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Industry victory over emissions standards

Emissions tests under the WLTP regime being completed

Outgoing Minister of Transport listens to importers' concerns and aligns stricter vehicle exhaust regulations with Australia

Associations representing the automotive industry have secured some major gains thanks to last-minute revisions being made to future import regulations.

David Parker, the outgoing Minister of Transport, signed off on the Land Transport Rule: Vehicle Exhaust Emissions Amendment 2023 last month.

The changes include the timetable for introducing more stringent measures on new light vehicles being pushed back by more than two years from the government's original proposals, a move welcomed by the Motor Industry Association (MIA).

There's also good news for used-vehicle importers. Moving forward, the border-inspection process, which mainly takes place in Japan, will be adopted as the point of compliance for the emissions rules instead of certification for entry into service.

This shift is helpful in minimising the impact of shipping delays and had been flagged during consultation by the Imported Motor Vehicle Industry Association (VIA).

To reduce any abuse of the system, a requirement will be that offshore border inspection becomes invalid if completed more than four months before entry certification.

The MIA has been lobbying for New Zealand to closely follow Australia's plans for mandating Euro 6 standards instead of being ahead of that country's regulations.

Following the government

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GUEST EDITORIAL

Subscription model for Autofile in print

Darren Wiltshire, co-director, explains changes to accessing your magazine

DARREN WILTSHIRE
Co-director, Autofile

The printed version of Autofile will be moving to a paid subscription model from the January 2024 issue.

We have made the decision to do this in an effort to offset increases in postage and production costs, particularly those incurred during the past 18 months.

The landscape of print media has been transforming over the past few years. While we have seen a significant migration towards our online content, we've also observed a steady rise in the cost of printing and mailing out the magazine.

The transition to paid subscriptions will help us to maintain the standard of excellence that you deserve and have come to expect of Autofile for close to four decades.

We remain committed to delivering our readers with high-quality journalism – from well-researched investigations and in-depth features to insights, columns by industry experts and comprehensive statistics.

Starting with the first issue of the new year, the printed version of Autofile magazine will be available for $78 plus GST per annum.

For this nominal fee, you will receive a year's worth of thought-provoking articles and need-to-know news covering the automotive industry and relevant sectors connected to it.

All subscribers to the printed version of Autofile will also receive Dealer Directory each year as part of their subscription.

To ensure a seamless transition, invoices for the annual subscription will be sent out to all our subscribers by the end of November 2023.

This early notification is to ensure you have plenty of time to process the payment and secure your subscription of the printed magazine for the coming year.

We understand that some of you may prefer the digital version of Autofile magazine. If that's the case, simply send an email to editor@autofile.co.nz indicating your preference for only the digital edition.

Rest assured that the online version will continue to be available to you at no cost.

It is our aim to accommodate your reading preferences while offering flexibility in how you access our content.

We want to reassure you that – despite this shift – our commitment to providing valuable industry insights and engaging stories remains unwavering.

All our online content, including articles on www.autofile.co.nz and our informative Insight email alerts, will continue to be accessible for free.

Our focus is on delivering industry news and analysis that empowers you with the knowledge to make informed decisions. We appreciate your continued support and thank you for being a valued part of the Autofile community.

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taking on-board the association's submission, newly introduced passenger vehicles and light commercials – that's to say those not previously sold here – will now have to meet Euro 6d, or its equivalent standards, from July 1, 2027.

Existing new models of light vehicles have an extra year until the regulations change. They will move to the Euro 6d criteria from July 1, 2028.

When the draft amendment was released by the Ministry of Transport (MoT) in May, the proposed dates were February 1, 2025, for newly introduced light vehicles and February 1, 2026, for existing models.

Currently, new light vehicles crossing the border must comply with Euro 5 and used with Euro 4.

During the consultation process, the MIA warned that if regulations here were stricter than those across the Tasman it would lead to a drop in the number of new light vehicles and models

being imported and put extra strain on the dealer network.

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

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

RELIEF WITH OUTCOME

The MIA is pleased that concerns it raised about proposed alterations to the vehicle exhaust emissions rule were "considered and necessary changes made".

Aimee Wiley, chief executive officer, adds the new-vehicle sector is also "cautiously optimistic" about collaboration on future policies after its feedback was researched and taken on-board by MoT officials.

She told Autofile the MIA asked in its submission for a pragmatic, feasible and balanced approach toward changes to the rule.

Key to this were timing considerations for the transition, and the balancing of benefits and impacts on industry and consumers.

"Industry is relieved to see the new rule. The points raised in our submission have been well-considered and researched with the necessary changes made prior to finalising the amended rule.

"It bodes well for working together on future policy. From that point of view, we're cautiously optimistic and appreciative because this is a good step forward toward more collaborative policy development in the future. Working together

Timetable for emissions rule

Implementation dates for the amended vehicle exhaust emissions rule are as follows:

NEW LIGHT PETROL

April 30, 2024, to June 30, 2027: Euro 5, US Tier 2, Japan 2005 Low Harm, Japan 2018, ADR 79/04.
From July 1, 2027: Newly introduced models – Euro 6d, US Tier 3, Japan 2018 Low Harm, UNR83/08.
From July 1, 2028: Existing models – as newly introduced.

NEW LIGHT DIESEL

April 30, 2024, to June 30, 2027: Euro 5, US Tier 2, Japan 09, ADR 79/04.
From July 1, 2027: Newly introduced models – Euro 6d, US Tier 3, Japan 2018, UNR83/08.
From July 1, 2028: Existing models – as newly introduced.

USED LIGHT PETROL

April 30, 2024, to June 30, 2028: Euro 5, US Tier 2, Japan 2005 Low Harm, Japan 2018, ADR 79/04.
From July 1, 2028: Euro 6d, US Tier 3, Japan 2018 Low Harm, UNR83/08.

USED LIGHT DIESEL

April 30, 2024, to June 30, 2028: Euro 5, US Tier 2, Japan 09, ADR 79/04.
From July 1, 2028: Euro 6d, US Tier 3, Japan 2018, UNR83/08.

OTHER VEHICLES

Disability vehicles need to meet Euro 5, or equivalents, from April 30, 2024, and Euro 6d from January 1, 2031.

New and used motorbikes and mopeds have to meet Euro 4 targets from April 30, 2025, and Euro 5 from January 1, 2027.

New heavy vehicles will move to Euro VI-c for new models from November 1, 2024, and existing models 12 months later. Used heavies will go to Euro V from April 30, 2024, and Euro VI-c from November 1, 2025.

means we get optimal solutions for everyone."

The industry and government officials will now be watching to ensure mandates for exhaust emissions standards in Australia don't fall behind New Zealand's plans.

Wiley adds: "There was never any pushback from the MIA about the new standards, only how quickly the government initially proposed introducing them."

VIA is also pleased with some changes made to the draft amendment rule.

For used light vehicles, petrol and diesel models will shift to Euro 5, or its equivalents, from April 30, 2024, and then to Euro 6d from July 1, 2028.

Disability vehicles are expected to meet Euro 5, or equivalent standards, from April 30, 2024, and Euro 6d from January 1, 2031.

VIA says it's "cautiously positive" about Parker's decisions and is taking this position despite the changes being published amid the "fog of war" created by uncertainty with the election transition.

Chief executive Greig Epps notes the timeframes and changes in standards "appear to land faster and stricter" for used imports than New Zealand-new models.


David Parker, the outgoing Minister of Transport, pushed through the rule changes two days before the election

"I think the short timeframes between the application of higher standards to new and then used shows the government recognises the high quality of vehicles that VIA members are importing," he says.

"The imported-vehicle sector has led the way on bringing in cleaner vehicles as shown by the huge number of used hybrids and EVs that have entered the country in the past five to 10 years."

Although positive about the sector's ability to accommodate these changes, Epps indicates that about eight to 10 per cent of current import models will no longer meet the rule's requirements.

He says this shouldn't be seen as a major barrier to the supply of vehicles because there should be sufficient vehicles and models in overseas markets to aid this transition.

"The obvious impact will likely be higher prices on the lower end of imports. There are still many New Zealanders who need vehicles in that price range.

"We will probably see those lower-end vehicles become younger, but with other price-mitigating factors, such as higher mileage, to keep the price point consistent."

Epps notes the government listened to several suggestions that VIA proposed to streamline the importing process, such as accommodating the possibility of border delays that might see different rules applying between the time the vehicle is sourced and when it's finally landed here.

"We are happy they listened to us on that practical aspect of importing because there can be lags between shipping times and new standards coming in," he told Autofile.

"People can get caught out between acquisition and compliance after they have made purchases but cannot land them in time.

"Used vehicles are checked in Japan before they leave. If they comply with the rule when in Japan, they should still comply when they get here and it's good they have recognised the practices involved when importing."

According to official documents, some industry submitters stated border inspection should be used as the point of compliance for used imports when vehicles are approved to enter New Zealand and relevant information is entered into the Landata system.

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VIA's chief executive, Greig Epps, is pleased the border-inspection process can be used for compliance under the amended exhaust emissions rule. This will help importers affected by the likes of shipping delays

It was the view of government officials that used imports having border inspection as the point of compliance "would help minimise the financial impact delays can have in the weeks prior to new emissions standards coming into effect".

The MoT adds: "As border inspection can occur overseas, it is particularly helpful in minimising the impact of shipping delays.

"Shipping delays can render vehicles that were compliant with an existing standard, when purchased in Japan, to be non-compliant with a new standard and blocked from entry.

"This amendment would change the existing practice and is being made in response to feedback from the vehicle industry."

As for the bigger picture, Epps notes the introduction of Euro 6 has been aligned with Australian efforts, but legislation has yet to be progressed across the Tasman.

He adds if the authorities in Australia are slow to bring this standard in, then there's the possibility used imports could be subject to the equivalent of a Euro 6 standard before new models.

VIA says it will observe this transition carefully to ensure a balance between the compliance burden on each sector.

Lee Marshall, chief executive officer of the Motor Trade Association (MTA), says: "We are happy with the outcome. It may, at first, appear to be regressive to some but that would be misunderstanding how vehicle importation works.

"New Zealand's standards need to be aligned with Australia's for new vehicles. If we had moved out of sync with them, we would have run the risk of serious new-vehicle supply constraint for New Zealand.

"It's doubtful the changes, if implemented sooner, would have got more clean cars on our roads.

"The unintended consequence of moving ahead of Australia would have seen new vehicles being substituted for 10-year-old second-hand imports. That would have been negative for carbon emissions and from a safety perspective."

Marshall explains the MTA worked closely with the MIA to ensure both associations were "on the same page", so their submissions were similar.

Had the amended vehicle exhaust emissions rule gone ahead on the timescale originally proposed by the government, there would also have been adverse consequences on dealer networks, such as reduced sales, smaller scales of operation and fewer staff employed by them. The MTA is pleased the MoT has listened to industry's concerns and has agreed to push out target dates.

Although timelines have yet to be set in Australia, the roll-out in New Zealand is now based on what Marshall says are "achievable dates in the future" that can probably be brought forward depending on what happens across the Tasman.

EXTENSIVE FEEDBACK

The full schedule of changes in the Land Transport Rule: Vehicle Exhaust Emissions Amendment 2023 was published in the New Zealand Gazette on October 16 and comes into force on December 1.

The document was signed by Parker on October 12, just two days before the general election, "to introduce Euro 6 and similar standards for the exhaust emissions of light and heavy motor vehicles". Motorbike and moped standards are also included in the secondary legislation.

A draft of the rule was published by the MoT in May 2023 for public consultation and it received 77 submissions.

They included 34 from private individuals and 21 from the vehicle industry, including the MIA, MTA, VIA, National Road Carriers' Association and Transporting NZ.

Submissions were also lodged by Toyota, Scania, Isuzu and General Motors, Isuzu Heavy Vehicles, Ford, Harley-Davidson and Mitsubishi, and five vehicle importers – Daimler Truck Australia Pacific, Christchurch-based Paul Kelly Motor Company, Auckland-based Fast Track Cars, Red Stag, of Blenheim, and Japan Direct in Tauranga.

Other companies that submitted included Autohub, Dolphin Shipping, Cummins and SOC NZ Ltd, which certifies the standards of European market vehicles imported into this country.

The MoT says all submissions were taken into account before officials finalised the draft proposal, which was submitted to the Minister of Transport for consideration in late August.

Advice on used imports

Malcolm Yorston, VIA's technical support, says used-vehicle importers and dealers need to put April 30, 2024, in their diaries.

That's the date when used petrol vehicles will need to meet Japan 2005 Low Harm – that's a 75 per cent achievement as noted by a Dxx emissions code – or newer.

Those three characters in the emissions code, which are followed by a dash, can be found before the four-character model code on auction sheets and export certificates.

Such imports also need to be first registered in 2012 or later. "This is essentially an age ban and reflects the government's intent to phase out the old 10/15 emissions test," says Yorston.

Diesel vehicles will need to meet Japan 2009 or newer by then as well. VIA understands this to be emissions codes Lxx, Fxx, Mxx, Rxx and Qxx.

"But as Japan 2009 was not defined in the amendment, we are awaiting official confirmation," notes Yorston. "We're also seeking clarification if diesels will also include an age ban."

Disability vehicles will also need to meet base Japan 2005 requirements from April 30 next year, noted with an Axx or better.

From July 2028, petrol vehicles will need to meet Japan 2018 Low Harm or later, noted with 5xx or 6xx.

Diesels will need to meet Japan 2018 or newer from then as well. VIA is awaiting confirmation from the MoT of what emission codes this will include.

Disability vehicles will need to meet Japan 2018 or newer from January 2031. These are noted with a 3xx, 5xx, or 6xx.

Yorston adds: "Vehicles must begin entry certification within four months of the border-check date or else be forced to comply with the standard on the date it begins entry certification. VIA will provide more details on how this is implemented as it becomes available."

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Two-tier charging for tyres

Importers of passenger vehicles will be liable for lower charges under a product stewardship scheme than those bringing in light commercials.

The Imported Motor Vehicle Industry Association (VIA) says the charge for cars and SUVs will be $33.25 per vehicle, while for vans and utes it will be $66.70.

The fees will be payable from March 1, 2024, with the Waste Minimisation (Tyres) Regulations having now been published by the government.

These are the rules that enable product stewardship for end-of-life tyres (ELTs) to be launched. They apply to those importing or selling regulated tyres, whether loose or attached to a vehicle.

