletproof vests. But surely not in New Zealand, surely. ☹



VIA
Imported Motor Vehicle Industry Association

Advocate ▪ Advise ▪ Connect

Two new car dealerships for Cambridge promise to be a game-changer



Two new car dealerships are set to open in Cambridge in 2025, and it promises to be a game-changer for the local Automotive Industry.

Ingham Motor Group, one of New Zealand's largest family-owned automotive groups, says that after 18 months of planning, design and submissions, resource consent has been granted to build two new motor vehicle dealerships right in the heart of Cambridge on possibly the highest profile site in the town.

With existing Ingham dealerships in the surrounding city of Hamilton, as well as Te Awamutu and Taupo, these new Cambridge sites will play a pivotal role

in Ingham's commitment to securing the Waikato car buyer.

Cambridge has seen significant growth in the last few years, with a population of over 26,000 and countless visitors all year round from across NZ.

It is projected that an additional 5,900 dwellings will be built in Cambridge by 2035 alongside two new retirement villages currently under construction.

Along with this, the wider Cambridge area supports more than 50,000 people.

It was these figures, and the fact that there are only two existing car dealerships in Cambridge that ignited John and Trent Ingham's plan to

acquire these exceptional sites for the new Ingham dealerships.

All going well, construction will commence, early 2024, with opening planned for early 2025.

These new dealerships open the doors for New Zealand's leading car brands to connect with their customers and secure a foothold in this majestic town.

This is an opportunity for distributors who share Ingham's high standards and customer-first approach to expand their brand's customer loyalty base.

Trent Ingham, Managing Director says "As of today, we have secured a major brand and we are now on



Trent Ingham, Managing Director

the hunt to secure three more brands.

As stated above, we are looking for distributors keen to expand their customer base, who are not afraid to challenge the status quo, and are keen to increase their market share."

For expressions of interest contact Trent Ingham at trent.ingham@inghamdriven.nz



The month that was... September

September 24, 2004

AA backs odo checking

The AA was set to join forces with the Japan Export Vehicle Inspection Centre (JEVIC) in the odometer-checking business.

The Independent Motor Vehicle Dealers' Association (IMVDA) hailed the move as a major step forward for the industry's image.

"It lifts the game to a new level," said David Vinsen, head of the IMVDA. "It will give consumers and the trade increased confidence in the odo-checking process."

From October 1 of that year, cars certified in Japan by JEVIC would carry an AA/JEVIC check certification. Those vehicles would be the only ones guaranteed by the AA as having accurate readings.

In addition, early in the new year AA members would be able to have their odometers checked at any of its inspection centres regardless of the vehicle's age and mileage and the source from which it was produced.

Stella Stocks, the association's general manager of technical services, said the move showed the AA was acknowledging odometer tampering as a serious issue. She added: "We have a real responsibility to give our members peace of mind when it comes to vehicles they have purchased."



September 23, 2005

Hope despite non-result

After months of build-up, the previous week's long-awaited general election failed to produce a result.

And with a period of uncertainty likely to follow as special votes were counted, the car industry could only hope focus on the economy and transport didn't drop off as coalition deals were discussed.

The IMVDA and Motor Trade Association (MTA), the two organisations representing car dealers, agreed the result wasn't the best-case scenario that the industry was hoping.

However, David Vinsen, chief executive of the IMVDA, was hopeful the result would see more consideration of the almost 50 per cent of people who didn't vote for the "centre left".

"As a result of the weekend, we may be in for a period of instability," he added. "But we prefer to see it as the brakes of moderation being applied to the extreme nanny state and government-controlling attitudes we've seen previously."

"Having said that, dealers are resilient, resourceful businesspeople who quickly adjust to the market conditions of the day."

Andy Cuming, the MTA's communications manager, said: "Politicians were listening hard to their stakeholders. Important, clear-cut policy alignments were identified and this is how it should be."



September 1, 2006

Quality ensures Marac results

While pain continued in the lower reaches of the finance market, Marac's 12-month results showed the profitability of having a "select" market.

The specialist in equipment, marine and high-end vehicle lending reported for the year to the end of June 2006 that net profit was up by five per cent to \$24.2 million. Finance receivables and operating lease vehicles reached \$1.2 billion – a rise of \$135m.

While in some sectors investors were wary of whether they would see returns from their debentures, the security of funds with the company had reached a new level.

Managing director Brian Jolliffe said: "A high point of the year was achieving an investment-grade rating from Standard & Poor's. This made it New Zealand's only non-bank owned finance company to achieve this grade and reinforces our standing in the market."

Marac's arrears position, one of the key determinants of quality in any finance provider, ended the year where it started at a very good 0.5 per cent of total finance receivables.

Its gains were largely made in the commercial-lending sector despite falls in the truck market that made up a portion of that lending.



September 4, 2009

Chinese takeaways

It wouldn't happen overnight, but it would happen – an influx of Chinese-made cars coming here.

While experts said we would see a dramatic move into our market of China-collaborated vehicles within the next five years, the main importer of such cars predicted the impact would come by 2010.

Ateco Automotive was the first Kiwi company to import new Chinese vehicles – highly successful Great Wall utes, which were priced from \$21,990. In its first month, 35 were sold and 17 were registered in August, and that number was down only because it ran out of stock.

When the company started to import petrol cars – probably based on China's five-door Florid hatchback – to join its SUV, then the market could be blown wide open.

So far, the major players in the ute segment were claiming it was business as usual, and that Great Wall was competing with Japanese imports and second-hand NZ-new vehicles.



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Helping with issues across industry

What a month August was, taking over from Tony Everett who retired at the beginning of it.

Tony started as the dealer sector manager with the MTA back in 2004 when the top-five selling vehicles were the Toyota Corolla, Ford Falcon, Holden Commodore, Toyota Hilux and Mazda Bounty. Some of you may still remember those days.

He has massive industry knowledge and I thank him for everything he's done for the sector over the past 19 years. Also, he has been a great assistance by getting me up to speed with past and current challenges in the dealer sector.

Since starting my career as a car painter back in the early 1980s, I've had contact with a lot of dealers across New Zealand and Australia.

Some of those business names may now be long forgotten, the likes of NZ Motor Corp, Mike Steele Yamaha and Automotive Holdings Group. Others I've dealt with are still well-recognised and I look forward to getting to know more in this space.

Having held senior roles in the automotive coating industry, I've experienced first-hand parts of the sector that not everyone has had an opportunity to see.

I have toured original equipment manufacturer (OEM) sites across

Australasia with GM/ Holden, Ford, Mitsubishi, Toyota and HSV, and had close interaction with V8 Supercars teams and drivers back in the early 2000s.

I was also lucky enough to take the Britten motorcycle on tour around the North Island in 1999, visiting distributors and an industry trade show.

For those who are asking the question, no I didn't get to ride it. The motorbike spent most of its time in a crate. But when you opened that crate, it always drew a crowd like moths to a flame, or more like kids in a lolly shop with their eyes wide open and smiles from ear to ear.

Over the past few years, the dealer space has had a multitude of changes. I'm sure you have all had enough of the speed at which these have happened, and their impact on all dealers, imports and OEMs. Everyone has laboured to keep on top of new rules and



LARRY FALLOWFIELD
Sector manager - dealers,
Motor Trade Association

then the unenviable task of implementing processes.

In March 2022 and June 2023, we saw massive jumps in registrations as the sector tried to keep ahead of the impacts the clean car discount and its changes, while

the clean car standard started this January.

As the year continues, we will see the numbers level out again, but the spikes in sales will forever be etched into history.

Some businesses are now seeing the impact from June's spikes. Then add to this our cost-of-living crisis and throw in an election year, which traditionally impacts the economy and sales for a few months leading up to polling day.

I've heard that some dealers' sales have slowed or that they need to work harder to close a deal.

I'm also hearing some great positives coming out of the tough times – parts sales are still

steady, parts supply has improved and businesses reliant on the automotive sector are continuing to grow, which is keeping some in our industry very busy.

Larry Fallowfield took the Britten V1000 on tour in 1999



I have added the dealer sector to my current portfolios of collision repairs and light-vehicle recovery and storage, which all work together to ensure we keep our country moving. There's no doubt the automotive sector has great people who are all working hard to keep our economy buoyant.

There aren't many, if any, industries that don't rely on car dealers to keep them mobile.

These include farmers, police, builders, plumbers, electricians, lawyers, the airlines and the government. Even those who don't think they rely on the motor-vehicle industry still need transport operators to drop off their new bicycles, shoes or bus passes.

As we head through the next few articles, I would like to explore and leverage off the wider MTA team to discuss business topics that cause issues or concerns in everyday trading.

The association has a great human-resources team that assists members to navigate employment concerns. We will delve deeper into some of those challenges along with health and safety, mediation, training and advocacy to assist you in the everchanging landscape that we call business in New Zealand.

If you have any topic that you would like me to cover or share with the industry, please don't hesitate in reaching out. ☺

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No looking back with coupe



The sleek Polestar 4 takes its design cues from a concept car and has no rear window.

Instead, it offers a stretched glass roof that reaches over the heads of the rear passengers.

The fully electric performance coupe is the second SUV in Polestar's line-up. The fastest of its production vehicles to date, it will be positioned between 2 and 3 in terms of size and price.

"With the Polestar 4, we've taken a fundamental new approach to SUV coupe design," says Thomas Ingenlath, chief executive officer.

"Rather than simply modifying an existing SUV, giving it a faster roofline and as a result compromising on elements such as rear headroom and comfort, we've designed it from the ground up as a new breed of coupe to celebrate rear-occupant comfort and experience."

Polestar previously canned the rear window in its Precept concept. The separation of the dual-blade front lights, which creates a unique light signature, is also familiar.

The marque is known for minimal interiors and the 4 offers straight lines, no frills, two large and clear displays, and sports seats trimmed in recycled materials.

Aerodynamics have been enhanced by its low nose, retractable door handles, flush glazing and frameless windows.

Built on sustainable experience architecture developed by Geely, the Polestar 4 is classed as a D-segment SUV coupe with a large body and a long wheelbase at 2,999mm.

Its overall length is 4,839mm, its width comes in at 2,139mm and it's 1,544mm high.

Rear passengers are cocooned in reclining seats with adjustable ambient lighting. The standard full-length glass roof is available with optional electrochromic functionality, allowing for opaqueness or transparency.

The rear-view mirror has been replaced by a high-definition screen that shows a real-time feed from a roof-mounted rear camera. This enables a far wider field of view than that experienced in most modern cars.

The 4 is the fastest production car Polestar has developed. The 0-100kph sprint can be completed



blockchain traceability for risk materials in the batteries.

Interior materials are created from layers of components. They are all produced from the same base material, making it

easier to replace and recycle.

New interior materials include a textile made from 100 per cent recycled polyester, bio-attributed microtech vinyl and animal welfare-secured nappa leather upholstery.

Specific door-trim panels are made from natural-fibre polypropylene, which results in up to 50 per cent less virgin plastic being used.

A total of 12 cameras, one radar and 12 ultrasonic sensors are fitted as standard. These include a driver-monitoring camera, which relays data to check the motorist's eyes and head movements to help avoid incidents related to fatigue or incapacitation.

To reduce distraction, a head-up display with 14.7-inch projection area in front of the driver relays key information to the windscreen.

The Polestar 4 launches first in China with production scheduled to start in November.

Other markets, including Europe, North America and Asia-Pacific, will follow in early 2024. Indicative launch pricing is from about NZ\$107,500. Ⓣ

in 3.8 seconds and it boasts a maximum output of 400kW.