In addition, VIA is pleased that its efforts to ensure the scheme's administration will be minimal for dealers have been successful with declaration and payment to Waka Kotahi being included in on-road costs (ORC).

"The varied structure of business models means vehicle importers could have a variety of obligations depending on where and when vehicle registration takes place," says Malcolm Yorston, VIA's technical support.


Adele Rose, chief executive of 3R Group – the implementation project manager for Tyrewise

If you are the importer, but will not register the vehicle, from March you must advise your customer of the obligation to pay the fee at first registration or self-declare to the Ministry for the Environment (MfE) if it will not be registered.

From the same date, if you import and register a vehicle, you have to pay the charge at first point of registration via ORC. You must transparently declare the fee to your customer on the invoice or sale agreement.

If you're the vehicle importer, you register it and offer a tyre-fitting service, you will have to pay the charge as part of ORC and inform the buyer of this.

Then, from September 1 next year, you must retain ELTs taken off vehicles and use software from Tyrewise, which is delivering the scheme, to book their free collection. You cannot charge your client for disposing their old tyres.

If you import a vehicle not registered for on-road use, from March 1 you must inform the MfE by completing a special form for invoicing purposes and declare the tyres charge to the consumer.

If, at a later date, the customer opts to register the vehicle for on-road use, invoices or sale agreements can be used as proof to Waka Kotahi that the tyre-stewardship fees have already been paid. Buyers must be advised about this.

With the regulations in place, Tyrewise is now starting the next phase of the registration process for liable parties and participants – and that includes importers of tyres and car dealers.

It will be sending out a link to a form that will allow you to confirm the information it holds about you is correct and provide details of key contacts in your organisation.

Members of Tyrewise's field team will then contact organisations to arrange a face-to-face visit or phone call to discuss what's relevant to your role and activities. You can log onto www.tyrewise.co.nz for a checklist outlining the type of information to be covered.

Part of the registration process includes signing up to a code of practice as an importer of a regulated product. This document will be supplied as part of the registration process.

Tyrewise will initially cover all air-filled and solid tyres for use on cars, trucks, buses, motorcycles, all-terrain vehicles, tractors, forklifts, aircraft and off-road vehicles.

Products such as bicycles and non-motorised equipment like prams, as well as coils for retreads, will be brought into the scheme in the future. Consultation with stakeholders on these "scope two" products is expected late next year.

Now the binding rules for the stewardship scheme have been approved, the way New Zealand manages around 6.5 million ELTs per year will be overhauled.

Mark Gilbert, chairman of Auto Stewardship New Zealand, says the regulations will reduce the environmental, economic and societal harm of old tyres being dumped, illegally stockpiled or ending up in landfill.

A key part of the system is replacing the current ad-hoc "environmental" or "disposal" charges people pay with tyre-stewardship fees on eligible imports whether loose or attached to a vehicle.

"It's excellent news to have the regulations published," says Gilbert. "They outline how stewardship will work for the first time in New Zealand, enabling an entire industry to effectively manage its product from import to end-of-life."

It has been more than 10 years since the Tyrewise project began and three years since a declaration of priority product notice, which includes tyres, was published.

Gilbert notes all participants in the supply chain must be registered and abide by the code of practice.

"This will reduce the chance of illegal stockpiling and tyre fires and will turn a tyre from being wasted into an available resource," he adds.

"This is what industry and the MfE have been working towards since the beginning – a regulated scheme that provides a level playing field for stewarding ELTs."

Adele Rose is the chief executive of 3R Group, which is the implementation project manager for Tyrewise.

She says: "Many of you have been working alongside us on a solution for ELTs since 2012 and some long before that.

"Personally, I would like to congratulate you all on your persistence to see this through and thank those who have lent their expertise and time along the way.

"As an industry, you can be proud to be at the forefront of product stewardship in New Zealand."

The stewardship fee, which has been set at $6.65 plus GST for a standard passenger tyre, will be consistent across the country no matter where you live.

The charge, specified in the regulation by size and type, covers the cost of future stewardship of the tyre on which the fee is paid.

"It shifts the cost burden of managing ELTs from disposal to the point of purchase, allowing Tyrewise to manage them to processing by providing free collection, ensuring tyres end up at registered processors where we can add value," explains Gilbert.

At a glance

Here are some key facts on the ELTs scheme.

Regulations covering the product stewardship of tyres come into effect from March 1 and the Tyrewise project will be fully operational from September 2024.

All importers and sellers of regulated tyres are liable parties and must register for the scheme.

Charges must be paid on all regulated tyres whether loose or attached to a vehicle and fees paid must be transparently passed onto consumers.

Fees on vehicles for on-road use will be collected by Waka Kotahi as part of ORC when first registered.

Only about 40 per cent of ELTs in New Zealand are currently recycled. Tyrewise has set a target of 80 per cent of tyres to be processed by the fourth year of operation and more than 90 per cent by the sixth.

Changes loom after election

Industry organisations are looking forward to starting talks with the next government on making changes to targets light-vehicle importers must meet under the clean car standard (CCS).

The National Party won 48 seats in last month's general election and is set to form a coalition government with Act and NZ First after they secured 11 and eight seats respectively. The official result, including special votes, was announced on November 3.

Pre-election, National pledged to ditch the clean car discount (CCD) by December 31 and to revise the CCS, while Act has said it wants both schemes axed.

NZ First has simply said it wants to develop infrastructure with industry to expand the use of electric and hydrogen fuel-cell vehicles.

Its manifesto also lists plans to make Apprenticeship Boost permanent, and replace the accredited employer worker visa with a critical skill and labour shortage visa.

Greig Epps, chief executive of the Imported Motor Vehicle Industry Association (VIA), says his team is preparing for talks on the future of the CCS.

He told Autofile: "Reviewing the CCS is the conversation we need to start with the new government to see what changes it wants to make because the current framework wasn't our first pick to approaching this."

The legislated reduction in carbon dioxide (CO_2) emissions for new and used light imports under the standard is steep until 2027.

At that point, Epps warns imports may "fall off a cliff" because current CCS targets become so


Prime Minister-elect Christopher Luxon

strict they would no longer be realistic compared to "what used stock is available in source markets" and what's happening in the new-car sector.

"We support moves toward carbon reduction, but will need to talk with National about what's pragmatic and achievable for the used-imports sector."

As for the CCD going within a matter of months, Epps doesn't think this policy will be missed and its demise "should make the process simpler when selling to consumers".

The Motor Industry Association (MIA) is welcoming clear policy direction from National on the clean-car schemes, which will allow new-vehicle distributors and dealer networks to plan for the months ahead.

"Overall, the industry is fatigued from constant policy change," says Aimee Wiley, chief executive officer. "Certainty and stability will be welcomed.

"National has been clear about ending the CCD and by when. Industry can now plan for the removal of the CCD and immediately move forward."

A surge in demand for vehicles attracting rebates is expected until the end of the year, with people holding off buying models that attract fees over the same period. This may well be reversed in next year's first quarter if the feebate has gone.

Wiley is also keen to begin a review of CCS settings in early 2024 after National has stated it will work with industry to adjust the goals, which are legally required to be reviewed by next June.

"We're looking forward to working with the government and Ministry of Transport to review future CCS targets," she adds.

"It's important to set targets that strike the right balance between achieving environmental decarbonisation goals while also ensuring market competitiveness, vehicle affordability and supply are not jeopardised in the medium-long term."

As for the bigger picture with the fleet, National supports the Zero Carbon Act and its climate-change ambitions out to 2050.

Epps says timeframes to progress that legislation's long-term goals need to be looked into.

Transitioning the fleet over the next five years, for example, is impossible and would more likely shift over the next two-and-a-half decades "when we're talking about a fleet of four million".

He adds: "There's an aim to reduce total vehicle kilometres travelled, but the government needs to focus on other mechanisms, such as improved public transport, to realise that.

"Even with good public transport and other transport modes, we're still going to need a relatively big fleet. We need to find the best way to transition that large number of vehicles in our fleet to lower emissions."

Epps warns against too much pressure being put on the car industry by setting targets that are unachievable in New Zealand.

"There are changes coming because National has committed to change. We will be reaching out to the new government and will be ready to talk to it when its feet have settled in."

The Motor Trade Association says it's looking forward to "working with the next government on all areas that affect members, including immigration and labour matters as well as automotive".

Rogue dealers hit with bans

Nine dealers have been banned from the motor-vehicle traders' register (MVTR) so far this year with a further 11 instances of non-compliance being recorded.

The cases have been highlighted as failures by individuals and or businesses to comply with Motor Vehicle Disputes Tribunal (MVDT) orders.

An update issued by Duncan Connor, registrar of motor-vehicle traders, also reveals two registrations have been cancelled in 2023 due to people being disqualified while two unregistered dealers have been banned.

Action taken includes a five-year trading ban for Auckland-based Nabi Ltd, director Nazifia Khan and its chief executive officer, Jameel Sidique.

The registrar received a written complaint earlier this year about

A car dealer has been banned for five years for failing to honour his legal obligations after selling a 2009 Volvo C30 similar to the one pictured

the business failing to comply with a MVDT order – its second instance of non-compliance.

Following correspondence with the dealer, it was banned from selling cars from February 15 and its registrations were cancelled.

The measures were imposed in regard to an application lodged by Joseph Winiata, who paid $14,485 for a 2008 Subaru Forester in August 2021. The vehicle developed a transmission fault on the day it was supplied and it was returned to Nabi for repairs. The work hadn't been done by March 2022, so the buyer filed his claim seeking to reject the car.

Winiata died in September last year so Komene Admore was his deceased father's representative at the hearing.

He told the tribunal he spoke to Sidique on several occasions. Sidique confirmed the vehicle had a transmission fault the dealer had agreed to rectify.

Admore didn't know where the car was or if it had been repaired, but it was never returned to his father. He added Sidique agreed Nabi would refund the purchase price but had failed to do so.

Despite receiving a notice of hearing, no one from Nabi attended and it provided no evidence or submissions on its position. The company also failed to provide a trader's report to the tribunal as required by the Motor Vehicle Sales Act (MVSA).

Without hearing from Nabi, the tribunal proceeded on Winiata's information and Admore's evidence before ordering the dealer to pay $14,535 to Winiata's estate and to collect its courtesy car.

In a similar case, a complaint was made on March 21 that a MVDT order against YGY Motors Ltd, of Christchurch, had been ignored for a second time.

As a result, the business and director Zhidong Xu were banned from trading for five years from January 25 this year.

The order came after Mollie Talijancich bought a 2007 BMW 335i M Sport from the trader for $14,000 on July 12, 2022.

When supplied, it had travelled ▶

Repeat offender fined

A woman has been banned from the MVTR for five years from May 19 after being convicted for unregistered trading.

Action was taken after it was determined this was a second conviction for Jessie Lee Gettins for breaching the Motor Vehicle Sales Act (MVSA) within a 10-year period.

She was fined $13,000 at Auckland District Court after being found guilty of one charge of carrying on the business of motor-vehicle trading without being registered.

Gettins was before the courts for similar offending in 2016 having been found guilty of unregistered trading for which she was fined $18,000.

She was at one stage a registered dealer, so she was "well aware of the requirements".

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

Car dealers have to be assessed as being suitable before being registered, and must comply with the MVSA, and consumer and fair-trading legislation.

"Consumers should take precautions when purchasing vehicles from people online," adds Connor. "Precautions may include organising a pre-purchase check and inspection to identify any money owing or mechanical issues."

89,500km. By the hearing's date, its odometer was on 95,471km. The car was subsequently written off in an accident, so the buyer abandoned her rejection claim on November 8.

However, she had initially sought to reject it and be refunded for costs she incurred in carrying out agreed repairs.

The dealer took no steps of significance in this proceeding, didn't file a trader's report as directed and failed to attend the hearing.

The adjudicator was satisfied the trader was served notice of the hearing and all reasonable attempts were made to encourage it to attend.

It didn't, so the adjudicator proceeded despite its absence and because it failed to provide any indication that it wouldn't attend. The dealer also offered no apology or explanation for not attending.

It was ruled the vehicle wasn't of acceptable quality under section six of the Consumer Guarantees Act (CGA). The adjudicator recorded the trader agreed to pay for repairs costing $1,699 incurred by the purchaser. Had the vehicle not been written off, the dealer would have been ordered to complete remedial work.

Another case of a dealer failing to comply with a MVDT order in 2022/23 for a second time involved James Brian Bush.

The registrar received a complaint on August 4 and imposed a ban on him for five years from March 23. His dealer's registration was cancelled.

Under the MVSA, a trading ban has effect for five years starting on and from the date of conviction, failure or matter for which the ban is imposed by the legislation.

Consumers should take precautions when purchasing vehicles from people online

– Duncan Connor, registrar of motor-vehicle traders

In this case, Christopher Beal purchased a 2009 Volvo C30 for $7,500 from Bush, trading as Dynamic Autos in Auckland, on August 22 last year.

Bush agreed to replace the cambelt and water pump as a special condition of sale, but the buyer said the dealer didn't do this.

The consumer added the car wasn't of acceptable quality because its windscreen washer pump was faulty, a CV boot was split and the rear sway-bar links had deteriorated.

He wanted these issues remedied, but Bush failed to attend the hearing. He was ordered to fix the vehicle and pay Beal $220 within 10 working days after the judgement was made but failed to do so.

YEAR IN NUMBERS

The registrar of motor-vehicle traders received 70 complaints and cancelled the registration of five dealers in the year to the end of June 2023.

There were 2,882 registered traders as of June 30 by which time 27 bans had been confirmed.

The number of complaints received during the same period was 70 and the MVTR completed 72 investigations. Three prosecutions were made with charges laid.

With regard to non-compliance with MVDT orders, 22 complaints were received with 20 completed. Two were awaiting appeals against tribunal decisions.

There were 28 dealers who had a first breach of non-compliance with an order recorded against them and 13 with a second breach.

Driving women's career goals

Experts have provided dozens of women with great tips and insights on how to progress in the car industry.

Women in Automotive, which was set up this year to boost the number of females in the sector, ran a career development and networking event last month that attracted more than 80 people.

Chanelle McDonald, general manager of Volkswagen passenger vehicles in New Zealand, was among the speakers, as were career coach Liz Barry and Melissa Marshall, human-resources manager at the Giltrap Group.

Stephanie Pow, founder and chief executive officer of Crayon, and Kim Milne, chief people officer at the ELF Group, also addressed the audience in Auckland.