Dual and single-motor versions will be available with single-motor versions featuring rear-wheel drive.

Semi-active suspension features in the dual-motor version for an additional layer of adjustment between comfort and performance dynamics. Wheels range from 20 to 22 inches in size with tyres supplied by Pirelli and Michelin.

A 102kWh battery is fitted to both long-range versions. The long-range dual motor features 400kW, 686Nm and a preliminary WLTP range target of up to 560km. Up to 200kW DC and 22kW AC charging is included for all versions, and the charge lid is motorised.

A new drive-optimisation function allows the driver to select between range or performance modes in the long-range dual-motor version.

The long-range single-motor version features a 200kW and 343Nm motor at the rear with a preliminary range of up to 600km.

There is greater supply-chain transparency, such as

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The minimalist interior is sleek and boasts a 15.4-inch infotainment screen. The rear-view is fed from a roof-mounted camera to a screen instead of a standard mirror.

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'Premium casual' approach

The latest addition to Lexus' line-up will offer Kiwis an "accessible path" to owning a luxury vehicle, says the marque.

The LBX is set to reach our shores early next year and, being positioned just below the UX SUV, it will serve as an entry-level option for the range.

Lexus NZ is aiming for the crossover to represent about 15 per cent of its overall new-vehicle registrations in 2024.

Its GA-B compact-class platform has undergone comprehensive renewal for the LBX, along with refinements in electrification technology and core engineering characteristics.

Andrew Davis, vice-president of Lexus NZ, says the LBX embodies a "premium casual" approach to the market.

"This design philosophy establishes a level of refinement



The LBX gets its name from "Lexus Breakthrough X(cross)-over"

that exceeds its class," he explains. "The mission was to develop a compact crossover appealing to customers with taste, seamlessly integrating into their everyday lives as a casual essential."

The LBX has a new grade system. Taking customer feedback into account, it allows customers to select from three themes that

best match their lifestyles and preferences.

The steering wheel switches are integrated with the heads-up display, enabling the driver to easily operate essential functions such as navigation and audio.

The centre display features a touch-enabled 9.8-inch screen with a focus on intuitive operation and the

frequency of use for each function.

A large 12.3-inch full LCD is used for the meter display on two of the grades, and improved instrument panel visibility creates a space conducive to driving.

The LBX boasts a 1.5-litre inline three-cylinder hybrid engine, a compact and lightweight transaxle with enhanced motor output, and a high-output nickel metal hydride hybrid battery.

Battery and motor assistance in response to accelerator input has been enhanced, resulting in minimal delay and a quick motor-like acceleration feel.

A combination of a wide-stance body with short overhangs and flared treads, along with a compact cabin design that positions the front pillars towards the rear, creates proportions with a sense of stability while maintaining a low centre of gravity. ⊕

Maximising space

Ford is aiming for the all-new E-Tourneo Courier to join its Kiwi line-up in 2025.

The marque says the model makes electric-vehicle ownership "easy" with full connectivity, advanced digital experiences and over-the-air updates.

It also "maximises space and practicality in a compact, city-friendly, five-seat multi-activity vehicle boasting distinctive SUV-inspired looks".

The E-Tourneo boasts a 100kW emotor enhanced with a selectable one-pedal driving mode. Motorists can choose from normal, eco and slippery.

It offers 11kW AC and

100kW DC options, and charge management is made easier with Ford's end-to-end home-charging solutions, a handy app and scheduling capability to take advantage of cheaper tariffs when available.

A typical overnight AC charge from 10-100 per cent takes 5.7 hours. At a DC fast charger, customers can add 87km range in 10 minutes and charge from 10-80 per cent in less than 35 minutes.

Practicality is optimised by using a 60-40 split rear bench and it has 44 per cent more boot space than the outgoing Tourneo Courier. Kiwi specifications will be released closer to arrival. ⊕

The new E-Tourneo Courier



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Kiwis deliver winning weekend

Kiwi motorsport stars have shown they can punch above their weight globally following a historic weekend of wins in a range of motorsport events.

Hayden Paddon was among the shining lights last month as he clinched the 2023 FIA European Rally Championship (ERC) despite crashing out of the Barum Czech Rally Zlin.

He became the first non-European competitor to win the ERC in its 70-year history.

Paddon, driving for the BRC Racing Team, was on track to secure the championship when a crash resulted in him losing the right-rear wheel of his car.

Despite that, the Kiwi and co-driver John Kennard were able to celebrate after Märtinš Sesks, their closest competitor, was unable to gather enough points at the August 19-20 event to extend the title fight to the Rally Hungary finale in October.

Paddon was full of pride at his achievements and the team's efforts throughout the season and he hopes to compete again in the ERC.

"What a year, what a team and what a championship!" he posted on social media.

Meanwhile, Marco Giltrap and Chris van der Drift saw off their rivals in South Korea over the same



Hayden Paddon and co-driver John Kennard won the 2023 FIA European Rally Championship despite problems in their last event

Photos: European Rally Championship

weekend to claim the Lamborghini Super Trofeo Asia title with two rounds still to go.

They sealed the championship with Absolute Racing after scoring two wins at South Korea's Inje Speedium.

The pair had to cope with sweltering 35°C heat during the event and also the highly technical 4.9km Speedium circuit, which has 20 turns and plenty of undulation, on their way to claiming victory in both races.

Qualifying P2 for the first race, Giltrap started and maintained track position behind Dan Wells in the Pro-Am entry with co-driver Oscar Lee. Wells would set the pace, building a 1.4-second advantage on Giltrap, but the Kiwi showed excellent pace in the later stages of the stint to quickly close



Paddon and Kennard try to fix their car after losing a rear wheel at the Czech Rally

the gap on his rival to just a couple of car lengths.

The mandatory driver change saw veteran van der Drift take the wheel against Lee, who couldn't match the Kiwi's speed, and it was an easy charge to the chequered flag for the Kiwi duo from there.

The pair entered the second race with a 50-point lead in the championship and knowing another victory would seal the deal in the Pro category.

Van der Drift started in P2, behind Jonathan Cecotto and Qiang Li, but knew he didn't need to battle Cecotto in the opening stint and instead let Giltrap

challenge Li for the win after the driver change. The tactic proved spot on as Giltrap secured the win and the championship, but the Kiwis are keen for more success before the season is over.

"Man, that was a hot one – 35 degrees ambient temp made for challenging conditions, but an awesome weekend in Korea with two more wins," said Giltrap afterwards.

"It was a new track for myself and Chris, so very pleased to get this result and extend our lead in the championship. We'll enjoy this, but it's still eyes forward to Shanghai next month."

During the same weekend in August, rising Kiwi star Callum Hedge took the lead in the Porsche Carrera Cup Australia Championship.

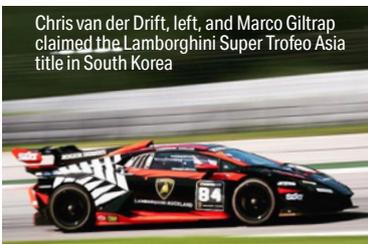
His victory in the final Carrera Cup race at The Bend in South Australia meant he took the championship lead from Australia's Jackson Walls. Hedge's win also completed a clean sweep of the weekend's three races.

Only seven out of 11 laps were completed due to a major crash on the first lap involving several competitors, including Kiwi Chris Pither. A spin in the middle of the pack caused multiple Porsches to collide, leading to a lengthy cleanup and leaving some cars stranded.

The Porsche Carrera Cup returns this month to support the Sandown 500 event, which is part of the Supercars championship, followed by rounds at Bathurst, Gold Coast, and Adelaide to conclude the season. ☺



Chris van der Drift, left, and Marco Giltrap claimed the Lamborghini Super Trofeo Asia title in South Korea



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Liam Lawson is just the 10th New Zealander to race in F1



Lawson making waves in F1

It's a long way from Pukekohe – but Liam Lawson has made an impeccable start to life in Formula 1 under difficult conditions by outracing his team-mate and posting one of the best results of the year for his team.

The door was opened for Lawson to race for AlphaTauri – and become New Zealand's 10th driver to compete in F1 – when Daniel Ricciardo crashed in free practice for the Dutch Grand Prix last month.

The 21-year-old Kiwi finished 13th on his debut, came home in 11th place a week later in Italy and will be hoping to get among the points when the championship resumes in Singapore this month.

His chance to join the big time came after Ricciardo, in just his third grand prix since earning a drive with the Red Bull-backed outfit, fractured his left hand when he smashed into a tyre wall at Zandvoort on the Friday of race weekend.

The injury meant Lawson, a Red Bull junior driver and the named substitute for AlphaTauri, was thrust into action and had little time to prepare.

A shortened and weather-affected period of practice and qualifying left him on the last row

of the grid for the August 27 race but he battled his way through the field and eventually finished 13th.

He also outperformed his team-mate, Yuki Tsunoda, and was the subject of a media frenzy afterwards.

A week later, Lawson was back in the cockpit and qualified 12th and finished 11th at the Monza Grand Prix, where Tsunoda was a non-starter because of electrical issues with his car.

The race was difficult and the team opted to run a two-stop strategy. Lawson was slow at the start and spent most of the race just outside the top 10 with his hopes to get among the points resting on an error from a driver ahead.

It wasn't to be but he fought until the end and in only his second F1 race missed out on snaring his first championship points by just one position.

"A couple of things went wrong, we need to look into the start, as I could have done a better job, and that's where we lost the chance," Lawson says.

"I'm still learning the procedures and definitely starting to feel more comfortable in the car, but I'm just a little bit disappointed with my race, as I

Lawson chats with his race engineers on the grid at Monza



Photos: Getty Images / Red Bull Content Pool

think we may have had the pace for points."

The Monza result was the best qualifying position and best race result for AlphaTauri's "second car". Lawson was also close to matching Tsunoda's best performances this year, with the Japanese driver having managed three 10th-place finishes so far.

Lawson, who is the first Kiwi to tackle F1 since Brendon Hartley's two-season career with Toro Rosso ended in 2018, is due to be back on the grid for at least the Singapore Grand Prix on September 17.

In just two races since replacing the injured Ricciardo, Lawson has produced better

results than the Aussie, prompting speculation a full-time drive may not be far away.

Red Bull F1 boss Christian Horner has praised the New Zealander's efforts and says he will continue in the seat for now.

"Certainly Singapore, I don't think there's any chance [Ricciardo] will be ready for then," Horner adds. "And I think it will be optimistic for Japan."

He notes Lawson has fitted in well after being thrust into action at AlphaTauri and did a "solid job" for the team in Italy.

It's a busy year for Lawson, who is also battling for dominance in Japan's premier Super Formula open-wheeler category. 🇳🇵



The "new kid on the block" has attracted plenty of media attention



Practising pit stops in the wet at Zandvoort



Lawson overcame atrocious conditions and minimal seat time to finish 13th at the Dutch GP

Difficult to diagnose transmission issue results in buyer seeking tribunal ruling

Background

Rajveer Singh wanted to reject the 2014 Audi A5 Sportback he bought for \$26,500 from M&R Motors on October 12, 2022, when its odometer reading was 21,390km.

He said its dual-mass flywheel needed replacing at an estimated cost of about \$4,000. He considered it was a serious fault, so he wanted a refund of the purchase price.

The trader claimed the vehicle had been assessed by two mechanics and a transmission specialist, and none had found significant issues. However, M&R Motors was prepared to fix the car if it was proven to be faulty.

The case

On the day Singh purchased the Audi, he noticed a ticking or rattling noise from the engine bay when it was in neutral or idling in park. It became worse during his ownership.

The trader had the vehicle assessed by Midas Glenfield at the start of November last year. It said the noise might have been due to it being unused for some time and would likely go away over time when driven.

As Singh continued to use the Audi, he said the noise worsened, so the dealer checked it at the end of January. No noise was detected from the transmission. However, Singh was advised to have it looked at again.

Midas Glenfield suspected the car had an issue with its transmission and it needed to be investigated by a specialist.

Endeavour Motors then assessed it and identified an engine noise, but its cause was unknown.

The trader arranged for the Audi to be inspected by Kaska Transmissions North Shore, but the dealer said it detected no issues.

The buyer then visited Kaska Transmissions and explained the problems he was having and said a technician identified the noise.

Singh added the technician advised him to continue to use the vehicle and if the noise remained then further assessment would be required.

The dealer was then asked to fix the vehicle. It offered to have it assessed again by an Audi specialist with Singh paying the cost of any diagnosis.

The buyer didn't want to pay for this, so the trader agreed to do so. The parties then had a dispute about what might happen following any diagnosis, so the dealer advised him to lodge a claim with the tribunal.

Singh had since had the Audi assessed by two specialists – Kaska Transmissions Otahuhu and Transmission Solutions NZ.

The former found the car was shuddering in park. It suspected this was caused by the dual-mass flywheel, which would cost \$4,094 to replace. Transmission Solutions reported the vehicle "drives fine", but detected a "minor noise" from the flywheel.

The trader's spokesman, Aydar Alifu, said Singh shouldn't be entitled to reject under the Consumer Guarantees Act (CGA)

because none of the mechanics who assessed the Audi had conclusively diagnosed any fault.

He added Singh declined to have the car assessed by an Audi specialist because he wanted to reject it if a serious fault was found.

The finding

The evidence, particularly videos provided by Singh, showed the transmission was making an unusual noise while in park or neutral and the dual-mass flywheel was failing because there should have been no noise coming from it.

The fault meant the vehicle wasn't of acceptable quality under section six of the CGA because it wasn't free of minor defects.

Singh claimed he should be entitled to reject it because he complained of the noise shortly after purchase and the trader had failed to fix the problem despite being given many opportunities to do so.

But before the dealer was obliged to repair the vehicle, Singh had to prove it was faulty and none of the technicians had provided conclusive evidence of the noise's precise cause.

After lodging this claim, the buyer organised two inspections. However, because evidence provided to the trader by Singh before he filed this claim didn't provide a clear diagnosis, the tribunal found the dealer hadn't failed to rectify that fault.

In this case, it was ruled the Audi was safe and usable, and a

The case: The buyer wanted to reject his low-mileage Audi A5 because it had a noisy transmission when the engine was idling in park and neutral. The trader had the vehicle assessed and said that no significant fault had been found with it.

The decision: The purchaser's application to reject the car was dismissed. The dealer was ordered by the adjudicator to remedy the Audi's dual-mass flywheel and pay costs of almost \$104 to the consumer.

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

reasonable person wouldn't have refused to buy it because of the transmission noise.

That said, a reasonable consumer would expect the supplier to rectify that defect within a reasonable time.

The buyer wasn't entitled to reject the car. Instead, under section 18 of the CGA, he was entitled to have the noise problem rectified within a reasonable time.

Singh was also entitled to recover the \$94.67 cost of the diagnosis performed by Transmission Solutions, and \$9.15 for hiring a taxi to collect the vehicle from there on February 2, 2023.

These costs were a reasonably foreseeable consequence of the car's failure to comply with the CGA's guarantee of acceptable quality.

Orders

The application to reject the Audi was dismissed. The trader was ordered to fix its dual-mass flywheel and pay costs of \$103.82 to the buyer. ☺



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Trader's description of vehicle being in 'great condition' rejected by adjudicator

Background

Jessa Fadriquela wanted to reject a 2010 Nissan Note immediately after she paid \$5,995 to NZ Cars Ltd for it on December 21, 2022.

She bought it sight unseen after being told it was in "great condition". When she picked it up, she noticed black mould on the upholstery and was unhappy with the poor condition of its exterior paintwork.

Fadriquela also wanted to have the credit agreement she entered into with a finance company to purchase the Note assigned to NZ Cars.

In addition, she applied to recover more than \$11,000 in compensation for rental vehicle and other transport costs, distress and lost wages.

NZ Cars refused to accept the rejection because it had cleaned the Note's interior and said the buyer was happy with its exterior.

The case

Fadriquela saw the vehicle advertised on NZ Cars' website when she was in isolation after contracting Covid-19, so she didn't inspect it pre-purchase.

When Fadriquela collected the car, she noticed black marks on the rear seats and untidy paintwork so she rejected it, which wasn't accepted by the trader. She provided photos taken that day. They showed black marks on the rear seat and front-passenger door. The driver's side-front panel was discoloured.

A month later, Fadriquela had AA Motoring assess the car. Its

report included it had numerous scratches and minor repairs to exterior panels, and the interior was acceptable for its age and mileage although there was staining throughout.

The report added a battery mounting clamp and roof-rail trims were missing, the ignition switch was damaged and both rear-trailing arms were perishing.

In addition, the front brake pads were low, there was oil seepage on bottom of the transmission, rust was forming on the front radiator's support panel, and plastic trim around the steering column and adjustment lever was broken.

Fadriquela again told the trader she wanted to reject the car.

NZ Cars' manager, Hemant Kumar, said the black marks were a grease-like substance and it had cleaned the vehicle.

Naidu said he told her the paintwork was discoloured and the interior had fading, which was why the price has been reduced by \$2,000.

Fadriquela disagreed and pointed to Naidu's message that the Nissan had "been on the yard for three months, that's why [it's] going cheap".

The finding

Fadriquela's photos showed the interior was dirty when the vehicle was supplied and she also had pictures of its inside after NZ Cars tried to clean it. The upholstery was still stained and there were black spots in places.

Therefore, the Nissan's interior

failed to comply with section six of the CGA because it was unacceptable to a reasonable person. That was particularly the case given the representation it was in "great condition".

The tribunal accepted Fadriquela's evidence that Naidu didn't tell her the interior was stained. Naidu also messaged her pre-purchase stating the car was good, had a low mileage and was cheap because it had been on the yard for three months.

The photos showed the Note's clear coat had completely failed on the roof and driver's front door. Someone had tried to buff the paintwork, which had cut through to the undercoat. This had left a swirling pattern visible.

A consumer must have realistic expectations about a 12-year-old and \$5,995 vehicle, and should understand it will have cosmetic blemishes and damage consistent with its age.

However, this car's steering column trim and adjustment lever were also broken. Its accumulated defects amounted to a substantial failure under section 21 of the CGA.

It was ruled that Fadriquela was entitled to reject the car and be refunded all amounts paid for it.

In this case, that was \$176.54 being all payments, less penalty interest and late fees charged due to missed repayments, made under the loan she took out to buy it. She was also entitled to recover the cost of AA Motoring's assessment.

Fadriquela sought \$4,000 for emotional distress due to the

The case: The dealer sold a Nissan Note sight unseen after telling the buyer it was in great condition. However, its exterior paintwork was damaged, the interior was dirty and it had some other issues. The purchaser rejected the vehicle immediately. The trader didn't accept this and cleaned its interior.

The decision: The buyer's application to reject the car under the Consumer Guarantees Act was upheld and her finance agreement was transferred to the dealer.

At: The Motor Vehicle Disputes Tribunal via audio link.

defects and dealing with NZ Cars, and \$3,914 compensation for lost wages.

However, such damages for distress are reserved for exceptional cases. With respect to claiming for lost wages, the tribunal wasn't satisfied the damage was a reasonably foreseeable consequence of the car's failure to comply with the CGA because it was still useable, so this part of Fadriquela's application was also dismissed.

She also wanted back \$3,000 incurred in renting a vehicle from a friend but provided no evidence to corroborate this. In addition, her Note remained usable and it wasn't necessary to incur this cost, so this part of the claim was declined.

Orders

The rejection was upheld and the buyer's obligations under the loan agreement with the finance company were assigned to the dealer. The trader was ordered to pay costs of \$385.54 to the purchaser and uplift the vehicle. ⊕

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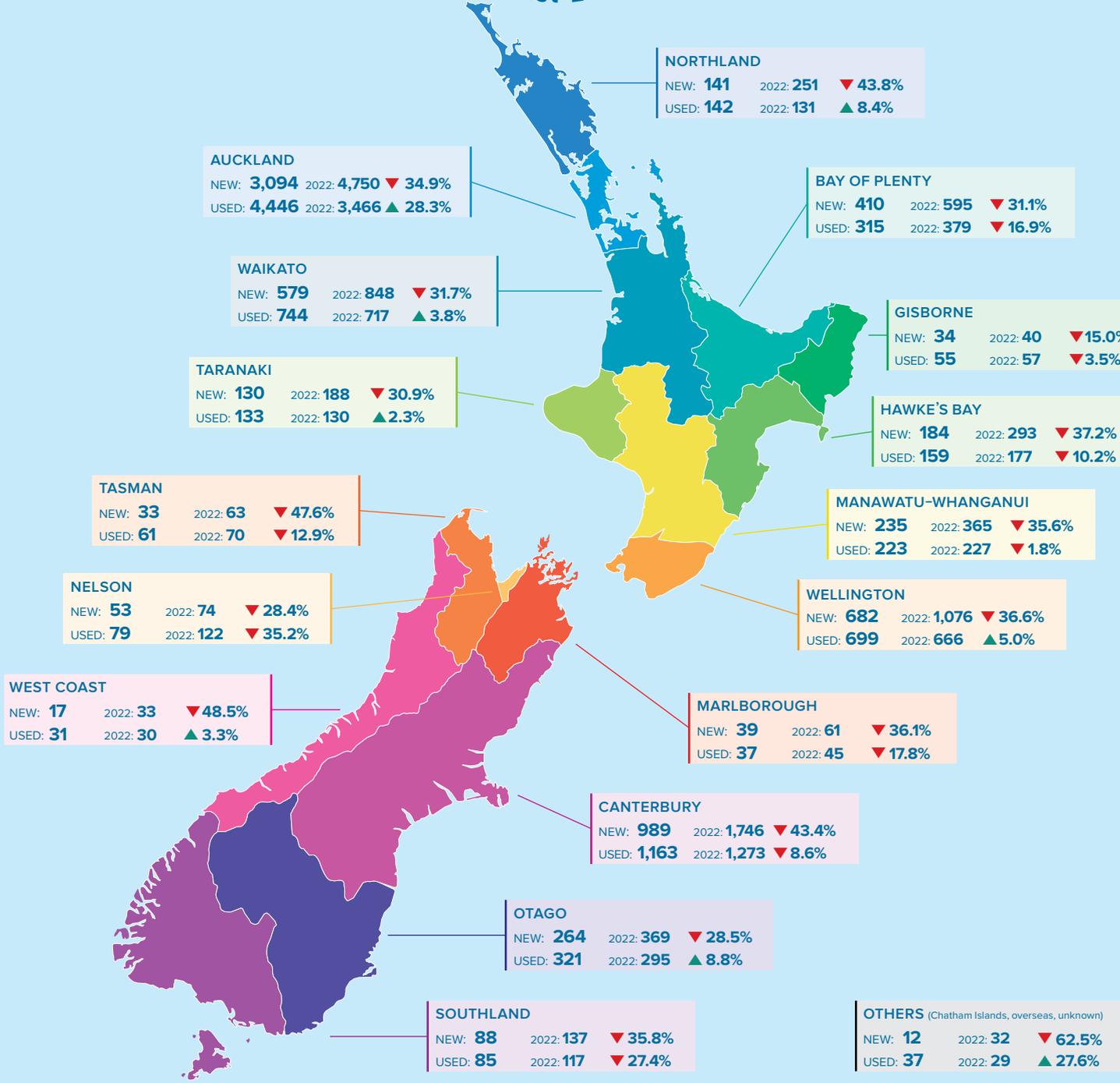
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Imported Passenger Vehicle Sales by Make - August 2023