The event, designed for early to mid-career women, was sponsored by the Giltrap Group and held at its showrooms in Grey Lynn.

Tash Callister, co-founder and chair of Women in Automotive, told Autofile she was delighted at the turnout of females from across the sector wanting to learn more.

"Some practical tips were shared, such as the difference between a mentor, coach and sponsor, and how developing relationships in those areas can be valuable for career progression.

"There was plenty of inspiration bundled in. Chanelle spoke about how she has navigated her career to get where she is now. She worked in automotive marketing before getting vehicle sales experience ensuring she had a breadth of skills to go for the top job."

From left, Rachel Callister, of iDrive Relocations, chats with General Motors ANZ's Rochelle Nelson and Sheena Ighani

The October 19 function also tackled how women can chart their career paths, take charge of professional development and balance family with successful careers.

Callister adds such events aren't possible without industry support and Women in Automotive was grateful to the Giltrap Group for hosting the session.

She says: "We're also looking to have a South Island event early next year so we can engage with people across all parts of the country. We're currently seeking sponsors."

Women in Automotive was launched in May and aims to provide tools and resources to help businesses recruit women.

It also offers guidance and support for those wanting to get into automotive roles, and has been met with "overwhelming support" from companies.

The collective isn't solely a female initiative, but a whole-of-industry effort with three key fundamentals driving it.

"The first is we know that diverse teams deliver better financial outcomes, so it makes smart business sense," explains Callister.

"Secondly, a strong leadership team should look like its customer base. While women make up roughly half of the consumers of the product, they are under-represented in deciding what product comes into the country, how it's marketed and what the sales or after-sales experience is like.

"Lastly, there is a nationwide talent shortage. For our industry to thrive, we want our organisations to have access to a wide pool of talent. We need to help them in attracting women to apply for roles."

Women in Automotive's website has continued to expand this year with role profiles added to showcase stories of females thriving in the sector.

The organisation also plans to expand its membership framework in 2024, with details on how others can sign up and targets for uptake to be announced in the new year.

The event was held at Giltrap's in Auckland

Marque faces lawsuit over diesel filters

Toyota New Zealand says it will defend a class action that claims it has sold 35,000 diesel vehicles with faults since 2015.

The lawsuit affects Hilux, Fortuner and Prado models manufactured from October 2015 and fitted with a 1GD-FTV or 2GD-FTV engine.

Shine Lawyers has filed an application at Palmerston North High Court to bring the action on behalf of Toyota vehicle owners who, it claims, "suffered financial loss due to a defective diesel particulate filter [DPF] system".

It claims the effects of the faulty DPFs include "poor fuel efficiency, offensive smelling exhaust emissions, excessive white smoke and persistent warning notifications".

The proceedings, which were filed on September 27 and are due before the court on November 20, allege this would likely have reduced the value of the units and compensation is being sought for affected owners.

The action is being funded by Court House Capital, a Sydney-based litigation funder, and means there will be no out-of-pocket costs to the plaintiffs.

A similar case took place in Australia in 2019 when the Australian Federal Court ruled in favour of 250,000 owners after finding the value of their vehicles was reduced by 10 per cent.

Toyota NZ, which in September 2020 committed to fixing any DPF problems in affected vehicles, says it will defend the lawsuit.

A company spokesperson adds: "Toyota has been and remains committed to assisting any customer whose vehicle experiences a DPF issue and will continue to provide any related repairs free of charge.

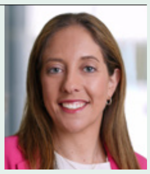
"This has been our position to date and we will defend the class action. As this matter is now before the courts, we have no further comment."

Industry movers

MIKE DOWN has been appointed by Avanti Finance Group as its general manager of automotive for New Zealand. He was previously Orix NZ's head of sales and business development for three years.

His previous roles have included GM of fleet services with John Andrew Ford & Mazda, and GM of relationship management and customer services at FleetPartners where he worked for about nine years.

Down also has experience working in banking and investments in New Zealand and the UK.



JESS BALA has been appointed as managing director of GM Australia and New Zealand.

She is leading operations in both countries including GM Specialty Vehicles, Isuzu NZ, Chevrolet Racing, customer care and after-sales including Holden's after-sales.

Bala most recently served as Cadillac's director of global product planning and product strategy.

TODD HUNTER, pictured, has become chairman of the Financial Services Federation (FSF).

Hunter, CEO of Turners Automotive Group, was elected at last month's annual meeting.

New appointments to the FSF's executive committee are Don Atkinson, CEO of UDC Finance, Jasmine Sim, CFO of Speirs Finance Group, Chris Lamers, CEO of MTF Finance, and Simon Scott, CEO of First Credit Union.

They will be joined by existing executive members. In addition to Hunter, they are new deputy chair Jane Dunkerley, CEO of Centracorp Finance, Neil Simons, director of Latitude Financial, and James Searle, GM of DPL Insurance.

Ex-chairman Mark Mountcastle, CEO of Avanti Finance, and former deputy chair, Mark Spring, managing director of the Limelight Group, did not seek re-election.

DEREK TILYARD, pictured, has become CEO of Rutherford & Bond Toyota and King Toyota, which has represented the marque in the Wellington region since 1991.

He joined its finance and insurance team in 2003 before holding different roles in the group, most recently as branch manager of Rutherford & Bond.

Tilyard has taken over from Hunter Mitchell, who began his career with the company in 1991 and remains as managing director.

ANDREW BROUGH has become general manager – dealer with UDC Finance. He has rejoined the company where he held various roles for 16 years from 1994 to 2010.

In the 13 years since, Brough, pictured, has stayed closely associated with the automotive industry holding senior roles with Heartland Bank, Finance Now, and more recently with Avanti Finance and Branded Financial Services.

Brough has replaced Lawrence Profitt, who was appointed chief operating officer earlier this year.

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

The Lexus RZ being put through ANCAP's 50kph full-width frontal test

Expanded regime for testing safety starts

The first rating for a car tested against ANCAP's updated criteria has been announced.

The Lexus RZ has gone through its expanded 2023-25 assessments with the authority saying it provides a "strong demonstration" of what can be achieved with modern safety features and technologies.

The battery electric vehicle achieved the top rating of five stars. When it came to protection scores, it notched up percentages of 87 for adult occupant, 89 for child occupant and 84 for vulnerable road user. Its safety-assist systems came in at 84 per cent.

Score thresholds of 80 per cent for adult occupant and child-occupant protection, and 70 per cent for safety assist, continue to apply for models to be eligible for five-star ratings this year.

However, the breadth of safety aspects and test scenarios assessed under the new protocols has expanded, along with adjustments to the distribution and quantum of available points.

Crash protection remains the foundation of ANCAP's ratings and one of its key changes is to their structure.

It now requires the improved performance of onboard restraint systems for front and rear-seating positions through a reduced tolerance for chest injury in the full-width frontal test.

Motorcyclist detection features highly. A vehicle's ability to detect and avoid collisions with such two-wheelers is tested through autonomous emergency braking (AEB), blind-spot monitoring and lane-support functionality.

When it comes to cyclist protection, there is a focus on anti-dooring functionality, improved vehicle design to reduce cyclist head injury and additional AEB scenarios.

ANCAP is now evaluating in-cabin systems that detect and notify the driver of a child inadvertently left inside a car, and AEB systems that detect and react to child pedestrians when reversing.

When it comes to rescue and extrication, the vehicle's submergence egress capability is tested.

Direct driver-monitoring functionality that monitors eye movements for distraction, fatigue and unresponsiveness are now assessed.

From this year, the five-star threshold for vulnerable road-user protection has increased to 70 per cent from 60 per cent, while threshold increases for all other star-rating levels within this protection pillar have been introduced.

Against the new 2023-25 criteria, the Lexus RZ satisfied the cyclist anti-dooring requirements, demonstrating its ability to warn occupants of an approaching cyclist when exiting the front and rear doors, and to prevent doors opening if needed. Submergence requirements for door and window opening were also met.

The RZ also demonstrated "good" performance in the new lane support and AEB scenarios, including those with the stationary and braking motorbike and in intersection-turning scenarios involving an oncoming motorcycle.

Get strong leads via digital audio

When do you stream music and podcasts? While you're exercising, in the car or relaxing on the couch? Regardless of your listening habits, more often than not you are fully immersed in that content.

A 2023 study by We Are Social and Hootsuite has found that Kiwis are consuming digital audio – that's to say, streaming music and podcasts – for two hours and 43 minutes a day on average. This has well and truly surpassed the time spent listening to broadcast radio at one hour and 13 minutes, and is greater than the two hours and 15 minutes spent on social media.

Digital audio ad campaigns serve audio adverts to specified target audiences at regular intervals while they are listening to music or podcasts through streaming services such as Spotify and Tunein, digital radio stations like iHeart Radio and podcast networks, for example Acast.

In addition to audio, some streaming platforms include banner ads with click-through buttons simultaneously served on-screen. More advanced campaigns even track listener behaviour and retarget with display adverts on other websites after they've heard your ad. Such techniques further encourage conversion from the listener.

So, what is it about digital audio advertising that makes it such an effective way of reaching and converting customers?

TODD FULLER
General manager, New Zealand AdTorque Edge

BETTER TARGETING & REACH

Digital audio advertising gives businesses the ability to refine audiences at a granular level allowing you to target potential customers based on location, demographics and interests.

This means a better return on investment (RoI) is likely because the advertising is more relevant to your target audience, as opposed to being blasted to the general population like on traditional radio.

Furthermore, customers can be reached based on audio content they enjoy. Be it a true crime podcast or adrenaline-pumping songs for the gym, your ads will be played to your target audience whether they're at home or on the go.

ENGAGING LISTENERS

Audio ads have a 24 per cent higher recall rate than traditional display ads. Surveys also show 60 per cent of podcast listeners made a purchase after hearing an audio ad.

This demonstrates the level of engagement people have when streaming a playlist or podcast, and the increased likelihood they have of converting.

LOW COSTS & TRACKABLE

Compared to traditional radio advertising, digital audio ads have lower associated costs. They are also more targeted, meaning you're only advertising to your desired audience, yielding a higher conversion rate and a better RoI.

In addition, audio ads provide in-depth data insights so advertisers can track campaigns and better understand performance.

Despite the huge number of potential customers streaming audio daily, most advertisers have yet to discover the power of this channel.

The Hootsuite study found the total annual spend on digital advertising in New Zealand is $652 million.

However, only three per cent of that is on digital audio advertising. This means there's far less competition for attention in this space and a greater opportunity to generate leads.

For example, one of our clients recently ran a week-long digital audio campaign to promote its refurbished showroom.

It involved serving highly targeted audio ads to relevant customers on various streaming platforms.

The result was more than 268,000 unique listens of the advert, 147 clicks through to the client's website and an impressive 18 quality leads. This demonstrates just how effective such advertising can be.

As programmatic campaigns continue to grow in popularity among advertisers, it's important for businesses to understand which forms are delivering the highest returns. Over the past few years, our team has witnessed impressive results from digital audio advertising, so we believe now is the time to hit play on your digital audio campaign.

Efficiency needed as we electrify

Decarbonisation requires the mass adoption of alternate forms of energy storage, moving away from fossil fuels, and the current leading replacement technology for most applications is electrification.

Wide-scale electrification, however, raises a host of concerns, such as whether our infrastructure can support the amount of electricity that we would need.

One idea to help minimise the risk to our infrastructure is to ensure we adopt the most efficient means possible as we electrify. In other words, we don't just want to electrify, we want to do so with the solution that fulfils our needs with the smallest amount of electricity.

An "electricity dividend" would be one possible way to accomplish this. I want to explain how this would work via the analogy with an idea we are likely more familiar with – the "carbon dividend".

One of the most exciting and effective ideas for promoting a shift towards a low-carbon economy is the concept of a carbon dividend.

This approach is a carbon tax but with an innovative twist in that it counteracts the regressive nature of such taxes by distributing the collected funds equally among stakeholders – thus, the term "dividend".

There may be debate about qualification as a stakeholder. But it generally includes eligible voters or a similar demographic group, such as residents of New Zealand or those eligible for indefinite residency.

What makes this concept so intriguing is its ability to address several challenges that arise in many decarbonisation efforts.

If taxes target products based on their carbon-dioxide emissions, it precisely holds polluters accountable for their consumption and emissions production. Furthermore, it rewards those who have already taken steps to reduce such pollution.

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

I would argue that this shouldn't be considered a conventional tax. Rather, it is tool for compensating one another for using more than our share "of the commons".

Those who wish to maintain high-consumption lifestyles can do so, unlike other decarbonisation schemes that may impose explicit caps or prohibitions on certain goods or services.

In this system, these users can sustain their lifestyles by paying other people to consume less.

So how can this model be applied to promote efficiency?

Promoting energy efficiency could be done by penalising high electricity usage while rewarding low consumption. This would drive the adoption of the lowest cost practices and goods, including electric vehicles, for a given task.

An electricity dividend would accomplish this by implementing a universal tax on consumption with revenue distributed much like the carbon dividend. This scheme wouldn't be an effort to decarbonise, but could easily complement a carbon dividend.

Over time, people would be motivated to embrace more energy-efficient solutions, products and services, ultimately moving away from solutions that consume excessive electricity. This approach avoids explicit bans on less sustainable alternatives and allows market forces to drive positive change.

Also, offering financial incentives for individuals and businesses to use energy efficiently can drive investments in clean technology, generate employment opportunities and stimulate local economies.

To manage the increase in costs over time, a gradual and progressive approach could be taken by incrementally increasing the tax portion until optimal pricing is achieved. This ensures those affected only experience a minor rise in costs offset by the previous period's dividend disbursement.

What's exhilarating about this dividend model is its potential to address issues related to equitable shared-resource usage and the distribution of limited resources.

This approach could represent a shift in how a government induces change, transitioning from mandates and penalties to market-based solutions that garner support even from disadvantaged segments of society.

In the future, for example, this model could be applied to manage data usage in bandwidth by placing a tax on internet use or even computational processing as cloud computing and "the internet of things" become more widespread to meet growing home and mobile computing needs.

It could even help manage emerging issues, such as land ownership in a more populous world. Imagine renters being compensated to forgo land ownership to allow for more productive land use – assuming productive use of land is a goal.

In fact, the government has already stated it intends to disincentivise driving and promote alternate forms of transport for short trips.

A dividend based on vehicle kilometres travelled would still allow people to make that choice and reward those who make the change, which is much preferable to a simple penalty tax.