MAKE	AUG'23	AUG'22	+/-%	AUG'23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Toyota	4,184	2,914	43.6	47.9%	30,211	40.8%
Nissan	1,277	1,008	26.7	14.6%	10,460	14.1%
Mazda	860	1,244	-30.9	9.9%	9,465	12.8%
Honda	677	520	30.2	7.8%	5,293	7.2%
Subaru	374	471	-20.6	4.3%	4,407	6.0%
Suzuki	225	195	15.4	2.6%	1,972	2.7%
Mitsubishi	223	255	-12.5	2.6%	2,120	2.9%
Volkswagen	209	308	-32.1	2.4%	2,559	3.5%
BMW	186	277	-32.9	2.1%	2,107	2.8%
Lexus	130	121	7.4	1.5%	959	1.3%
Audi	116	196	-40.8	1.3%	1,416	1.9%
Mercedes-Benz	95	145	-34.5	1.1%	1,169	1.6%
Ford	30	57	-47.4	0.3%	321	0.4%
Chevrolet	17	26	-34.6	0.2%	112	0.2%
Land Rover	16	26	-38.5	0.2%	126	0.2%
Mini	12	9	33.3	0.1%	126	0.2%
Tesla	9	2	350.0	0.1%	31	0.0%
Peugeot	8	6	33.3	0.1%	61	0.1%
Volvo	8	35	-77.1	0.1%	156	0.2%
Jaguar	7	9	-22.2	0.1%	88	0.1%
Jeep	7	4	75.0	0.1%	71	0.1%
Hyundai	6	11	-45.5	0.1%	56	0.1%
Porsche	6	16	-62.5	0.1%	88	0.1%
Chrysler	5	6	-16.7	0.1%	50	0.1%
Holden	5	5	0.0	0.1%	48	0.1%
Kia	5	5	0.0	0.1%	37	0.1%
Dodge	4	11	-63.6	0.0%	66	0.1%
Plymouth	4	1	300.0	0.0%	12	0.0%
Cadillac	3	2	50.0	0.0%	17	0.0%
Daihatsu	3	1	200.0	0.0%	46	0.1%
Aston Martin	2	0	200.0	0.0%	9	0.0%
MG	2	4	-50.0	0.0%	15	0.0%
Pontiac	2	1	100.0	0.0%	12	0.0%
Renault	2	3	-33.3	0.0%	27	0.0%
Smart	2	4	-50.0	0.0%	34	0.0%
Others	9	33	-72.7	0.1%	236	0.3%
Total	8,730	7,931	10.1	100.0%	73,983	100.0%

Imported Passenger Vehicle Sales by Model - August 2023

MAKE	MODEL	AUG'23	AUG'22	+/-%	AUG'23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Toyota	Aqua	1,516	1,100	37.8	17.4%	10,862	14.7%
Toyota	Prius	1,035	628	64.8	11.9%	7,334	9.9%
Toyota	Corolla	388	262	48.1	4.4%	2,738	3.7%
Nissan	Note	365	180	102.8	4.2%	2,560	3.5%
Nissan	Leaf	359	301	19.3	4.1%	2,147	2.9%
Mazda	Axela	337	460	-26.7	3.9%	3,720	5.0%
Honda	Fit	332	244	36.1	3.8%	2,423	3.3%
Toyota	C-HR	238	204	16.7	2.7%	1,521	2.1%
Mazda	Demio	226	254	-11.0	2.6%	2,056	2.8%
Nissan	X-Trail	192	170	12.9	2.2%	1,546	2.1%
Subaru	Impreza	174	224	-22.3	2.0%	1,961	2.7%
Toyota	Vitz	173	81	113.6	2.0%	1,093	1.5%
Nissan	Serena	172	102	68.6	2.0%	1,959	2.6%
Mitsubishi	Outlander	158	187	-15.5	1.8%	1,498	2.0%
Suzuki	Swift	148	145	2.1	1.7%	1,356	1.8%
Volkswagen	Golf	130	200	-35.0	1.5%	1,706	2.3%
Mazda	CX-5	113	233	-51.5	1.3%	1,436	1.9%
Subaru	XV	105	96	9.4	1.2%	1,092	1.5%
Toyota	Camry	103	60	71.7	1.2%	775	1.0%
Toyota	Sai	96	78	23.1	1.1%	869	1.2%
Honda	Vezel	87	85	2.4	1.0%	673	0.9%
Toyota	Spade	73	23	217.4	0.8%	379	0.5%
Mazda	Premacy	58	105	-44.8	0.7%	808	1.1%
Toyota	Auris	57	71	-19.7	0.7%	371	0.5%
Mazda	Atenza	53	110	-51.8	0.6%	729	1.0%
Toyota	Wish	53	88	-39.8	0.6%	633	0.9%
Honda	CR-Z	51	32	59.4	0.6%	363	0.5%
Toyota	RAV4	50	19	163.2	0.6%	212	0.3%
Volkswagen	Polo	50	56	-10.7	0.6%	483	0.7%
Audi	A3	42	63	-33.3	0.5%	405	0.5%
Toyota	Vellfire	42	8	425.0	0.5%	254	0.3%
Honda	Grace	40	21	90.5	0.5%	350	0.5%
Honda	Insight	40	30	33.3	0.5%	277	0.4%
Toyota	Ractis	38	19	100.0	0.4%	241	0.3%
Nissan	Juke	35	49	-28.6	0.4%	485	0.7%
Others		1,601	1,943	-17.6	18.3%	16,668	22.5%
Total		8,730	7,931	10.1	100.0%	73,983	100.0%



WHAT DO YOU WANT FROM YOUR VEHICLE SUPPLIER?

Action taken for register access

Waka Kotahi has successfully prosecuted a director of an inspecting organisation for the way he used the motor-vehicle register (MVR).

It was the first court action of its kind since the agency's team for regulatory services safer vehicles was established in 2019.

Aucklander Brett Wayne Robinson pleaded guilty to one charge of dishonestly accessing the MVR, says Waka Kotahi.

It adds he misrepresented himself as a person qualified to carry out warrant of fitness (WOF) inspections.

He was sentenced to eight months' home detention and had to pay various costs.

Nicole Botherway, senior manager of safer vehicles, says: "Robinson was never appointed by Waka Kotahi as a vehicle inspector and was issuing WOFs using the

Figures climb

There were 8,730 used-imported cars registered during August, which was up by 10.1 per cent compared to 7,931 in the same month of 2022.

The models' table was topped by three Toyota vehicles, with the Aqua on 1,516 units, the Prius with 1,035 and the Corolla third on 388.

Nissan took the next two spots, with 365 registrations for its Note and 359 for the Leaf.

Toyota also led the marques' ladder with 4,184 units and Nissan was second with 1,277.

details of an inspector who no longer worked at his inspecting organisation."

He issued more than 900 WOFs. "That's more than 900 owners and their passengers, and anyone travelling on the same roads as these vehicles, who had their safety potentially put at risk," she adds.

At the time of the initial investigation, Waka Kotahi revoked the inspecting organisation

appointment held by Robinson and his business partner, and revoked all WOFs issued by Robinson.

Affected owners then had to get new warrants completed.

Botherway says New Zealanders rely on inspectors to carry out their work with integrity and be assured that a passed WOF means the car is safe.

"We have appointed over 8,000 vehicle inspectors at more than 3,500 inspecting organisations," she adds.

"The vast majority carry out inspections correctly. For their sake and the public's, it's important we protect the integrity of the system and act when we find fraudulent behaviour."

The role of the Waka Kotahi's safer vehicles team is to review inspection organisations and inspectors.

If serious non-compliance is found, it has a range of tools to ensure the right regulatory

response is applied, including enforcement.

"Since 2019, we've spent time building our team and capabilities, and putting in place a regulatory framework that's firm and fair," says Botherway.

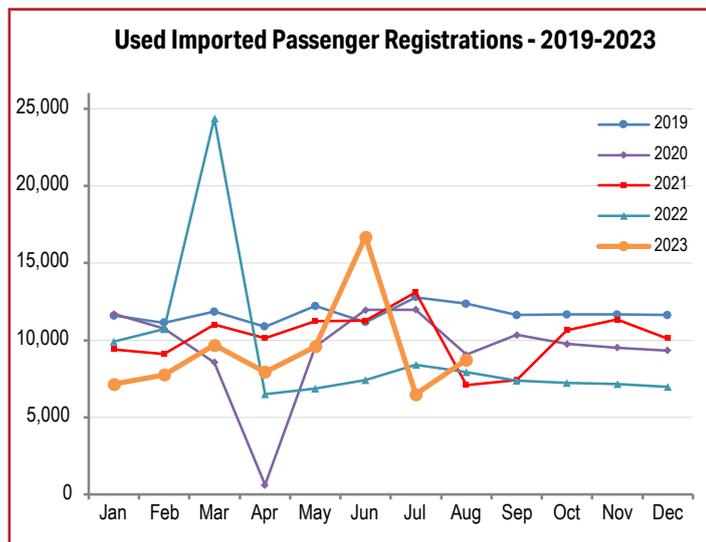
WEBSITE IMPROVED

Waka Kotahi has revamped the menu bar on Rightcar's dealer resources page. The new navigation has links to key tools dealers and importers need for the clean car discount and standard.

These include reference files of vehicles' carbon dioxide (CO2) values, the CO2 account log-in page for the standard and its training hub, and Fuelsaver.

"We've made the changes in response to requests from industry members," says the agency.

"We are also making improvements to Rightcar's vehicle look-up function tool by adding more search options to refine results even further." 🍷



MAKE	AUG'23	AUG'22	+/- %	AUG'23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Full battery electric	386	322	19.9%	4.4%	2,306	3.1%
Plug-in hybrid electric	206	185	11.4%	2.4%	1,545	2.1%
Non plug-in petrol hybrid	4,859	3,261	49.0%	55.7%	35,294	47.7%
Petrol	3,183	3,917	-18.8%	36.5%	33,653	45.5%
Diesel	96	245	-60.8%	1.1%	1,184	1.6%
Others (includes non plug-in diesel hybrid, fuel cell)	0	1	-100.0%	0.0%	1	0.0%
Total	8,729	7,931	10.06%		73,982	

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Talks over port's car imports

The issue of where to import cars into New Zealand is back on the agenda.

Auckland Council is considering plans for the city's waterfront, but they include no proposals on what will happen to motor vehicles.

Mayor Wayne Brown is pushing for the area to be opened to the public with the likes of an open-air swimming pool, an exhibition centre and even an amphitheatre in the water, although the idea of having a stadium there appears to have been canned.

The first round of projects would centre on the bottom of the CBD, which includes Queen's, Captain

Cook and Marsden wharves, and the extension to Hobson Wharf used for the America's Cup.

Brown suggests these areas could be freed up for development "within the next two to five years".

However, they are used by Ports of Auckland Ltd (POAL) for bringing in vehicles and berthing cruise ships.

The plans include no proposals on how they, or any of the port's other operations, might continue. This is because the feasibility of their relocation and detailed costings for future uses have been deemed "out of scope".

Brown says there is "broad

support" among councillors for the first stage of the proposals. The next phase, which would involve removing cars from Bledisloe Wharf, is "not yet over the line".

The proposals are outlined in a report by council agency Eke Panuku, which Brown requested earlier this year.

POAL has yet to be involved in the process. While Queen's Wharf is council-owned, most of the other waterfront areas proposed for development belong to the port.

While the company is owned by Auckland Council, it operates under legislation at arm's length from the local authority.

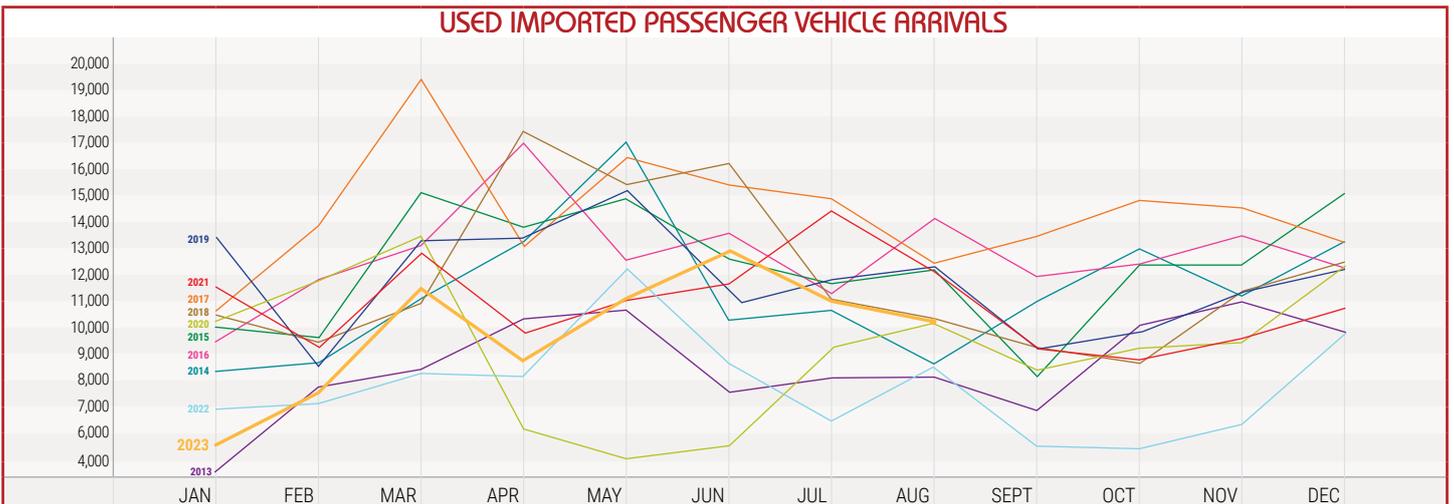
Brown has set a deadline of December 2023 for ideas in the report to be turned into more specific plans.

ACTIVITY INCREASES

The total for used cars imported into New Zealand during August came in at 10,271.

The year-to-date total is now 77,862. That represents an increase of 18.8 per cent when compared to 65,545 by this time in 2022.

Japan, with 10,093 units, accounted for 98.3 per cent of last month's total. In addition, 96 units were brought in from Australia and 29 from the UK. ☺



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	AUG '23	AUG MKT SHARE%	2023 TOTAL	2022 TOTAL	MKT SHARE	2021 TOTAL	MKT SHARE
Australia	126	76	136	85	125	102	90	96	0.9%	836	2,353	2.6%	3,072	2.4%
Great Britain	34	17	24	23	20	17	15	29	0.3%	179	512	0.6%	1,259	1.0%
Japan	4,846	7,246	11,225	8,607	10,740	12,770	10,854	10,093	98.3%	76,381	87,740	95.6%	123,508	94.8%
Singapore	23	3	24	27	28	20	20	15	0.1%	160	423	0.5%	1,378	1.1%
USA	29	18	21	10	21	25	21	22	0.2%	167	487	0.5%	697	0.5%
Other countries	24	12	12	16	20	25	14	16	0.2%	139	250	0.3%	403	0.3%
Total	5,082	7,372	11,442	8,768	10,954	12,959	11,014	10,271	100.0%	77,862	91,765	100.0%	130,317	100.0%



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Industry boosted by funding

The Inspiring Futures Foundation (IFF) has awarded more than \$170,000 in grants in its latest funding round to bring its total to \$430,000 over the past two years.

The organisation was established to provide support for those working and studying in the automotive, transport and logistics, drilling, mining, quarrying and gas industries.

"The industries we support are the backbone of the economy," says Sturrock Saunders, the IFF's chairman.

"Young New Zealanders must be encouraged and supported

to join them, so we consider it an investment in the future to help fund training and resources to help learners be their best."

Recipients of grants to date include the Women in Automotive Collective, MITO Te Pukenga, la Ara Aotearoa Transporting New Zealand, the NZ Collision Repair Association, i-Car NZ and the Auto Super Shoppe Academy.

The IFF – in conjunction with MITO – has also awarded 74 scholarships in 2023 to outstanding learners across a range of industries.

Meanwhile, Louise Sixton and Mark Pizey were confirmed as new

trustees at the foundation's annual meeting. Sixton is general manager of sales and operations at Repco NZ and has deep knowledge of the automotive sector. Pizey is chief executive officer of Central Plains Water and is experienced in mining, irrigation and quarrying.

Saunders, who is also vice-chairman of the Motor Trade Association, says: "Mark and Louise will be real assets to the foundation, and we are delighted with the calibre of these new trustees."

He also acknowledges the "outstanding contribution" of outgoing trustees George

Hollinsworth and Lyndon Leabourne.

"We are further committed to increasing our reach and impact, and we're ambitious about our shared industries," says Saunders.

TRADE-INS INCREASE

Dealers sold 17,205 second-hand passenger vehicles to members of the public during last month.

That was up from 16,354, or by 5.2 per cent, when compared to August 2022.

There were 13,397 trade-ins in August, which represented a 7.2 per cent increase from 12,502 over the same timescale. 📈

SECONDHAND CAR SALES - August 2023

REGION	AUG'23	DEALER TO PUBLIC			PUBLIC TO PUBLIC			PUBLIC TO DEALER		
		AUG'22	+/- %	MARKET SHARE	AUG'23	AUG'22	+/- %	AUG'23	AUG'22	+/- %
Northland	591	521	13.4	3.44	1,763	2,027	-13.0	190	193	-1.6
Auckland	5,802	5,521	5.1	33.72	13,332	12,977	2.7	5,691	5,446	4.5
Waikato	1,761	1,773	-0.7	10.24	3,835	4,242	-9.6	1,254	1,197	4.8
Bay of Plenty	1,134	1,083	4.7	6.59	2,686	2,901	-7.4	690	622	10.9
Gisborne	138	117	17.9	0.80	364	347	4.9	42	31	35.5
Hawke's Bay	626	649	-3.5	3.64	1,399	1,432	-2.3	385	387	-0.5
Taranaki	366	367	-0.3	2.13	1,054	1,033	2.0	203	174	16.7
Manawatu-Whanganui	926	896	3.3	5.38	2,060	2,205	-6.6	780	610	27.9
Wellington	1,531	1,455	5.2	8.90	2,907	3,390	-14.2	1,060	1,005	5.5
Tasman	149	128	16.4	0.87	460	445	3.4	13	21	-38.1
Nelson	175	158	10.8	1.02	395	425	-7.1	164	161	1.9
Marlborough	159	149	6.7	0.92	345	405	-14.8	72	75	-4.0
West Coast	125	123	1.6	0.73	292	303	-3.6	42	39	7.7
Canterbury	2,577	2,291	12.5	14.98	5,154	5,155	0.0	2,222	1,943	14.4
Otago	744	727	2.3	4.32	1,780	1,900	-6.3	452	448	0.9
Southland	319	342	-6.7	1.85	945	943	0.2	137	149	-8.1
Other	82	54	51.9	0.48	147	176	-16.5	0	1	0.0
NZ Total	17,205	16,354	5.2	100.00	38,918	40,306	-3.4	13,397	12,502	7.2

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New Passenger Vehicle Sales by Make - August 2023

MAKE	AUG '23	AUG '22	+/-%	AUG '23 MKTSHARE	2023 YEAR TO DATE	2023 MKT SHARE
Toyota	1,734	1,629	6.4	24.8%	12,599	17.4%
Kia	803	1,565	-48.7	11.5%	7,737	10.7%
Mitsubishi	645	1,365	-52.7	9.2%	6,721	9.3%
Ford	532	184	189.1	7.6%	2,988	4.1%
Suzuki	383	716	-46.5	5.5%	5,080	7.0%
Nissan	294	204	44.1	4.2%	2,271	3.1%
Mazda	292	461	-36.7	4.2%	2,766	3.8%
MG	286	394	-27.4	4.1%	3,346	4.6%
Hyundai	256	599	-57.3	3.7%	5,228	7.2%
Volkswagen	190	191	-0.5	2.7%	2,108	2.9%
Honda	182	288	-36.8	2.6%	2,439	3.4%
BMW	152	147	3.4	2.2%	1,178	1.6%
BYD	131	448	-70.8	1.9%	2,035	2.8%
Mercedes-Benz	131	105	24.8	1.9%	1,073	1.5%
Subaru	125	230	-45.7	1.8%	1,572	2.2%
Tesla	104	1,326	-92.2	1.5%	2,876	4.0%
Land Rover	99	104	-4.8	1.4%	893	1.2%
Lexus	97	86	12.8	1.4%	868	1.2%
Audi	71	88	-19.3	1.0%	902	1.2%
Skoda	71	167	-57.5	1.0%	1,190	1.6%
Haval	56	123	-54.5	0.8%	1,795	2.5%
Volvo	48	53	-9.4	0.7%	451	0.6%
Peugeot	46	140	-67.1	0.7%	579	0.8%
Jeep	33	16	106.3	0.5%	256	0.4%
Mini	26	37	-29.7	0.4%	560	0.8%
Opel	26	0	2,600.0	0.4%	209	0.3%
Polestar	20	9	122.2	0.3%	299	0.4%
GWM	17	0	1,700.0	0.2%	143	0.2%
SsangYong	16	39	-59.0	0.2%	270	0.4%
Jaguar	12	36	-66.7	0.2%	125	0.2%
Cupra	11	21	-47.6	0.2%	247	0.3%
Mahindra	11	1	1,000.0	0.2%	215	0.3%
Ineos	9	0	900.0	0.1%	38	0.1%
Ferrari	8	4	100.0	0.1%	34	0.0%
Porsche	8	31	-74.2	0.1%	318	0.4%
Alfa Romeo	7	12	-41.7	0.1%	39	0.1%
Can-Am	7	3	133.3	0.1%	28	0.0%
Fiat	7	16	-56.3	0.1%	91	0.1%
Bentley	6	2	200.0	0.1%	34	0.0%
Chevrolet	6	0	600.0	0.1%	25	0.0%
Citroen	6	11	-45.5	0.1%	124	0.2%
Maserati	4	3	33.3	0.1%	47	0.1%
Aston Martin	3	9	-66.7	0.0%	35	0.0%
Isuzu	3	22	-86.4	0.0%	108	0.1%
Others	10	36	-72.2	0.1%	314	0.4%
Total	6,984	10,921	-36.0	100.0%	72,254	100.0%