The structure of these dividends could also address other issues.

If the dividend sum is substantial enough, it may replace numerous social-welfare programmes, effectively creating a universal income.

Even if sums are relatively small compared to the cost of living, dedicating a portion to KiwiSaver accounts could help alleviate long-term concerns about the future costs and availability of superannuation.

Lastly, unlike many other government initiatives, these tax-dividend models are revenue neutral. And, if the dividend can replace other programmes, the funding saved could either be redirected to other priorities or left in the pockets of New Zealanders, providing additional flexibility for policymakers.

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Cole, 2023 scholar

The month that was... November

November 11, 1996

IRD turns up heat on illegal traders

In a move loudly applauded by the car industry, the Inland Revenue Department (IRD) was moving to recover back taxes from illegal traders.

It followed campaigns targeting unlicensed dealers by the Independent Motor Vehicle Dealers' Association (IMVDA), and the Auckland and Canterbury branches of the Motor Vehicle Dealers' Institute (MVDI). Other branches were expected to launch their own campaigns using the same adverts.

John Knowles, an executive member of Canterbury MVDI, told Autofile that even ACC had been taking an active interest in the campaign. He described it as having been very effective.

The number of calls dobbing in unlicensed dealers had tripled. They were being made by members of the public and dealers, and each complaint was being passed onto the IRD.

In addition, Social Welfare was being sent details because of a genuine concern that many illegal traders might also be on benefits.

However, staff were having to field abusive phone calls, while auction houses were reported to be less than delighted because they also featured in the illegal trading adverts.

November 12, 2004

Odometer code signed

The wait for a code of practice regulating odometer-certifying companies was over. At a meeting in Auckland, four-out-of-five businesses represented signed the document, which provided guidelines for sound and ethical practice.

The signatories included JEVIC, Automotive Technologies and Autoterminal. The fourth company signed up was Odometer Inspection Service.

The document stipulated all signatories must act in a manner conducive with the public having a positive perception of the motoring industry.

The companies would also be bound by laws of consumer protection in New Zealand regardless of the country in which their services were performed.

The IMVDA said basic minimum standards and procedure had also been developed, heralding the signing of the code as "a major step forward for the motor trade".

However, Steve Ward, of Optmech, declined to sign on the ground his demands had yet to be met. "I think it's headed in the right direction," he said. "But it needs independent auditing processes before I will sign."

November 29, 1999

Auto industry set for national TV

The dealer segment of New Zealand's retail market was set for a big boost with the launch of the country's first daily automotive television show.

The three-hour programme on TV4 on cars for sale was to be anchored by the UDC Auto Show at 7am from Monday to Saturday.

Each day's UDC Auto Show would be repeated in an earlier time slot the following morning. On either side of it, TV4 would feature "electronic classifieds" – listing exclusively cars for sale from industry website www.auto.co.nz, which had more than 11,000 vehicles from dealers only.

"We're delighted to be driving an initiative that will direct buyers to dealers," said David Hisco, UDC's general manager.

"We decided on the venture with the website because we're keen to make a positive contribution to dealer businesses, specifically UDC dealers and all those others listed on the site.

"The object of this show is to give traders the most exposure and to ensure the public has the widest possible range of dealer stock to choose from."

November 6, 2009

Forward thinking: predictions for 2010

The answers from most were the same – don't expect a major improvement.

Andy Cumming, of the Motor Trade Association (MTA), considered Chinese vehicles hitting our shores and the effect on the new-car market, and again questioned the impact government regulations would have on used-imported diesels.

It would be interesting to see what happened in 2010 and what surprises were to come in the market.

Who would have thought at the beginning of 2009 that two major companies would bring in Chinese passenger vehicles? Or that the proposed ACC levy hikes would have such a substantial impact on motorcycle sales?

On a different note, but still a prediction of sorts, was a new anti-speeding advert on television could cop some flack. It featured a young man in a dodgy old car who drove at 60kph on suburban streets.

He had to take evasive action to avoid a vehicle's door being opened and a cyclist. At 50kph, he would have been safe, the advert claimed, but at 60kph he would hit a power pole. The message was he should have done a defensive driving course.

Extra supply could bring benefits

The recent decision by Japan to impose sanctions on Russia receiving its used vehicles comes on the back of the western world's car manufacturers exiting the latter in 2022.

The embargo imposed by global marques resulted in new-vehicle registrations in Russia dropping by 59 per cent last year due to stock shortages.

The latest used-vehicle sanctions by Japan will only see more pressure mount on the Russian automotive industry.

As the western world pulled out following the invasion of Ukraine, Chinese manufacturers Chery Automobile, Great Wall Motor and Geely secured a combined 16.5 per cent of sales for new passenger and commercial vehicles in Russia last year – up by more than 10 per cent on 2021.

With Japan stopping used exports to Russia, there will be a surplus of vehicles previously destined for the Russian market. This could potentially lead to an increase of stock for New Zealand.

We could see more low emissions and electric models become available because Japan has been a source of used electrified vehicles – petrol hybrids, plug-in hybrids (PHEVs) and battery EVs (BEVs) – for Russia with 31 per cent of all its used imports coming from Japan, 55 per cent for New Zealand.

It could also have the potential for reduced pricing with an oversupply of vehicles that would have headed to Russia, which might lead to more competitive pricing.

LARRY FALLOWFIELD
Sector manager – dealers, Motor Trade Association

In 2022, Russia accounted for a significant portion of Japan's used exports. It received 213,526 units, representing 17 per cent of Japan's total of 1,237,814 exported vehicles.

Notably, Russia was the leading destination for both internal combustion engine (ICE) and electrified vehicles from Japan in 2022. This highlights the substantial impact that market has on Japan's used exports.

> **We could see more low emissions and electric models become available**

In terms of electrified vehicles, Russia imported 67,512 in 2022, including 59,528 hybrids, 1,687 PHEVs and 6,297 BEVs along with 146,014 ICE vehicles. Comparatively, New Zealand was the third largest importer with 84,083 units – the second largest for electrified vehicles with 46,323 units.

Over the past decade, Russia's used imports have fluctuated from a high of 167,822 in 2013 to a low of 48,244 in 2016.

The period from 2017-20 saw a gradual increase in Russian imports and, by 2021, the figures were only three per cent lower than the peak in 2013.

Meanwhile, from 2020-22 due to Covid-19 supply issues and later western sanctions, there was a notable upswing in used-vehicle imports into Russia. There were more than 87,000 across the two years of which 51,000 came between 2021 and 2022.

In the same timeframe, New Zealand experienced a steady climb from 91,332 units in 2013 to a record high of 135,509 in 2017.

Since then, the numbers have been decreasing with 84,083 crossing the border in 2022.

Over the first eight months of 2023, Russia was again on-track for another big increase by averaging above 19,000 monthly units compared to a monthly average of 17,794 in 2022.

Concerns about competing with Russian-bound vehicles were raised by Kiwi dealers at the MTA's conference last October and these were again reinforced earlier this year.

The Russians were purchasing vehicles at inflated prices, limiting the ability of some New Zealand importers to compete. Japan's stricter sanctions on Russia should help alleviate these concerns.

Although Russia's absence from the market creates opportunities, there are still competitors vying for Japanese used electrified vehicles.

In 2022, the six major players in the Japanese used-import electrified vehicle market, including Russia, purchased 80 per cent of such stock while also accounting for 45 per cent of the ICE market.

Mongolia, the United Arab Emirates, Bangladesh, the UK and Ireland are potentially strong players that could look at securing electrified vehicles that will not make their way to Russia.

It's likely that Ireland and the UK, given the EU's carbon-dioxide changes coming into effect and sterling's strength against the yen, will be New Zealand's main contenders.

As for our recent upsurge of imported used electrified vehicles, we can position ourselves to make the most of increased volumes due to the sanctions on Russia.

Driving ahead with mobility

One of the world's biggest automotive trade shows has returned after a four-year hiatus with a new name.

The Japan Mobility Show has superseded Tokyo Motor Show and marks the first name change for the biennial event since 1954.

This year saw a shift to focus more on mobility as the rise in electrification, and connected and autonomous vehicles, impacts the industry.

The Japan Automobile Manufacturers' Association organises the event and its chairman, Akio Toyoda, has made reforming it a top priority.

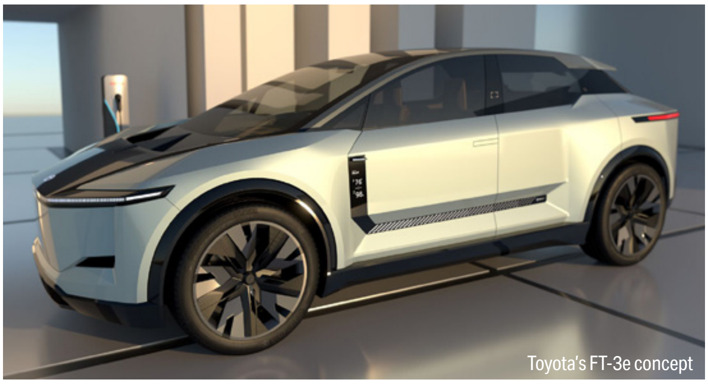
A record 475 companies participated, which was up from 192 at Tokyo Motor Show in 2019. Running from October 26 to November 5, it also featured start-up businesses and displays on themes such as space, robotics and food.

Toyota says it has taken a "giant leap" into the future of mobility, design, sustainability and technology by taking the wraps off six next-generation models at the event.

The battery electric vehicles (BEVs) it revealed included a ute, sports car and cross-over SUV.

Neeraj Lala, chief executive of Toyota NZ, says it was exciting to see cars of the future in real life at Tokyo's Big Sight.

"It's great to see the focus wasn't just on vehicles, but on a sustainable future," he adds.


Toyota's FT-3e concept

"Toyota is accelerating product development, emphasising its dedication to battery-powered mobility."

The marque's exhibition space included two fully electric concepts that may herald a step-change for it.

The FT-Se is a high performance and rear-slung sports car. It boasts a wide and low base for better handling, a low instrument panel for visibility and an aerodynamic body to decrease drag.

It incorporates expertise gained in Toyota Gazoo Racing's efforts to make better cars through motorsport.

The FT-3e features a simple design, and its digital display on the driver's door can show battery charge, air quality and temperature when getting in.

This next-generation crossover-style SUV boasts a sleek silhouette, angular sheet-metal creasing and previews personalised on-board digital services.

The two concepts share major components in the pursuit of increased handling stability and aerodynamics.

The EPU fully electric ute's name comes from abbreviating "ecological pick-up". It boasts a two-piece tailgate that flips up to keep cargo from sliding off the load bed.

The mid-size pick-up's monocoque body delivers high durability to create a practical yet stylish BEV, says Toyota.

At about five metres long, the double cab's structure also allows for a versatile deck space for a broad range of user applications. BEV quietness is accompanied by a low centre of gravity for superior handling stability and ride comfort.

The Land Cruiser Se, meanwhile, is described as a "refined yet dynamic all-electric take" on the brand's flagship SUV with "Se" standing for "sport electric".

Toyota is also exploring the potential for personalisation with concepts, such as the Kayoibako.

This is a sub-compact electric van designed for ultra-efficient packaging. Also on show was the IMV 0, a sub-compact customisable flatbed for various purposes, such as food trucks.

The company's BEV range currently features one model – the bZ4X. That SUV's arrival in New Zealand has been delayed until 2023 although it's currently sold in Japan, Europe and the US.

TAKING EVs TO JAPAN

BYD, the world's leading manufacturer of what it calls new-energy vehicles (NEVs), exhibited five models in Tokyo.

It was the first-ever Chinese carmaker to participate at the event, "underscoring the Japanese market's evolving inclination towards electrification".

The Seal, a pure-electric sporty sedan set for its launch there next year, was a focal point.

Two of the company's subsidiaries also exhibited. Premium electric sub-brand Yangwang showcased its inaugural model – the U8 – for the first time outside of China, while Denza's high-end luxury MPV, the D9, was also there.

It was in July 2022 that BYD entered Japan's car market. It now operates 15 showrooms across major cities, such as Tokyo, Yokohama and Hiroshima, and plans to open 100 showrooms by the end of 2025.

Atsuki Tofukuji, president of BYD Auto Japan, says it aims to provide

The Mitsubishi D:X Concept

Lexus' LF-ZC

the Japanese market with more diverse NEV options in the future.

As of September 2023, BYD had achieved global sales of more than 5.4 million NEVs to rank it as this sector's top marque.

ADVENTURES IN MIND

Mitsubishi Motors staged the world premiere of its D:X Concept electrified crossover MPV, which has been designed to hint at a future Delica.

Combining roomy space with SUV handling and the powerful performance of a plug-in hybrid (PHEV), it's said to "support an active mobility lifestyle".

The Delica's character is expressed by side-window graphics extending from the cabin's front to the robust D-pillar.

Sturdy over-fenders and large-diameter tyres convey a sense of strength, while the front and rear skid plates and side-step protectors provide safe performance even on rough conditions.

The front-face design concept has been evolved to protect the cabin with an integrated shield that extends from the sides.

Its monobox interior provides ample room for occupants. Panoramic seats, a front window and hood provide a wide field of vision and a driving experience "as if floating in the air".

The seats can be moved up and down for optimal positioning, and those in the front can be rotated backward to create an interior space where all occupants can have a chat.

The see-through hood, which extends from the front window glass to the bottom, displays a combination of information, such as the road conditions and the turn angle of the front tyres.

A voice-interactive AI concierge provides useful information. This includes ways to get to destinations and weather conditions.

A premium feel comes courtesy of tan-coloured leather on the instrument panel and seats, while metal parts in alumite grey are used as accents.

A new-generation sound system developed with Yamaha provides powerful, three-dimensional sound with numerous speakers in headrests and other locations.

The S-AWC integrated vehicle-dynamics control system has been adopted for the electric four-wheel-drive system to ensure a secure and comfortable ride in all weather and road conditions.

The D:X Concept's PHEV system offers an EV mode for daily use and hybrid mode for long distances. Different driving modes can be selected to suit the conditions.

STEERING INTO FUTURE

Lexus revealed a range of BEV concepts themed on "pushing the boundaries of the electrified experience".

Its booth hosted global debuts of the LF-ZC, which is set for release in 2026, along with the LF-ZL – its BEV flagship that offers a glimpse into the brand's future.

Andrew Davis, vice-president of Lexus NZ, says the marque is committed to becoming electric worldwide by 2035.