New Passenger Vehicle Sales by Model - August 2023

MAKE	MODEL	AUG '23	AUG '22	+/-%	AUG '23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Toyota	RAV4	773	436	77.3	11.1%	5,114	7.1%
Mitsubishi	Outlander	321	677	-52.6	4.6%	2,348	3.2%
Mitsubishi	Eclipse Cross	233	342	-31.9	3.3%	2,494	3.5%
Ford	Everest	226	74	205.4	3.2%	1,176	1.6%
Kia	Seltos	214	238	-10.1	3.1%	1,336	1.8%
Suzuki	Swift	214	279	-23.3	3.1%	2,921	4.0%
Ford	Escape	208	36	477.8	3.0%	828	1.1%
Kia	Stonic	192	131	46.6	2.7%	1,402	1.9%
Toyota	Highlander	182	208	-12.5	2.6%	983	1.4%
Nissan	X-Trail	173	182	-4.9	2.5%	1,282	1.8%
Toyota	Corolla	172	272	-36.8	2.5%	1,222	1.7%
Toyota	Yaris Cross	161	247	-34.8	2.3%	1,012	1.4%
Toyota	Yaris	157	123	27.6	2.2%	787	1.1%
Kia	Sorento	150	71	111.3	2.1%	994	1.4%
MG	ZS	135	200	-32.5	1.9%	2,469	3.4%
BYD	Atto 3	131	448	-70.8	1.9%	2,027	2.8%
Mazda	CX-5	119	233	-48.9	1.7%	1,222	1.7%
Kia	Niro	113	256	-55.9	1.6%	1,495	2.1%
Toyota	Corolla Cross	111	0	11,100.0	1.6%	843	1.2%
Honda	Jazz	109	171	-36.3	1.6%	1,316	1.8%
Hyundai	Tucson	99	78	26.9	1.4%	1,620	2.2%
MG	4	96	0	9,600.0	1.4%	97	0.1%
Nissan	Qashqai	92	0	9,200.0	1.3%	669	0.9%
Tesla	Model Y	72	581	-87.6	1.0%	2,198	3.0%
Toyota	C-HR	72	99	-27.3	1.0%	960	1.3%
Kia	Sportage	66	370	-82.2	0.9%	1,059	1.5%
Suzuki	Vitara	66	136	-51.5	0.9%	728	1.0%
Hyundai	Santa Fe	61	71	-14.1	0.9%	734	1.0%
Subaru	Outback	61	89	-31.5	0.9%	583	0.8%
Hyundai	Kona	56	174	-67.8	0.8%	1,448	2.0%
Mazda	CX-60	54	0	5,400.0	0.8%	60	0.1%
Ford	Mustang Mach-E	53	0	5,300.0	0.8%	272	0.4%
Mitsubishi	Mirage	46	34	35.3	0.7%	604	0.8%
Suzuki	Ignis	46	71	-35.2	0.7%	572	0.8%
Volkswagen	ID.4	46	0	4,600.0	0.7%	108	0.1%
Honda	ZRV	44	0	4,400.0	0.6%	350	0.5%
Toyota	Land Cruiser	40	52	-23.1	0.6%	393	0.5%
MG	HS	39	116	-66.4	0.6%	338	0.5%
Mitsubishi	ASX	39	295	-86.8	0.6%	686	0.9%
Suzuki	Jimny	38	148	-74.3	0.5%	623	0.9%
Volkswagen	Tiguan	38	52	-26.9	0.5%	683	0.9%
BMW	i	37	29	27.6	0.5%	133	0.2%
Kia	EV6	34	350	-90.3	0.5%	623	0.9%
Subaru	Crosstrek	33	0	3,300.0	0.5%	150	0.2%
Volkswagen	Golf	33	32	3.1	0.5%	232	0.3%
Others		1,529	3,520	-56.6	21.9%	23,060	31.9%
Total		6,984	10,921	-36.0	100.0%	72,254	100.0%

Brand expands dealer network

A Chinese marque is extending its consumer reach in New Zealand by now having 19 dealerships nationally.

MG has announced that Ebbett Rotorua MG, Giltrap MG in central Auckland and Manukau MG in south Auckland have joined its network.

Arek Zywt, MG New Zealand's country manager, says having more dealers is part of the brand's long-term strategy to ensure it's well-represented. It now has 15 franchises across the North Island and four on the South Island.

He adds the new dealerships are joining MG at an "exciting and pivotal time" – and just before the launch of the MG4, "the first fully electric vehicle to be available for sub-\$40,000 post-rebate".

Zywt says the opening of the extra franchises is a vote of confidence in the brand, and will provide "enhanced levels" of servicing and after-sales capability.

"The number of MG-owning families is growing as is our market share," he adds. "From humble beginnings of 681 vehicle sales in 2019 to more than 5,300 last year and almost 3,000 in the first six months of 2023, MG is shooting some great goals.

"Everyone associated with the brand is proud of what we've been able to achieve and excited by what the future holds."



New MG franchises – Manukau MG and Ebbett Rotorua MG, right

GOING FULLY ELECTRIC

Toyota is adding a future-focused badge to its product mix – the Beyond Zero range. It starts with the fully electric bZ4X, the first New Zealand arrivals of which are slated for early next year.

The Beyond Zero premise is for "human-centric vehicles that transform how we interact with our vehicles, others and society", according to the company.

It adds the bZ series will introduce new driving experiences and technologies, and a "zero-harm experience" with extra safety features.

Steve Prangnell, Toyota NZ's vice-president of new vehicles, says the aim isn't just to create battery electric vehicles (BEVs) that eliminate emissions, but to also offer new mobility solutions.

"We're aiming to create value for people and the planet beyond zero emissions," he explains. "The bZ4X SUV is the

first of a range of BEVs we will launch. Toyota is entering the global BEV market with customer experience at the forefront of our strategy and it's the same in New Zealand.

"We're investing in support for customers and the bZ series with a benefits programme, specialist sales staff, technicians and chargers at all our stores."

Globally, Toyota's bZ range is growing in popularity as the

company works towards a net-zero carbon position by 2050. Initially, numbers of the bZ4X will be limited so potential owners are being advised to sign up for updates online.

OFFICIAL OPENING

Tesla Auckland South in Kirkbride Road, Mangere, has been officially opened. The 28,000 square metre site boasts a parts distribution warehouse, collision-repair facility, and delivery and service centres.

The marque has equipped its buildings to use as much solar energy as possible to charge BEVs on-site. Its chargers include those at the front where people can fuel up for free.

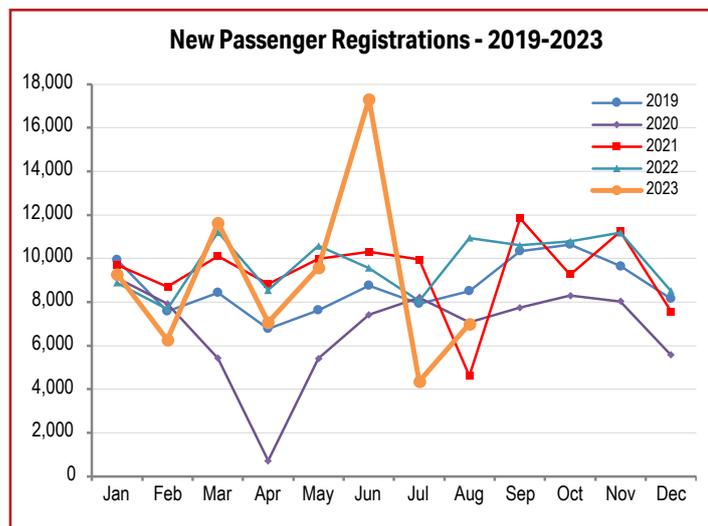
About 40 people are employed at Tesla Auckland South, which has 60 delivery bays, 16 hoists, and a vehicle wash bay that uses and recycles rainwater collected on-site. The site became operational in May with the official opening taking place on July 29. ☺

Sales tumble

Registrations of new cars came in at 6,984 last month. That was down by 36 per cent from 10,921 during the same month of last year.

The Toyota RAV4 topped the models' ladder with 773 units for a market share of 11.1 per cent. Mitsubishi's Outlander came second with 321 followed by its Eclipse Cross on 233.

Next was the Ford Everest with 226 registrations and Kia's Seltos and Suzuki's Swift both on 214.



MAKE	AUG'23	AUG'22	+/- %	AUG'23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Full battery electric	863	2,526	-65.8%	12.4%	11,043	15.3%
Plug-in hybrid electric	780	627	24.4%	11.2%	5,152	7.1%
Non plug-in petrol hybrid	2,494	1,624	53.6%	35.7%	18,213	25.2%
Petrol	2,258	5,320	-57.6%	32.3%	31,586	43.7%
Diesel	589	824	-28.5%	8.4%	6,258	8.7%
Others (includes non plug-in diesel hybrid, fuel cell)	0	0	0.0%	0.0%	2	0.0%
Total	6,984	10,921	-36.05%		72,254	

Marque signals electric shift

Nissan has indicated its next-generation utility and heavyweight SUV will bypass hybrid technology.

Its Navara looks set to be a battery electric vehicle (BEV) as part of the company's bid to roll out 27 electrified models by the start of the next decade.

The leap to zero-emissions drivetrains is also likely to be made with its all-new Y63 Patrol with Nissan expecting its line-up to include BEVs by 2030.

Guillaume Cartier, chairman of the management committee for Africa, Middle East, India, Europe and Oceania, is upbeat about the marque's electric shift.

He gave strong hints during a

recent visit to Australia that heavy-duty models will utilise solid-state batteries in the company's advance to fully electric. He describes this technology as a "game-changer".

While the new the Patrol and Navara will be launched with internal combustion engines, they will also be engineered for EV applications.

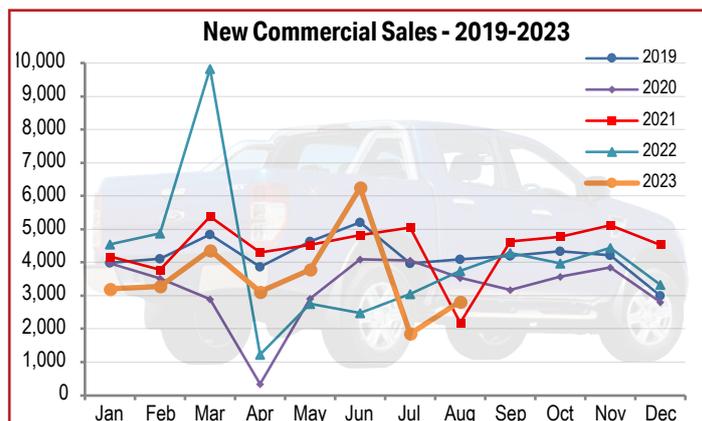
Cartier suggested future electric

variants of high performance or high-load models will be fitted with solid-state batteries, which have higher energy density than lithium-ion units.

When asked if the next Patrol would adopt Nissan's e-POWER hybrid systems, he replied: "This type of car is more linked to solid-state battery technology."

"If you have a car that you want to keep the capability, if it's a car that's more than two tonnes, the battery you need to have makes it heavier and more expensive."

Solid-state batteries use a solid electrolyte to improve efficiency and safety without intense cooling requirements current BEVs need.



New Commercial Sales by Make - August 2023

MAKE	AUG '23	AUG '22	+/- %	AUG '23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Ford	912	945	-3.5	32.3%	7,900	27.5%
Toyota	708	1,044	-32.2	25.1%	8,079	28.1%
Mitsubishi	153	332	-53.9	5.4%	2,701	9.4%
Isuzu	150	236	-36.4	5.3%	1,714	6.0%
Mercedes-Benz	120	85	41.2	4.2%	536	1.9%
Fuso	93	114	-18.4	3.3%	839	2.9%
Nissan	78	123	-36.6	2.8%	972	3.4%
Hino	76	77	-1.3	2.7%	535	1.9%
Scania	75	50	50.0	2.7%	428	1.5%
Iveco	71	32	121.9	2.5%	366	1.3%
Hyundai	49	25	96.0	1.7%	407	1.4%
Volkswagen	41	50	-18.0	1.5%	712	2.5%
UD Trucks	38	22	72.7	1.3%	223	0.8%
LDV	26	201	-87.1	0.9%	839	2.9%
Fiat	25	66	-62.1	0.9%	215	0.7%
Kenworth	24	17	41.2	0.8%	122	0.4%
CRRC	23	0	2,300.0	0.8%	42	0.1%
Volvo	23	27	-14.8	0.8%	211	0.7%
DAF	19	17	11.8	0.7%	170	0.6%
Ram	19	31	-38.7	0.7%	206	0.7%
Others	102	249	-59.0	3.6%	1,489	5.2%
Total	2,825	3,743	-24.5	100.0%	28,706	100.0%

New Commercial Sales by Model - August 2023

MAKE	MODEL	AUG '23	AUG '22	+/- %	AUG '23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Ford	Ranger	842	934	-9.9	29.8%	7,229	25.2%
Toyota	Hilux	465	894	-48.0	16.5%	6,308	22.0%
Mitsubishi	Triton	153	298	-48.7	5.4%	2,689	9.4%
Toyota	Hiace	152	129	17.8	5.4%	1,279	4.5%
Mercedes-Benz	Sprinter	98	79	24.1	3.5%	365	1.3%
Toyota	Land Cruiser	91	21	333.3	3.2%	489	1.7%
Nissan	Navara	78	123	-36.6	2.8%	972	3.4%
Ford	Transit	70	11	536.4	2.5%	661	2.3%
Iveco	Daily	56	21	166.7	2.0%	273	1.0%
Isuzu	N Series	49	52	-5.8	1.7%	346	1.2%
Isuzu	F Series	47	49	-4.1	1.7%	368	1.3%
Isuzu	D-Max	42	127	-66.9	1.5%	884	3.1%
Hyundai	Staria Load	35	17	105.9	1.2%	334	1.2%
Hino	500	34	27	25.9	1.2%	254	0.9%
Fiat	Ducato	25	66	-62.1	0.9%	213	0.7%
CRRC	ET12max	23	0	2,300.0	0.8%	42	0.1%
Hino	300	23	35	-34.3	0.8%	155	0.5%
Hino	700	19	15	26.7	0.7%	125	0.4%
LDV	G10	19	28	-32.1	0.7%	256	0.9%
Ram	1500	18	27	-33.3	0.6%	194	0.7%
Others		486	790	-38.5	17.2%	5,270	18.4%
Total		2,825	3,743	-24.5	100.0%	28,706	100.0%



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◀ That also makes them smaller and lighter. In turn, they can provide more electricity with less weight. This is something that will become increasingly important for vehicles with big power or distance requirements.

It means models such as the Navara and Patrol may be able to offer the range and load-carrying ability, including 3.5-tonne towing capability, that consumers expect of them.

The next-generation Navara is expected around 2025 and it's unlikely the BEV version would be available from launch. However, it's likely an electric variant will be one of 19 BEVs Nissan is planning by 2030.

The challenges faced by solid-state batteries, such as poor stability and high surface resistance, are being

addressed through research and development efforts by various institutions and companies.

That said solid-state units will be cheaper to manufacture than existing NMC and LFP lithium-ion batteries.

While solid-state batteries do have the potential to be a game-changer, improvements

to current battery technology and the development of sodium-ion batteries could impact their widespread adoption.

Electric versions of the Navara and Patrol will be important for Nissan, particular in the face of upcoming electric utes from Toyota, Ford, Kia and some Chinese brands.

The next replacement for the Leaf may well be an SUV. Battery versions of the Juke, Qashqai and X-Trail are also due within a couple of years.

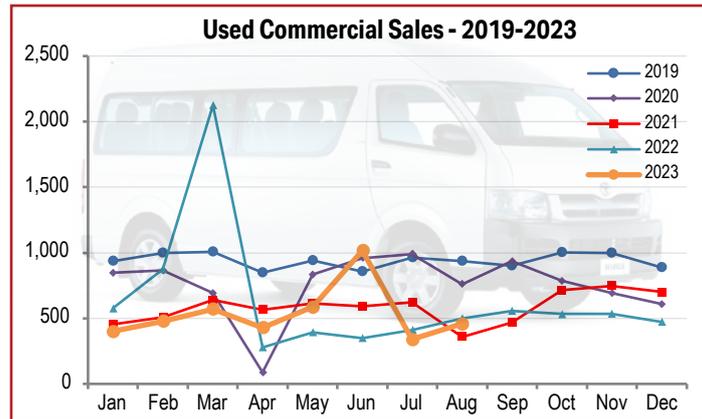
In China, Nissan has revealed an all-electric Pathfinder and a concept for a fully electric SUV called the Arizon.

SECTOR SLIDES

There were 2,825 new commercials registered in August. The total was down by 24.5 per cent from 3,743 in the same month of last year.

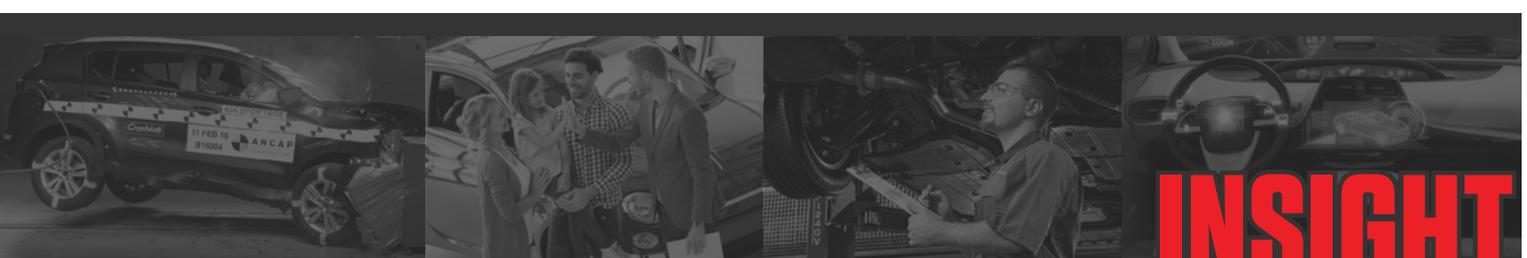
Ford's Ranger topped the models' ladder with 842 units. The Toyota Hilux and Mitsubishi Triton were second and third with 465 and 153 respectively.

There were 457 used-imported commercials registered in August for a year-on-year decrease of 7.9 per cent. ☹



MAKE	AUG'23	AUG'22	+/-%	AUG'23 MKTSHARE	2023 YEAR TO DATE	2023 MKT SHARE
Toyota	221	179	23.5	48.4%	1,946	45.5%
Nissan	96	83	15.7	21.0%	946	22.1%
Hino	29	52	-44.2	6.3%	265	6.2%
Isuzu	27	45	-40.0	5.9%	255	6.0%
Mitsubishi	23	36	-36.1	5.0%	217	5.1%
Ford	9	18	-50.0	2.0%	141	3.3%
UD Trucks	9	9	0.0	2.0%	34	0.8%
Holden	6	8	-25.0	1.3%	54	1.3%
Mitsubishi Fuso	5	1	400.0	1.1%	17	0.4%
Chevrolet	4	10	-60.0	0.9%	39	0.9%
Daihatsu	4	14	-71.4	0.9%	75	1.8%
Mercedes-Benz	4	4	0.0	0.9%	16	0.4%
Fuso	3	2	50.0	0.7%	13	0.3%
Mazda	3	5	-40.0	0.7%	46	1.1%
Volkswagen	3	5	-40.0	0.7%	21	0.5%
GMC	2	2	0.0	0.4%	7	0.2%
LDV	2	0	200.0	0.4%	15	0.4%
Suzuki	2	2	0.0	0.4%	40	0.9%
Fiat	1	1	0.0	0.2%	16	0.4%
Mack	1	1	0.0	0.2%	2	0.0%
Others	3	19	-84.2	0.7%	111	2.6%
Total	457	496	-7.9	100.0%	4,276	100.0%

MAKE	MODEL	AUG'23	AUG'22	+/-%	AUG'23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Toyota	Hiace	165	125	32.0	36.1%	1,402	32.8%
Nissan	NV350	50	41	22.0	10.9%	582	13.6%
Hino	Dutro	23	38	-39.5	5.0%	196	4.6%
Toyota	Regius	23	6	283.3	5.0%	251	5.9%
Nissan	Caravan	21	12	75.0	4.6%	168	3.9%
Isuzu	Elf	19	27	-29.6	4.2%	171	4.0%
Toyota	Dyna	19	26	-26.9	4.2%	143	3.3%
Fuso	Canter	17	25	-32.0	3.7%	146	3.4%
Nissan	Atlas	11	5	120.0	2.4%	70	1.6%
Isuzu	Forward	8	10	-20.0	1.8%	65	1.5%
Toyota	Toyoace	8	7	14.3	1.8%	80	1.9%
Ford	Ranger	5	7	-28.6	1.1%	71	1.7%
Chevrolet	Colorado	5	5	0.0	1.1%	38	0.9%
Fuso	Fighter	5	2	150.0	1.1%	13	0.3%
Nissan	Condor	5	2	150.0	1.1%	17	0.4%
Daihatsu	Hijet	4	14	-71.4	0.9%	75	1.8%
Hino	Ranger	4	10	-60.0	0.9%	57	1.3%
Nissan	Civilian	4	3	33.3	0.9%	29	0.7%
Toyota	Hilux	4	11	-63.6	0.9%	39	0.9%
UD Trucks	Quon	4	7	-42.9	0.9%	17	0.4%
Others		53	113	-53.1	11.6%	646	15.1%
Total		457	496	-7.9	100.0%	4,276	100.0%



INSIGHT

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Shortfall in rentals anticipated

New Zealand may be up to 10,000 rentals short for the 2023/24 summer season with fears the clean-car programme is hampering efforts to boost numbers.

Ben McFadgen, chief executive officer of the Rental Vehicle Association of NZ (RVA), says overseas visitor numbers are expected to climb to more than 2.75 million this year.

If that's the case, incoming visitor numbers will be about 90 per cent of the total before the coronavirus pandemic.

McFadgen says the rental market is "not quite" ready for such an influx of tourists and will only be able to increase its new-car fleet by around 15,000 vehicles, "leaving us 7,500 to 10,000 short".

This is because of supply-chain problems affecting vehicle

deliveries and parts availability, and changes to the clean-car policies having impacted on prices.

"The motor-vehicle industry is significantly challenged by the government's decarbonisation timeline," says McFadgen. "It will affect supply and could potentially affect vehicle safety. We believe this puts New Zealand's economic and social health at risk."

The RVA supports the government's vision to create a cleaner fleet, and recognises the uptake of modern vehicles with internal-combustion engines and hybrids will significantly lower emissions.

In addition, newer, safer and lower-emitting models are pushed into the second-hand market when operators renew their fleets.

McFadgen adds: "We believe focusing on a more modern fleet

is a viable way to transition to zero emissions."

BMW New Zealand, meanwhile, reports rising interest in electric vehicles (EVs) has resulted in a sales surge over the past two years.

Managing director Adam Shaver says EV registrations more than doubled in the first half of 2023 compared to 2022.

In 2021, 61 electric BMWs were sold here. That number increased six times to 366 the following year. In the first six months of this year, the total was 313.