"The uptake of EVs continues to accelerate each year as luxury-car buyers realise how seamlessly BEVs can fit their lifestyles," he adds.

"About 90 per cent of Lexus cars sold in New Zealand this year were electrified.

"We're looking to continue our carbon-reduction journey as more fully electric models become available."

The LF-ZC boasts sleek proportions, a low centre of gravity, spacious cabin, and a design that blends functionality and aesthetics.

Next-generation Lexus BEVs will build on technologies presented in the current RZ SUV, such as the all-wheel-drive Direct4 system and linear steering feel thanks to steer-by-wire.

The digitised intelligent cockpit features situation-based functionality. Users can access features through an "immersive" control interface called Arene OS.

It allows continuous function updates, including advanced safety technology and multimedia features, while the car adjusts performance characteristics – such as acceleration and handling – to driver preferences via the software-enabled hardware.

A future flagship model is represented by the LF-ZL.

The car's on-board sensors work with digital data from its surroundings. When drivers point to objects or places of interest, the display delivers information along with voice guidance.

Utilisation of big data allows management of the charging process and power supply, enabling the vehicle to connect to the network and integrate mobility solutions with its owner's lifestyle.

Double Indy win for GT4 rookie

She's the first woman to win the GT4 at Indianapolis and she did it in her rookie year.

When Rianna O'Meara-Hunt made her Pirelli GT4 America Series debut in April, the Kiwi could hardly have dreamed she would wrap up the series with back-to-back wins at the famous Brickyard in the number 26 Aston Martin.

A top performer in New Zealand's karting championships, the 22-year-old emerged from the all-female shoot-out held by The Heart of Racing (HOR) in November 2022 at the Apex Motor Club, Arizona.

That event saw women from all around the world take two full days of on and off-track training on-board Astons with HOR's drivers and crew.

The team originally intended to select one driver. But performances by Hannah Grisham, of California, and O'Meara-Hunt stood out, so they were given a chance to co-drive in the GT4 America.

The opportunity to race in the US came about through O'Meara-Hunt's 2022 season in New Zealand's Toyota 86 Championship under the HOR banner with Auckland-based International Motorsport.

"The team boss, Ian James, called and said I'd be doing the women's shoot-out, which had selected 10 of us from 130 applicants," she recalls of the two-day test when drivers were put into groups of three.

"It was an experience of a lifetime. For me, it was my first-ever time to the States so that was a bit daunting. I was flown from Wellington to Phoenix arriving a

Rianna O'Meara-Hunt on-track at The Brickyard

Below: O'Meara-Hunt celebrates her GT4 win on the podium with team-mate Hannah Grisham, right

day or so before the start of the shoot-out, so I had a little time to acclimatise to the conditions and time-zone difference."

The event was a comprehensive run-through of skills needed for the GT4 series.

"We had qualifying and race simulations," O'Meara-Hunt told Autofile. "For the simulation, we focussed on setting fast times while saving the car and preserving the tyres. The quali test was simply to go all out for the best time."

This meant all the aspiring racers got to show off their skills as drivers one and two.

O'Meara-Hunt also received coaching on how to deal with press, and sessions with Australian racer and media identity Greg Rust from whom she "learned a lot".

The Pirelli GT4 Series features desirable vehicles. In addition to teams running the same car as HOR's Astons, there are BMW M4s, Ferraris, Porsches, Toyota Supras and more.

As the seven-round series kicked off at Sonoma, Arizona, O'Meara-Hunt made her first GT4 America start and her debut race in the US.

"It was exciting heading into

Sonoma and getting this adventure under way," she says.

"Coming somewhat into the unknown – new country, new series, new car, new drivers, new rules and new tracks – I worked hard to ensure the transition was as seamless as possible. The support and experience of The Heart of Racing family has been amazing."

The GT4 season has been punishing with early setbacks in the hotly contested series with grids of 38 or more. In the first round at Sonoma, the team went out in race one.

"That was hugely disappointing, but it was also a chance to learn about the championship and racing GT4s."

At Nola Motorsports Park in Louisiana for round two, O'Meara-Hunt and co-driver Grisham came 12th. The season then ramped up with them pushing harder for good results. They finished on a high at IndyCars' famous Brickyard circuit.

"The Indy win was amazing and to score the double was incredible. We were the first all-female team to take GT4 wins and it was my first win after karting. To have it happen at Indy was great."

Boosted by those two victories, the duo finished the season sixth overall. "We gave the team some food for thought there."

O'Meara-Hunt is 100 per cent committed to the GT4 series and HOR, and grateful to compete at this level. She will learn this month what the 2024 GT4 season will look like. In the meantime, she's aiming to do some local GT racing in New Zealand this summer.

TAKE-OFF IN KARTING

Based near Wellington, Rianna O'Meara-Hunt started off in karts in 2014 and took three series or championship wins.

She has driven karts here and in Australia during most of her career, becoming SuperKart national champion and grand-prix champ in Rotax Lights.

She has maintained her winning form in karting by securing the same two honours this year.

O'Meara-Hunt continues to break new ground by becoming the first female professional driver appointed to Tony Quinn-owned circuits.

Hayden Paddon in action during the Battery Town Rally Bay of Plenty
Photo: Ross Hyde

Paddon claims seventh title

He is the 2023 European Rally Champion and has won the annual Ashley Forest Rallysprint.

Now Hayden Paddon has taken out the New Zealand Rally Championship (NZRC).

Paddon and navigator John Kennard were victorious in the one-day Battery Town Rally Bay of Plenty last month when they came home almost 30 seconds ahead of Shane van Gisbergen in his Audi.

It was Paddon's seventh NZRC title, which sets a New Zealand record, and Kennard's sixth championship win as co-driver.

The rally, which took place on October 15, started in Whakatane before heading west toward Te Puke in a mix of fine and rainy conditions.

Twelve special stages were scheduled, but the seventh of those was cancelled for safety reasons.

Paddon and Kennard had mechanical issues, which meant they won eight of the 11 special stages, while Van Gisbergen took out the other three.

Shane van Gisbergen competing in his Audi

Paddon ploughs through a water crossing

It has been a big year for the Kiwi rally star, having recently secured his first FIA European Rally Championship title in commanding style, as well as winning the 2023 Tour European Rally title courtesy of his victories at Rally Otago and Rally Barbados.

"Obviously it's awesome to get the job done and win the championship, which is what we came to do," says Paddon.

"We've wrapped up a big year in the Bay of Plenty with this win. Massive credit to the team and the amount of work everyone has put in this year. All in all, we're delighted to top off a pretty successful season."

While the Battery Town Rally Bay of Plenty didn't go exactly to plan "and, in some ways, it was a pretty tough day for us, we did what we had to do. We got the job done and we enjoyed it".

Paddon adds: "We were very close to that 100 per cent stage-win record here. While it's a shame not to achieve that, it is what it is. Shane did an awesome job and you can't take that away from him."

New cars to face off

Porsche's 992 GT3 Cup racer

A host of new GT machines will headline the Summerset GT New Zealand Championship when racing gets under way at Taupo this month, setting the scene for an action-packed summer.

The all-new Porsche 992 Cup car will make its debut this coming season with the next-generation racers from the marque being eligible for the open class.

Up to four 992s will line up for round one of the series with Marcus Armstrong returning to the championship in one of the new machines.

Matt Whittaker will line up in another having already had success in the South Island Endurance Series last month.

Sam Fillmore will race his newly acquired 992, with Luke Manson upgrading from the 991.2 Cup car he was behind the wheel of last season.

Faster than its predecessor, the new GT3 Cup car has a "gooseneck" rear wing and a larger front lip for more downforce.

This means the vehicles have higher cornering speeds and more direct turn-in for faster lap times, especially on winding circuits.

The Mercedes-AMG GT2

Both the previous generation 991.2 and the new 992 have four-litre engines, which rev to 8,500rpm. The 991.2 produces up to 361kW or 485bhp in old money, while the 992 is reported to start at around 380kW or 510bhp.

The Porsche machinery won't be the only new vehicles out on track with Paul Pedersen stepping out of last season's Porsche 991.2 to debut a new Mercedes-AMG GT2.

This is the most powerful homologated car in the history of the German brand's customer racing programme. The new GT2 boasts an AMG four-litre V8 biturbo engine, producing 527kW or 707bhp.

Eligible for competition in the open class are vehicles from the Porsche 911 GT3 Cup, Ferrari Challenge Series and Lamborghini Super Trofeo. GT2 cars from Porsche, Maserati and Audi are also eligible.

Each round of the Summerset GT New Zealand Championship will feature two 30-minute races and one of 60 minutes with a compulsory pit stop.

There will be the option of one or two drivers per car with the 60-minute race also worth extra points. The series' first round is being held from November 17-19 at Taupo Motorsport Park.

Consumers' attempt to seek compensation rejected 11 years after vehicle supplied

The case: The buyers wanted the trader and Kia NZ to replace the noisy engine in their Sportage because US-based owners of the 2011 model had received compensation from the manufacturer for known faults leading to engine failure or seizure. The latter said the car was outside of its warranty and there were no known problems of this kind relating to Sportages sold in New Zealand.

The decision: The purchasers' claim was dismissed.

At: The Motor Vehicle Disputes Tribunal, Christchurch.

Background

Michele and Paul Dawson bought a new Kia Sportage from Cockram Motors Ltd for $36,785 in 2011.

They regularly serviced the car and had driven it more than 140,000km. But around October 2022, it developed a persistent engine noise.

Their mechanic, Mark Nicholas, found its timing chain was stretched, and its gears and guides were worn, so he replaced those parts. However, the engine still made an unusual noise.

Further investigations revealed scoring on the cylinder bores and Nicholas advised the Dawsons to replace the engine.

The buyers sought compensation from the trader and Kia NZ for the costs of having that done.

They said the same issue that had affected their car was the subject of a class action in the US, which was settled in 2021. Its settlement allowed owners of the same model year to receive compensation for known faults.

The case

The primary issue was whether the car failed to comply with the Consumer Guarantees Act (CGA).

The Dawsons argued their vehicle shouldn't have failed so catastrophically and expensively after only 11 years and 143,000km.

Nicholas described the noise it was making as a "clicking or tapping noise", like the sound of a collapsed piston. He said the score marks on the bores were the reason for the noise.

When he removed the timing chain, he saw nothing restricting the oil flow and the engine appeared to have no oil-supply issues. There was no sludge in the engine, it hadn't been consuming oil between services and had not been producing smoke.

Nicholas claimed a well-maintained engine of this make and model should have been capable of about 300,000km.

The wear in the cylinder bores had arisen at about halfway through the engine's expected life. His theory was it had partially seized and had then "come right".

The respondents' primary defence was the car was well outside of its five-year warranty, and had mostly not been maintained by an authorised Kia service agent between March 2012 and October 2022. They had been unable to verify if genuine parts and the correct oil specification had been used at each service.

The respondents emphasised there was no historical information regarding similar concerns in New Zealand affecting this variant relating to an inherent manufacturing defect.

Craig Buckley, Kia NZ's national service manager, said the car didn't appear to have had any lubrication issues, which ruled out the Dawsons' theory of a manufacturing defect involving debris left inside the engine.

He added the US litigation that the Dawsons had referred to wasn't relevant to vehicles retailed here and he was unaware of any known problems of this kind relating to Sportages sold in this country.

Buckley observed from the service records provided that genuine Kia oil filters hadn't always been used when the vehicle was serviced, nor had its fuel and air filters or spark plugs been replaced in accordance with the manufacturer's specifications.

The finding

There are limits to the protections the CGA provides and, relevantly, its guarantee of acceptable quality doesn't impose indefinite liability on the supplier or manufacturer of a vehicle.

At some point, the risk of the car developing defects must transfer from the supplier to the purchaser. When that risk transfers in this way is determined by section seven of the CGA. This provides the way in which a vehicle has been used by the purchaser may also be relevant in assessing whether it fails to comply with the guarantee of acceptable quality.

If it's shown a car has been used in a manner inconsistent with how a reasonable consumer would use it and it would otherwise comply with the guarantee, then that provides a defence to an allegation of breaching the legislation.

One of the reasons why the CGA doesn't impose indefinite liability on a supplier is that the longer a purchaser has owned and used a car, the greater the potential for external factors might bear on problems that arise with it.

The tribunal's assessor said the evidence suggested the engine was worn. He noted the air and fuel filters hadn't been replaced in accordance with the manufacturer's specifications.

This increased the risk of contaminants being introduced into the engine causing the damage that had been observed.

Moreover, despite the engine noise, the Sportage was running well with no evidence of oil use or smoke being produced. It was possible that it might run satisfactorily for some time.

The assessor considered the chances of the engine rapidly seizing were small although the Dawsons' concerns about the noise were valid. However, it wasn't possible to uphold their claim due to the lengthy period and distance travelled since purchase, and the legitimate criticisms made by the respondents as to the servicing of the vehicle.

Order

The claim was dismissed.

Buyer secures costs for compliance work and refund of clean-car scheme's charge

The case: Majestic Cars hadn't obtained compliance for an imported Toyota Chaser some two years post-purchase. The buyer had paid the dealer $28,000 for the vehicle on the basis it would pay for compliance and on-road costs (ORC). The trader didn't deny it had failed to meet the terms of its sale and purchase agreement, but claimed it wasn't in a financial position to fix it.

The decision: Majestic Cars was ordered to pay Dhaliwal $13,940.

At: The Motor Vehicle Disputes Tribunal, Christchurch.

Background

Mandeep Singh Dhaliwal bought a Toyota Chaser from Majestic Cars Ltd on May 15, 2021, on the basis it would be put through the compliance process by the trader at its own expense.

However, two years later that hadn't happened and the vehicle needed significant work before it could be certified. In addition, a clean-car fee of $2,875 needed to be paid when it was registered.

Dhaliwal wanted to keep the Chaser, but called on the dealer to pay him the costs of getting it roadworthy.

Majestic Cars raised no arguments disputing its liability to pay those costs. However, it claimed it wasn't in a financial position to do so. It said the agreement to buy the vehicle was in substitution for an earlier agreement to buy a similar car at the same price.

The first vehicle was unsuitable, so the trader and Dhaliwal agreed the $28,000 he had paid for the first car would be applied to purchase the Chaser, which hadn't been released from the port.

The terms of this second "contract" included that all monies paid by the buyer were fully refundable if the car wasn't in a suitable condition and didn't meet satisfactory inspections on arrival.

The purchase price included compliance and ORC, and there were no other hidden fees.

The trader told the buyer that the vehicle offer and sales agreement was to be completed on delivery, and the Consumer Guarantee Act (CGA) wouldn't apply because the Chaser was a performance car.

The case

The trader didn't argue the CGA didn't apply in respect of Dhaliwal's vehicle or that the legislation doesn't apply to "performance" cars despite having told the buyer this.

If Dhaliwal was a "consumer" in respect of the Chaser as defined in section two of the act, then it would apply.

The buyer mainly dealt with Hasun Gayaneth Silva Wedage, who represented Majestic Cars in respect of the transaction and after-sales issues.

Aiyaz Buksh, director, authorised Wedage to "act on behalf of" the dealer in relation to Dhaliwal's claim. However, Buksh agreed to represent the company at the hearing.

From the chronology supplied by Dhaliwal with his application, he first inspected the vehicle on or around June 18, 2021, in Station Road, Otahuhu, south Auckland. The trader said it would take some time for it to satisfy compliance requirements.

On December 6, the Chaser failed its Vehicle Testing NZ certification check. Repair items included left-rear dog-leg damage and underbody rust. The right front seat and steering wheel needed replacing.

A low-volume vehicle certificate was required for its adjustable suspension, modified exhaust and waste gate, after-market intercooler and bumper reinforcement cut.

Despite Dhaliwal regularly seeking updates from Majestic Cars, it appeared that little or no progress had been made.

He took possession of the Chaser and, on February 3, 2023, he obtained a $9,255 quote from General Automotive Solutions for the work. It provided an updated quote dated April 21 for $10,865.

Wedage said he had talked with Buksh, and the only solution for the trader was to resell the car and refund the customer what he had paid. He said if the vehicle sold for a higher figure, all proceeds could go to Dhaliwal. If it sold for less than the purchase price, then the buyer and dealer "might have to come to an agreement". The trader and its director claimed they were unable to pay for the repairs.

The finding

According to the sale contract, Majestic Cars agreed the purchase price included compliance and ORC, and that there were no other fees.

However, the Chaser had been provided to Dhaliwal needing substantial repairs and it hadn't been complied.

Accordingly, the tribunal found the dealer had breached section nine of the CGA because the vehicle didn't correspond with its description when supplied.

The primary remedy under the act allows the buyer to require the trader to carry out repairs within a reasonable time. Dhaliwal had given the dealer many opportunities over a long period of time to do that.

He said it had been nearly a year since he had agreed to purchase the first vehicle and he still hadn't received the car he had purchased.

Dhaliwal produced hundreds of pages of texts between him and Wedage, which showed him repeatedly requesting updates.

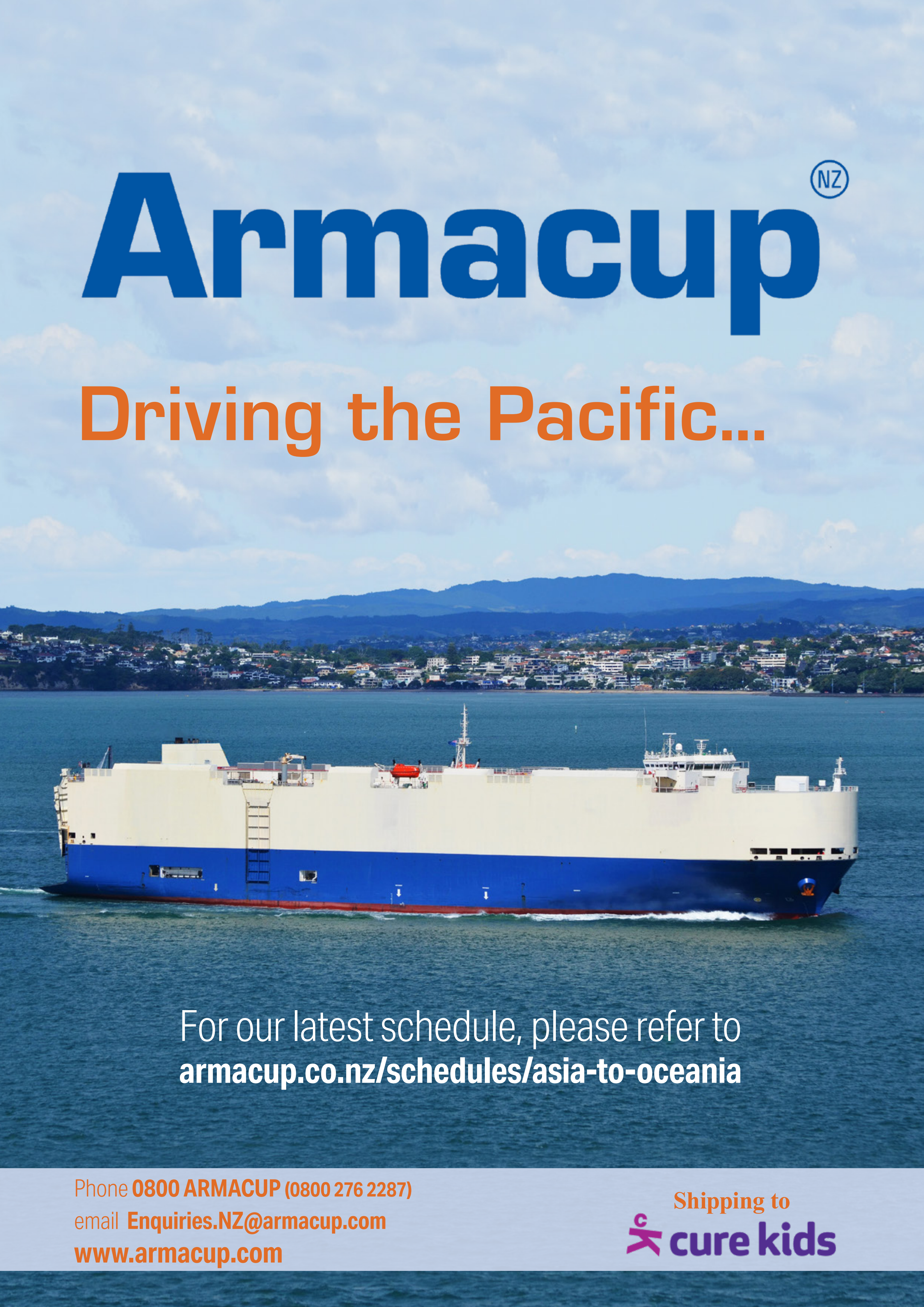
When he did respond, Wedage made excuses for why the car wasn't ready and further promises that ended up being broken.

The tribunal found Majestic Cars had neglected to fix it and failed to correspond with the description by which it was sold.

Despite the trader claiming it was unable to pay for the repairs, the buyer was entitled to recover reasonable costs incurred in certifying the car for in-service fitness. General Automotive Solutions' revised quote of $10,865 was accepted by the tribunal. In addition, Dhaliwal was entitled to recover the clean-car fee of $2,875 and on-road costs of $200.

Order

Majestic Cars was ordered to pay Dhaliwal $13,940.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Around the Country
October 2023

Total new cars
10,055
2022: 10,736 ▼ 6.3%

Total imported used cars
9,657
2022: 7,224 ▲ 33.7%

NORTHLAND
NEW: 156 2022: 224 ▼30.4%
USED: 174 2022: 144 ▲20.8%

AUCKLAND
NEW: 5,585 2022: 4,784 ▲16.7%
USED: 4,798 2022: 3,417 ▲40.4%

BAY OF PLENTY
NEW: 402 2022: 485 ▼17.1%
USED: 423 2022: 362 ▲16.9%

WAIKATO
NEW: 596 2022: 771 ▼22.7%
USED: 773 2022: 579 ▲33.5%

GISBORNE
NEW: 26 2022: 42 ▼38.1%
USED: 63 2022: 48 ▲31.3%

TARANAKI
NEW: 131 2022: 168 ▼22.0%
USED: 131 2022: 109 ▲20.2%

HAWKE'S BAY
NEW: 180 2022: 257 ▼30.0%
USED: 180 2022: 122 ▲47.5%

TASMAN
NEW: 55 2022: 50 ▲10.0%
USED: 70 2022: 52 ▲34.6%

MANAWATU-WHANGANUI
NEW: 276 2022: 367 ▼24.8%
USED: 271 2022: 190 ▲42.6%

NELSON
NEW: 65 2022: 83 ▼21.7%
USED: 80 2022: 73 ▲9.6%

WELLINGTON
NEW: 907 2022: 935 ▼3.0%
USED: 748 2022: 588 ▲27.2%

WEST COAST
NEW: 21 2022: 25 ▼16.0%
USED: 39 2022: 43 ▼9.3%

MARLBOROUGH
NEW: 41 2022: 53 ▼22.6%
USED: 50 2022: 53 ▼5.7%

CANTERBURY
NEW: 1,234 2022: 2,027 ▼39.1%
USED: 1,353 2022: 1,061 ▲27.5%

OTAGO
NEW: 257 2022: 330 ▼22.1%
USED: 330 2022: 261 ▲26.4%

SOUTHLAND
NEW: 74 2022: 108 ▼31.5%
USED: 130 2022: 99 ▲31.3%

OTHERS (Chatham Islands, overseas, unknown)
NEW: 49 2022: 27 ▲81.5%
USED: 44 2022: 23 ▲91.3%

Imported Passenger Vehicle Sales by Make - October 2023

MAKE	OCT'23	OCT'22	+/-%	OCT'23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Toyota	4,804	2,704	77.7	49.7%	39,325	42.5%
Nissan	1,499	894	67.7	15.5%	13,282	14.4%
Mazda	953	1,092	-12.7	9.9%	11,306	12.2%
Honda	613	466	31.5	6.3%	6,572	7.1%
Subaru	422	464	-9.1	4.4%	5,216	5.6%
Suzuki	234	160	46.3	2.4%	2,430	2.6%
Mitsubishi	217	267	-18.7	2.2%	2,571	2.8%
Volkswagen	196	315	-37.8	2.0%	2,915	3.1%
BMW	184	231	-20.3	1.9%	2,473	2.7%
Lexus	154	98	57.1	1.6%	1,252	1.4%
Audi	119	157	-24.2	1.2%	1,636	1.8%
Mercedes-Benz	110	117	-6.0	1.1%	1,394	1.5%
Ford	23	46	-50.0	0.2%	368	0.4%
Peugeot	15	4	275.0	0.2%	87	0.1%
Chevrolet	14	24	-41.7	0.1%	144	0.2%
Land Rover	14	18	-22.2	0.1%	153	0.2%
Porsche	10	13	-23.1	0.1%	109	0.1%
Tesla	9	2	350.0	0.1%	50	0.1%
Ferrari	7	1	600.0	0.1%	16	0.0%
Jaguar	7	16	-56.3	0.1%	104	0.1%
Mini	7	15	-53.3	0.1%	140	0.2%
Volvo	5	20	-75.0	0.1%	175	0.2%
Daihatsu	4	1	300.0	0.0%	52	0.1%
Jeep	4	8	-50.0	0.0%	80	0.1%
Pontiac	4	0	400.0	0.0%	16	0.0%
Chrysler	3	6	-50.0	0.0%	57	0.1%
Dodge	3	12	-75.0	0.0%	75	0.1%
Holden	3	9	-66.7	0.0%	58	0.1%
BYD	2	4	-50.0	0.0%	28	0.0%
Hyundai	2	13	-84.6	0.0%	61	0.1%
Kia	2	5	-60.0	0.0%	44	0.0%
Plymouth	2	2	0.0	0.0%	14	0.0%
Cadillac	1	1	0.0	0.0%	19	0.0%
Case	1	0	100.0	0.0%	1	0.0%
Fiat	1	2	-50.0	0.0%	9	0.0%
Others	9	37	-75.7	0.1%	315	0.3%
Total	**9,657**	**7,224**	**33.7**	**100.0%**	**92,547**	**100.0%**

Imported Passenger Vehicle Sales by Model - October 2023

MAKE	MODEL	OCT'23	OCT'22	+/-%	OCT'23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Toyota	Aqua	1,832	1,113	64.6	19.0%	14,318	15.5%
Toyota	Prius	1,205	583	106.7	12.5%	9,603	10.4%
Nissan	Leaf	496	197	151.8	5.1%	3,088	3.3%
Toyota	Corolla	449	277	62.1	4.6%	3,573	3.9%
Nissan	Note	368	182	102.2	3.8%	3,298	3.6%
Mazda	Axela	354	372	-4.8	3.7%	4,400	4.8%
Honda	Fit	292	234	24.8	3.0%	3,027	3.3%
Toyota	C-HR	283	118	139.8	2.9%	2,028	2.2%
Mazda	Demio	244	261	-6.5	2.5%	2,522	2.7%
Nissan	X-Trail	207	170	21.8	2.1%	1,912	2.1%
Subaru	Impreza	205	214	-4.2	2.1%	2,359	2.5%
Nissan	Serena	188	106	77.4	1.9%	2,292	2.5%
Mitsubishi	Outlander	172	190	-9.5	1.8%	1,832	2.0%
Toyota	Vitz	169	78	116.7	1.8%	1,403	1.5%
Suzuki	Swift	154	125	23.2	1.6%	1,670	1.8%
Volkswagen	Golf	134	209	-35.9	1.4%	1,943	2.1%
Mazda	CX-5	126	206	-38.8	1.3%	1,683	1.8%
Honda	Vezel	120	50	140.0	1.2%	877	0.9%
Subaru	XV	112	112	0.0	1.2%	1,310	1.4%
Toyota	Camry	105	72	45.8	1.1%	969	1.0%
Mazda	Premacy	91	72	26.4	0.9%	973	1.1%
Toyota	Spade	87	30	190.0	0.9%	556	0.6%
Toyota	Sai	84	63	33.3	0.9%	1,040	1.1%
Toyota	Wish	70	56	25.0	0.7%	758	0.8%
Mazda	Atenza	61	107	-43.0	0.6%	862	0.9%
Toyota	Yaris	59	10	490.0	0.6%	243	0.3%
Toyota	Auris	57	47	21.3	0.6%	482	0.5%
Lexus	CT 200h	51	24	112.5	0.5%	359	0.4%
Honda	CR-Z	48	24	100.0	0.5%	464	0.5%
Toyota	Sienta	44	8	450.0	0.5%	374	0.4%
Nissan	Juke	41	49	-16.3	0.4%	575	0.6%
Volkswagen	Polo	41	56	-26.8	0.4%	562	0.6%
Suzuki	Ignis	38	11	245.5	0.4%	291	0.3%
Toyota	RAV4	35	6	483.3	0.4%	293	0.3%
Audi	A3	34	53	-35.8	0.4%	466	0.5%
Others		1,601	1,739	-7.9	16.6%	20,142	21.8%
Total		**9,657**	**7,224**	**33.7**	**100.0%**	**92,547**	**100.0%**

Tribunal fines listed company

The NZ Markets Disciplinary Tribunal has ordered 2 Cheap Cars (2CC) to pay $40,000 and NZX costs for breaching listing rules.