It means almost one-in-four new BMWs sold locally is an EV, while the Mini Electric hatch is that brand's most popular seller.

Shaver is proud of the results because the first half of this year haven't been without challenges, "whether natural weather events or market conditions". ☺

Imports increase

Imports of new cars during August totalled 10,464. This was up by 5.4 per cent from the same month a year earlier, and 26.7 per cent higher than July's total of 8,261.

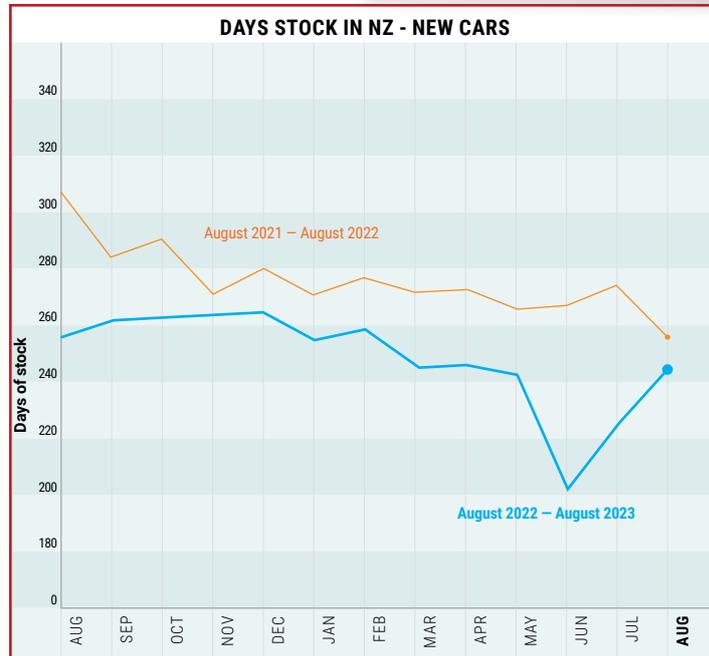
There were 6,984 new passenger vehicle registrations last month, which was down by 36 per cent from 10,921 in August 2022 but a 61.1 per cent increase from 4,335 units in July.

It means the stock of new cars still to be registered has increased by 3,480 to 75,715. Daily registrations, as averaged over the previous 12 months, stand at 310 units per day – down from 316 a year earlier.

Stock at-hand has risen from 225 days at the end of July to 244, or eight months, if sales continue at the current rate. In August 2022, stock at-hand stood at 255 days.

Dealer stock of new cars in New Zealand

	CAR SALES		VARIANCE	STOCK	DAILY SALES -12-MONTH AVERAGE	DAYS STOCK AT HAND
	IMPORTED	REGISTERED				
Aug '22	9,928	10,921	-993	80,597	316	255
Sep '22	11,219	10,586	633	81,230	312	260
Oct '22	12,011	10,738	1,273	82,503	316	261
Nov '22	11,493	11,157	336	82,839	316	262
Dec '22	9,936	8,491	1,445	84,284	319	264
Jan '23	5,985	9,253	-3,268	81,016	320	254
Feb '23	6,381	6,247	134	81,150	316	257
Mar '23	7,506	11,613	-4,107	77,043	317	243
Apr '23	6,045	7,037	-992	76,051	313	243
May '23	8,018	9,555	-1,537	74,514	310	240
Jun '23	11,025	17,230	-6,205	68,309	331	206
Jul '23	8,261	4,335	3,926	72,235	321	225
Aug '23	10,464	6,984	3,480	75,715	310	244
Year to date	63,685	72,254				
Change on last month	26.7%	61.1%		4.8%		
Change on Aug 2022	5.4%	-36.0%		-6.1%		
	MORE IMPORTED	LESS SOLD		LESS STOCK		



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Busy working for the industry

The Imported Motor Vehicle Industry Association (VIA) is continuing its mission to “keep the doors open”.

The organisation’s work can be divided into three areas with the first being “current”, such as providing technical advice and support, and dealing with urgent matters as they arise, like biosecurity and Covid-19 lockdown responses.

As for the “medium term”, there’s political advocacy and consultation on proposed legislation to ensure the used-imports industry is well-represented.

Then there’s the “future”, which involves monitoring and researching trends and changes likely to impact on the sector.

In the technical space, VIA provides a range of services, former chief executive David Vinsen

explains in his final annual report.

These include applications to Waka Kotahi for exemptions on compliance issues, assistance with documents for imports, liaison with the transport agency and Ministry of Transport (MoT), and advice and help with entry-certification issues.

In addition, there’s participation in working groups on matters relating to vehicles and road transport, liaison and consultation with the Ministry for Primary Industries (MPI) and Biosecurity NZ, working with manufacturers for technical information and research into international standards.

When it comes to political advocacy, VIA continues to deal with ministers, opposition spokespeople and government officials. Its policy is to ensure people from all parties are fully briefed.

While the association continues

close liaison with the trade media, its continued policy is to not promote VIA to the public.

The aim is to confine communications activities to members and the trade unless there are specific issues of public interest, which is when it may comment and give interviews.

VIA and other industry associations liaise with and maintain ongoing relationships with a range of third parties.

In addition to those already mentioned, these include the NZ Customs Service, Ministry of Business Innovation and Employment, the Ministry of Economic Development and its enforcement team, Ministry for the Environment, Commerce Commission, and the Energy Efficiency and Conservation Authority. ☺

Stock levels rise

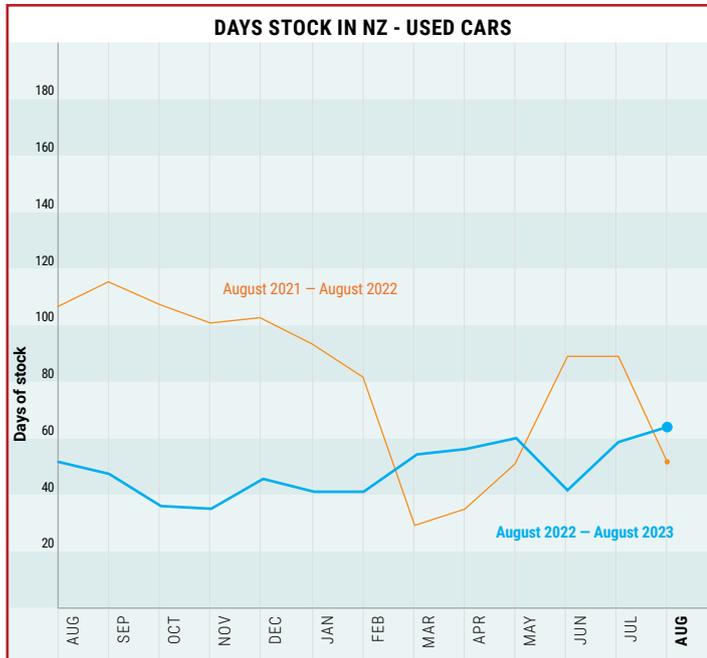
There were 10,271 used cars imported last month, which was up by 19.5 per cent from 8,594 in August last year.

The figure was 6.7 per cent lower than in July when 11,014 units crossed our border.

A total of 8,730 units were registered in August. This was 10.1 per cent more than 7,931 in the same month of last year and up by 34.5 per cent from 6,493 in July.

With 1,541 more used cars imported than registered last month, it took unregistered stock on dealers’ yards, or in compliance shops, up to 17,907 units. This was 8.5 per cent higher than 16,506 a year ago.

Average daily registrations rose to 281 – but were down from 333 a year ago – and there is 64 days’ stock remaining.



	CAR SALES			STOCK	DAILY SALES -12-MONTH AVERAGE	DAYS STOCK AT HAND
	IMPORTED	REGISTERED	VARIANCE			
Aug '22	8,594	7,931	663	16,506	333	50
Sep '22	5,096	7,356	-2,260	14,246	333	43
Oct '22	5,064	7,231	-2,167	12,079	323	37
Nov '22	6,297	7,149	-852	11,227	312	36
Dec '22	9,781	6,980	2,801	14,028	304	46
Jan '23	5,082	7,131	-2,049	11,979	295	41
Feb '23	7,372	7,760	-388	11,591	287	40
Mar '23	11,442	9,676	1,766	13,357	247	54
Apr '23	8,768	7,939	829	14,186	251	56
May '23	10,954	9,580	1,374	15,560	259	60
Jun '23	12,959	16,674	-3,715	11,845	284	42
Jul '23	11,014	6,493	4,521	16,366	279	59
Aug '23	10,271	8,730	1,541	17,907	281	64
Year to date	77,862	73,983				
Change on last month	-6.7%	34.5%		9.4%		
Change on Aug 2022	19.5%	10.1%		8.5%		
	MORE IMPORTED	MORE SOLD		MORE STOCK		

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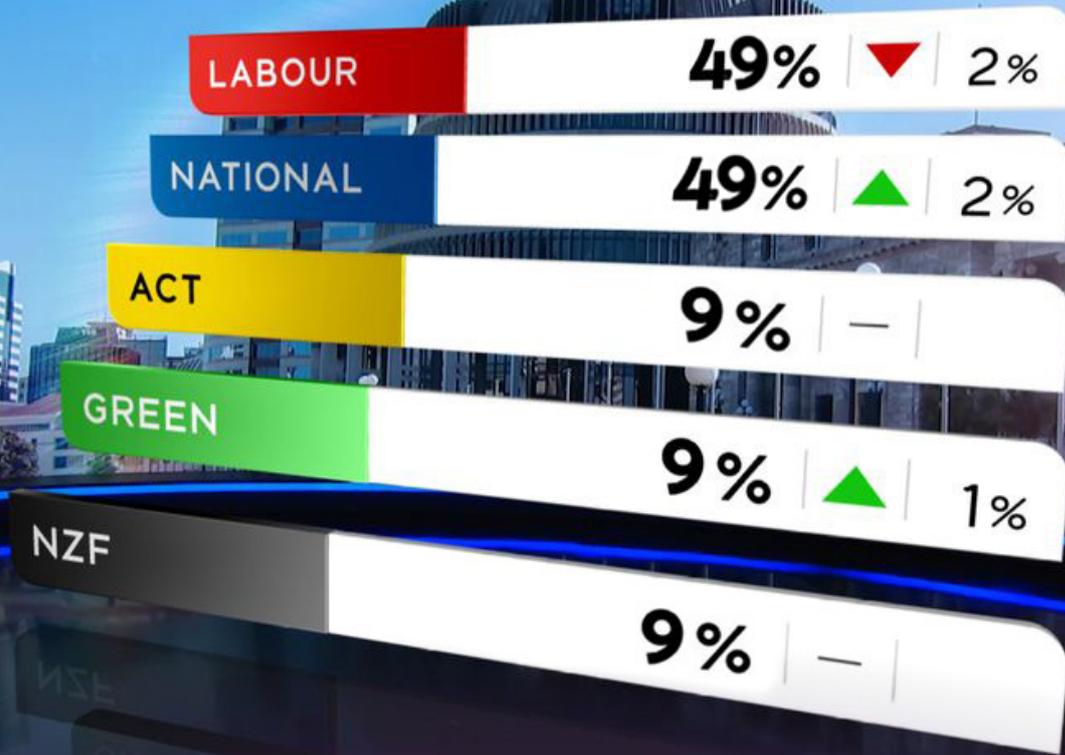
Our aim is to ensure we ship your vehicles as fast as we can cutting out unnecessary and costly delays. With spaces available on next vessel direct sailings from Japan to New Zealand our speed of delivery won't slow your business down.

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