It says the company breached two requirements – to always have at least two independent directors and for an audit committee to have a majority of independent directors.

The determination states that the breaches occurred between March 17 and May 19 when director Gordon Shaw took on a contractual role at 2CC subsidiary NZ Motor Finance (NZMF).

"Given the importance of independent director requirements, the tribunal considered 2CC's breach was a serious compliance breach," it states.

It adds such a breach "has the potential" to significantly impact on investors and the market, but the potential for this to happen was reduced because 2CC's board was chaired by an independent director who was also sat on its audit committee.

Other factors reducing possible impact included Shaw having no disqualifying relationship and, while an employee, he had a limited contractual role overseeing the run-down of NZMF's loan book thereby "reducing the likelihood of management influence".

In addition, NZ RegCo identified no loss or harm to investors because of the breach, which it says appeared unintentional.

In its own NZX statement, 2CC acknowledges it broke the rules when Shaw acted as a part-time consultant for eight weeks to oversee the loan book's collection and management.

It adds: "It was a quick response to an urgent need as a new organisational structure was finalised, but the board acknowledges a broader consideration should have occurred."

Paul Millward, chief executive officer, describes the breach as inadvertent and, while accepted and regrettable, it caused no loss to investors.

"We should have more carefully considered the implications with regard to ensuring independent director requirements were maintained at all times," he says.

"As a small cap company in turnaround mode, protecting shareholders' interests remains at the forefront of all our decisions."

The company unsuccessfully appealed against the tribunal's assessment of the breach's seriousness, the balance of aggravating and mitigating factors, and consequent quantum of the final penalty imposed.

It disagrees with the tribunal deciding the breach had the potential to cause a moderate impact on investors and the market because the determination noted "numerous factors" that lessened its possible impact.

"The tribunal's decision to apply penalty band two – despite the lack of a disqualifying relationship, the limited nature of the role and short period of the breach – remains difficult for the company to understand," 2CC's statement adds.

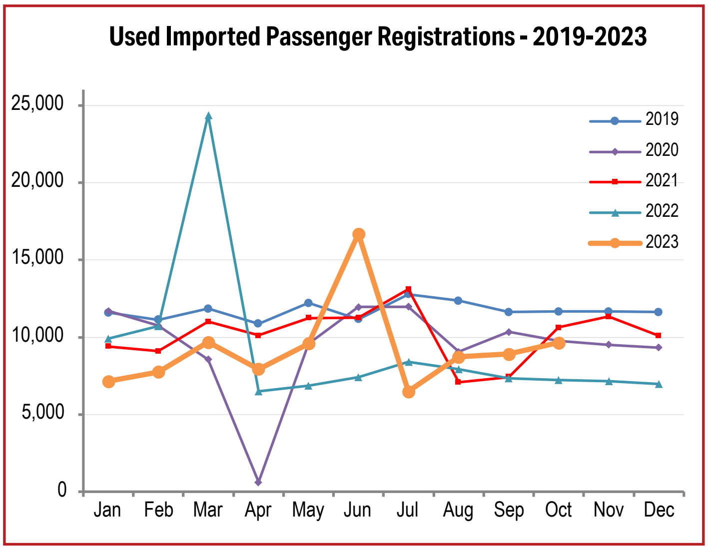
The company also "strongly disagrees" with the determination of "compliance history" as an aggravating factor, albeit one with a lesser weighting.

Jump in trade

There were 9,657 used-imported cars registered last month, which was up by 33.7 per cent compared to 7,224 in the same month of 2022.

So far in 2023, 92,547 units have been registered. That's down by 4.2 per cent compared to 96,650 in the same period of last year.

Toyota took out a one-two in October with its Aqua on 1,832 units and Prius with 1,205. Nissan's Leaf came third with 496.



Used Imported Passenger Vehicle Sales by Motive Power - October 2023

MAKE	OCT'23	OCT'22	+/-%	OCT'23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Full battery electric	523	211	147.9%	5.4%	3,311	3.6%
Plug-in hybrid electric	229	188	21.8%	2.4%	2,002	2.2%
Non plug-in petrol hybrid	5,480	3,068	78.6%	56.7%	45,733	49.4%
Petrol	3,338	3,600	-7.3%	34.6%	40,151	43.4%
Diesel	87	157	-44.6%	0.9%	1,349	1.5%
Others (includes non plug-in diesel hybrid, fuel cell)	0	0	0.0%	0.0%	1	0.0%
Total	**9,657**	**7,224**	**33.7%**		**92,547**	

Speeding up growth strategy

The Optimus Group has entered into an agreement to acquire Autopact, one of Australia's largest privately owned dealership groups. The global automotive business, which owns JEVIC NZ, Nichibo and Vehicle Inspection NZ among others, says the deal will "accelerate its strategy of growth".

Autopact operates 28 dealerships, which represent 35 brands, and services the volume, premium, luxury and commercial segments.

Optimus, which has its headquarters in Japan, notes the deal will expand its footprint across the Tasman and align with its strategic direction. Currently, the group has automotive investments in Australia covering data, logistics and retailing.

Optimus says taking over Autopact will position the company to support its original equipment manufacturer partners' expansion, especially with growth in the electric-vehicle segment.

"Our planned acquisition of the business will provide the opportunity to expand our route to market into Australia in-line with the growth ambitions and strategic direction of the group," says Nobuya Yamanaka, president of Optimus.

Meanwhile, dealers are receiving visits from researchers as Waka Kotahi gets to grips with how safety-rating labels are being used.

It has contracted Hoed Research NZ to conduct a nationwide study with new and used-car dealerships being randomly selected. Relevant information from each site visit will be compiled by Waka Kotahi to form a baseline of data.

"The NZTA has committed to sharing key findings with us so we can work with it as needed on any future communication and education," says Malcolm Yorston, of the Imported Motor Vehicle Industry Association. "However, individual site results will be kept confidential."

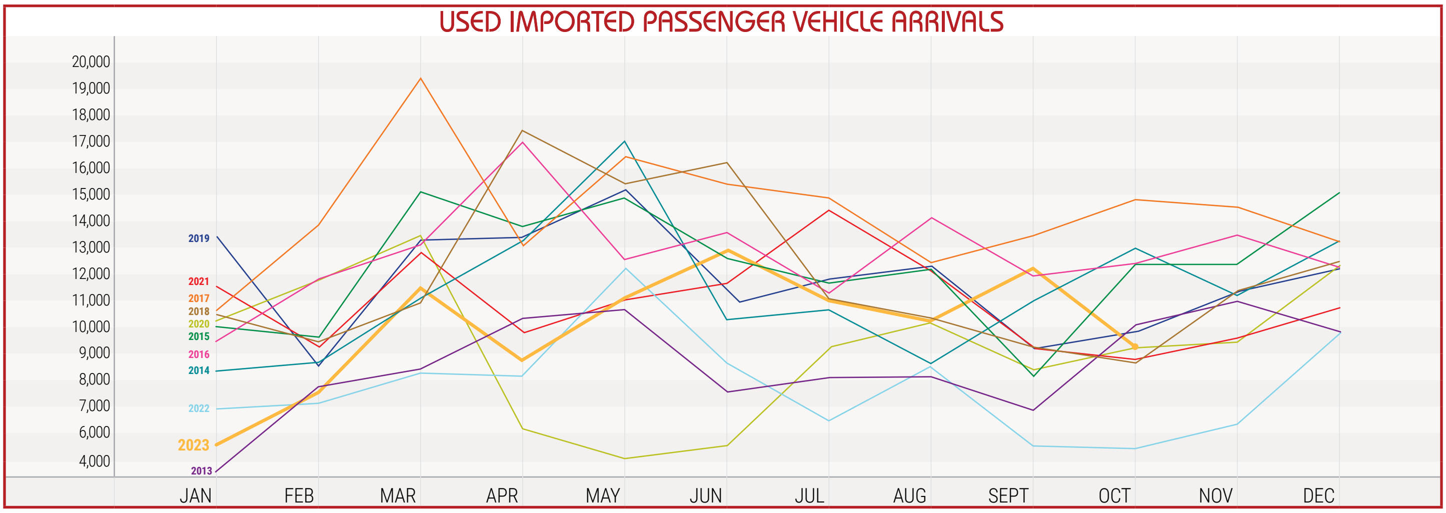
The survey is independent of the Energy Efficiency and Conservation Authority's vehicle emissions and energy economy label compliance audit.

CROSSING THE BORDER

There were 9,205 used cars imported last month to bring the year-to-date total to 99,069.

That represents a rise of 30.9 per cent when compared to 75,075 by the same time in 2022.

Japan, with 8,950 units, accounted for 97.2 per cent of October's total. In addition, 165 were brought in from Australia and 29 from the US.



Used Imported Passenger Vehicles By Country Of Export

COUNTRY OF EXPORT	2023 JAN '23	FEB '23	MAR '23	APR '23	MAY '23	JUN '23	JUL '23	AUG '23	SEP '23	OCT '23	OCT MKT SHARE %	2023 TOTAL	2022 TOTAL	2022 MKT SHARE	2021 TOTAL	2021 MKT SHARE
Australia	126	76	136	85	125	96	89	96	91	165	1.8%	**1,085**	2,353	2.6%	3,072	2.4%
Great Britain	34	17	24	23	20	17	15	29	15	25	0.3%	**219**	512	0.6%	1,259	1.0%
Japan	4,846	7,246	11,225	8,607	10,740	12,717	10,841	10,093	11,881	8,950	97.2%	**97,146**	87,740	95.6%	123,508	94.8%
Singapore	23	3	24	27	28	20	20	15	13	18	0.2%	**191**	423	0.5%	1,378	1.1%
USA	29	18	21	10	21	25	21	22	42	29	0.3%	**238**	487	0.5%	697	0.5%
Other countries	24	12	12	16	20	25	14	16	33	18	0.2%	**190**	250	0.3%	403	0.3%
Total	**5,082**	**7,372**	**11,442**	**8,768**	**10,954**	**12,900**	**11,000**	**10,271**	**12,075**	**9,205**	**100.0%**	**99,069**	**91,765**	**100.0%**	**130,317**	**100.0%**

Traders at greater liquidation risk

Car dealers are at a higher risk of being put into liquidation than typical New Zealand businesses, reports credit bureau Centrix.

Companies selling vehicles or parts have been rated as 1.8 times more likely to be wound up, while the average rating for all registered retail businesses is 1.3 times.

Keith McLaughlin, managing director of Centrix, says company liquidations were up year-on-year in September as credit defaults continued to rise.

"Retail stores specialising in high-cost products like motor vehicles, electrical appliances and household furniture are at a greater risk of liquidation than other business sectors," he explains.

"It's clear the current climate remains tricky to navigate for a lot of Kiwis. As discretionary spending continues to scale back, many retailers are beginning to feel the pinch."

Centrix's latest credit-indicator report shows there are nearly 44,000 registered companies in retail trades, with more than 3,200 of those selling vehicles or parts.

McLaughlin says when it comes to Kiwi businesses collapsing, "we know the highest rate of failure happens within the first five years of existence".

Other data compiled by Centrix shows credit demand for automotive loans rose by 14.4 per cent year-on-year in October. This helped increase the overall figure for those wanting to borrow by five per cent over the same period.

Consumer arrears figures climbed to 11.7 per cent of the credit-active population in September – compared with 11.6 per cent in August this year.

Vehicle arrears dropped to 5.4 per cent of active credit accounts month-on-month in September but remained up by 22 per cent year-on-year.

"Mortgage and vehicle loan arrears are up year-on-year, which is a concerning trend as these essential repayments are often the last households let slip when times get tough," adds McLaughlin.

MIXED RESULTS

Dealers sold 14,945 second-hand cars to the public in October. That was a decrease of 3.8 per cent from 15,542 during the same month of last year.

In addition, there were 12,218 public-to-trader transactions last month, which was up by 1.1 per cent from 12,089 when compared to October 2022.

SECONDHAND CAR SALES - October 2023

	DEALER TO PUBLIC				PUBLIC TO PUBLIC			PUBLIC TO DEALER		
REGION	OCT'23	OCT'22	+/- %	MARKET SHARE	OCT'23	OCT'22	+/- %	OCT'23	OCT'22	+/- %
Northland	507	525	-3.4	3.39	1,808	1,897	-4.7	183	185	-1.1
Auckland	4,964	5,350	-7.2	33.22	13,458	13,044	3.2	5,232	5,413	-3.3
Waikato	1,527	1,665	-8.3	10.22	3,903	4,085	-4.5	1,078	1,031	4.6
Bay of Plenty	1,003	1,074	-6.6	6.71	2,767	2,961	-6.6	619	644	-3.9
Gisborne	141	153	-7.8	0.94	377	380	-0.8	36	44	-18.2
Hawke's Bay	554	554	0.0	3.71	1,416	1,398	1.3	360	360	0.0
Taranaki	354	365	-3.0	2.37	996	1,126	-11.5	194	202	-4.0
Manawatu-Whanganui	824	828	-0.5	5.51	1,965	2,076	-5.3	719	677	6.2
Wellington	1,365	1,453	-6.1	9.13	3,093	3,287	-5.9	1,052	1,037	1.4
Tasman	127	138	-8.0	0.85	413	439	-5.9	14	23	-39.1
Nelson	156	155	0.6	1.04	407	404	0.7	171	154	11.0
Marlborough	113	123	-8.1	0.76	312	390	-20.0	38	47	-19.1
West Coast	86	99	-13.1	0.58	271	315	-14.0	48	40	20.0
Canterbury	2,153	1,973	9.1	14.41	5,045	5,143	-1.9	1,872	1,695	10.4
Otago	726	716	1.4	4.86	1,929	1,965	-1.8	418	389	7.5
Southland	286	311	-8.0	1.91	944	939	0.5	184	148	24.3
Other	59	60	-1.7	0.39	143	188	-23.9	0	0	0.0
NZ Total	**14,945**	**15,542**	**-3.8**	**100.00**	**39,247**	**40,037**	**-2.0**	**12,218**	**12,089**	**1.1**

New Passenger Vehicle Sales by Make - October 2023

MAKE	OCT'23	OCT'22	+/-%	OCT'23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Toyota	2,683	2,221	20.8	26.7%	17,160	19.0%
Kia	1,125	1,000	12.5	11.2%	9,203	10.2%
Mitsubishi	987	1,764	-44.0	9.8%	8,513	9.4%
MG	594	497	19.5	5.9%	4,404	4.9%
Ford	569	431	32.0	5.7%	4,035	4.5%
Hyundai	495	564	-12.2	4.9%	6,053	6.7%
Suzuki	405	782	-48.2	4.0%	5,893	6.5%
Mazda	373	352	6.0	3.7%	3,343	3.7%
BYD	359	205	75.1	3.6%	2,634	2.9%
Nissan	307	175	75.4	3.1%	2,715	3.0%
Honda	272	348	-21.8	2.7%	2,892	3.2%
Volkswagen	213	337	-36.8	2.1%	2,463	2.7%
GWM	199	0	19,900.0	2.0%	419	0.5%
Tesla	144	168	-14.3	1.4%	3,780	4.2%
BMW	131	138	-5.1	1.3%	1,497	1.7%
Mini	109	81	34.6	1.1%	812	0.9%
Lexus	106	90	17.8	1.1%	1,080	1.2%
Skoda	99	200	-50.5	1.0%	1,398	1.5%
Subaru	92	183	-49.7	0.9%	1,772	2.0%
Mercedes-Benz	91	178	-48.9	0.9%	1,290	1.4%
Cupra	88	37	137.8	0.9%	386	0.4%
Peugeot	86	169	-49.1	0.9%	748	0.8%
Audi	82	112	-26.8	0.8%	1,187	1.3%
Land Rover	80	63	27.0	0.8%	1,098	1.2%
Porsche	71	23	208.7	0.7%	438	0.5%
Polestar	62	79	-21.5	0.6%	397	0.4%
Jeep	48	15	220.0	0.5%	348	0.4%
Opel	43	29	48.3	0.4%	287	0.3%
Volvo	33	43	-23.3	0.3%	529	0.6%
Haval	22	253	-91.3	0.2%	1,871	2.1%
Mahindra	20	1	1,900.0	0.2%	261	0.3%
Citroen	14	11	27.3	0.1%	160	0.2%
Fiat	9	12	-25.0	0.1%	105	0.1%
Jaguar	8	34	-76.5	0.1%	154	0.2%
Can-Am	6	5	20.0	0.1%	36	0.0%
Ineos	5	0	500.0	0.0%	58	0.1%
Yamaha	4	3	33.3	0.0%	22	0.0%
Maserati	3	2	50.0	0.0%	54	0.1%
Renault	3	8	-62.5	0.0%	173	0.2%
SsangYong	3	46	-93.5	0.0%	286	0.3%
Chevrolet	2	5	-60.0	0.0%	30	0.0%
Isuzu	2	21	-90.5	0.0%	118	0.1%
LDV	2	7	-71.4	0.0%	26	0.0%
Alfa Romeo	1	2	-50.0	0.0%	54	0.1%
Others	5	42	-88.1	0.0%	259	0.3%
Total	**10,055**	**10,736**	**-6.3**	**100.0%**	**90,441**	**100.0%**

New Passenger Vehicle Sales by Model - October 2023

MAKE	MODEL	OCT'23	OCT'22	+/-%	OCT'23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Toyota	RAV4	1,103	744	48.3	11.0%	6,899	7.6%
Mitsubishi	Outlander	529	1,027	-48.5	5.3%	3,145	3.5%
Toyota	Corolla Cross	368	150	145.3	3.7%	1,343	1.5%
Toyota	Yaris Cross	359	353	1.7	3.6%	1,687	1.9%
MG	4	357	0	35,700.0	3.6%	703	0.8%
Mitsubishi	Eclipse Cross	311	453	-31.3	3.1%	3,001	3.3%
Kia	Niro	294	117	151.3	2.9%	1,900	2.1%
BYD	Atto 3	246	205	20.0	2.4%	2,407	2.7%
Kia	Seltos	240	107	124.3	2.4%	1,631	1.8%
Suzuki	Swift	201	407	-50.6	2.0%	3,353	3.7%
Ford	Everest	200	217	-7.8	2.0%	1,531	1.7%
MG	ZS	192	322	-40.4	1.9%	2,818	3.1%
Kia	Sorento	184	164	12.2	1.8%	1,208	1.3%
Toyota	Corolla	180	477	-62.3	1.8%	1,668	1.8%
Hyundai	i30	174	4	4,250.0	1.7%	517	0.6%
Kia	Sportage	172	301	-42.9	1.7%	1,287	1.4%
Mazda	CX-5	172	162	6.2	1.7%	1,487	1.6%
Nissan	Leaf	165	4	4,025.0	1.6%	306	0.3%
Toyota	Camry	161	38	323.7	1.6%	503	0.6%
Honda	Jazz	160	264	-39.4	1.6%	1,588	1.8%
Ford	Puma	148	127	16.5	1.5%	479	0.5%
Tesla	Model Y	139	167	-16.8	1.4%	3,034	3.4%
Ford	Escape	129	11	1,072.7	1.3%	1,137	1.3%
Mitsubishi	ASX	123	265	-53.6	1.2%	1,095	1.2%
Toyota	Highlander	118	70	68.6	1.2%	1,174	1.3%
Hyundai	Tucson	115	173	-33.5	1.1%	1,824	2.0%
BYD	Dolphin	113	0	11,300.0	1.1%	227	0.3%
Toyota	Yaris	103	127	-18.9	1.0%	1,021	1.1%
GWM	Ora	97	0	9,700.0	1.0%	236	0.3%
Volkswagen	ID.4	97	0	9,700.0	1.0%	219	0.2%
Toyota	Land Cruiser Prado	95	70	35.7	0.9%	598	0.7%
Honda	ZR-V	92	0	9,200.0	0.9%	485	0.5%
Mazda	CX-30	81	16	406.3	0.8%	345	0.4%
Nissan	Qashqai	71	0	7,100.0	0.7%	791	0.9%
Kia	EV6	69	19	263.2	0.7%	737	0.8%
Kia	Stonic	69	144	-52.1	0.7%	1,502	1.7%
Mini	Hatch	67	55	21.8	0.7%	340	0.4%
Nissan	X-Trail	67	151	-55.6	0.7%	1,408	1.6%
Toyota	Fortuner	66	35	88.6	0.7%	448	0.5%
Hyundai	Kona	65	177	-63.3	0.6%	1,577	1.7%
Suzuki	S-Cross	63	31	103.2	0.6%	324	0.4%
Suzuki	Vitara	61	140	-56.4	0.6%	846	0.9%
Toyota	C-HR	61	116	-47.4	0.6%	1,109	1.2%
GWM	Haval H6	60	0	6,000.0	0.6%	60	0.1%
Polestar	Polestar 2	60	79	-24.1	0.6%	395	0.4%
Others		2,058	3,247	-36.6	20.5%	30,048	33.2%
Total		**10,055**	**10,736**	**-6.3**	**100.0%**	**90,441**	**100.0%**

Feebates shortfall hits $279m

The clean car discount (CCD) scheme paid out around $279 million more in rebates than it received in fees between its launch in July 2021 to the end of September this year.

A report published by Waka Kotahi shows rebates came in at $526m during that period, while penalties totalled $247m.

The CCD provides consumers with money back when a vehicle is registered in New Zealand for the first time if it meets eligibility criteria.

It was updated to a full feebate scheme in April last year with penalties imposed for high-emissions models. The policy's settings were then readjusted at the start of July with fewer vehicles qualifying for discounts and fees increasing.

Despite the difference between the amount of money collected so far and how much has been paid out, the government has said the long-term goal of the CCD is for it to be cost-neutral.

A breakdown of finances in the transport agency's report shows $85m was paid out during the CCD's first nine months of operation.

A further $355m in rebates was paid between April 2022 and June 2023 when the feebate system was in operation, during which period $194m in penalty payments was collected.

For the first three months since the carbon dioxide (CO_2) bands were adjusted – from July to September 2023 – rebates came in at $86m and fees at $53m for a net deficit of $33m. Average fee payments have increased to $2,860 since July 1, up from $2,080.

Waka Kotahi notes that as of the end of September, it paid 156,000 rebates and imposed fees on 108,000 vehicles.

About 95,000 units first registered in New Zealand since the feebate scheme was introduced have fallen into the neutral zone, attracting neither a fee nor a discount.

"Fee volumes continue to be higher post-policy changes with 42 per cent of fees for the month [September] occurring on vehicles previously within the zero band of 147-191g/km," the agency explains.

Waka Kotahi's monthly CCD report normally goes to government officials, but September's was proactively released at the time by Prime Minister Chris Hipkins and David Parker, Minister of Transport, who hailed the scheme for increasing electric vehicle (EV) uptake.

Hipkins says: "In September, we passed the 150,000 milestone with 156,000 rebates paid to EV and hybrid customers since July 2021 when the scheme started.

Dip in sales

Registrations of new cars totalled 10,055 in October, which was down by 6.3 per cent from 10,736 during the same month of last year.

Toyota's RAV4 was the best-selling model on 1,103 with the Corolla Cross third on 368. Second place went to Mitsubishi's Outlander with 529.

The year-to-date total is 90,441 for a decrease of 6.4 per cent versus 96,658 by this time in 2022.

"Electrified vehicles now make up more than half of all new vehicles and used imports registered in New Zealand.

"The climate benefits are all too clear. Average emissions from newly registered vehicles have dropped by nearly 33 per cent since July 2021."

Other key figures from Waka Kotahi show the average CO_2 rating of a rebate vehicle registered after July 1 this year is 65g/km. That's down from an average of 83g/km between April 2022 and June 2023.

Overall, the average CO_2 rating of the country's top five new vehicles is 170g/km, while for the top five used vehicles it comes in at 87g/km.

"Hybrid, electric and plug-in hybrid vehicles continue to make up more than 50 per cent of monthly registrations," the report adds.

"Thirty-eight per cent of hybrids registered are no longer eligible for rebates post July 1, 2023, with CO_2 ratings above 100g/km."

For the new sector, 47 per cent of vehicles registered from July to September this year have been electrified, up from 33 per cent in the April 2022 to June 2023 period.

The used-imports market has also seen the proportion of EVs being registered increase from 48 to 62 per cent over the same timeframe.

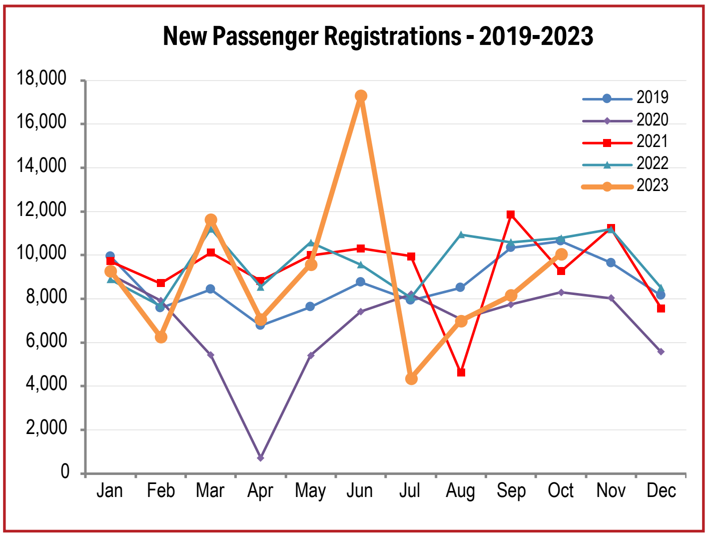
REPAIRERS AUDITED

GM New Zealand has launched a certified collision-repair network with Kawan Collision Repairs in Hastings and West Hamilton Auto Refinishers, Te Rapa, being the first to sign up.

Certified networks have already been established in the US and Australia, and GM will look to grow it further here to better meet customers' needs.

"The repairer accreditation is audited annually to ensure high levels are maintained," says Stephen Matthews, general manager of after-sales for GM NZ.

Service providers signing up conduct full electronic system checks after repairs using the same diagnostic equipment and processes as GMSV and Holden service outlets with extra support from General Motors if required.



New Passenger Vehicle Sales by Motive Power - October 2023

MAKE	OCT'23	OCT'22	+/-%	OCT'23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Full battery electric	2,038	1,075	89.6%	20.3%	15,089	16.7%
Plug-in hybrid electric	936	914	2.4%	9.3%	6,844	7.6%
Non plug-in petrol hybrid	2,949	2,270	29.9%	29.3%	23,376	25.8%
Petrol	3,361	5,384	-37.6%	33.4%	37,550	41.5%
Diesel	771	1,093	-29.5%	7.7%	7,580	8.4%
Others (includes non plug-in diesel hybrid, fuel cell)	0	0	0.0%	0.0%	2	0.0%
Total	**10,055**	**10,736**	**-6.3%**		**90,441**	

Drive to emissions-free utes

Ford expects the first plug-in hybrid (PHEV) version of its Ranger to arrive in showrooms down under during early 2025.

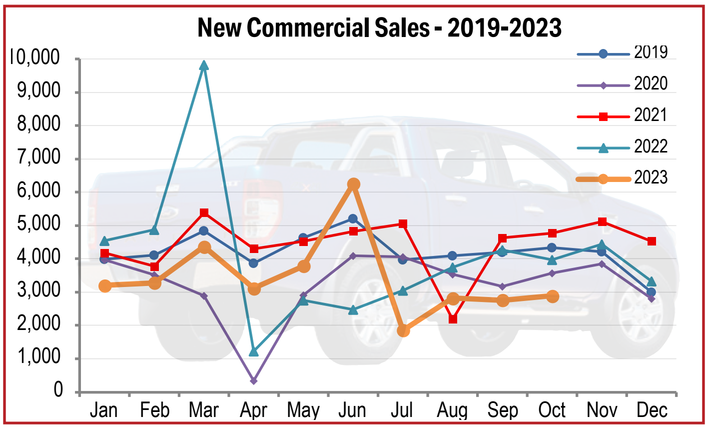
The marque hopes the new model will herald a significant step forward in its plans to offer a wide range of powertrain options in the ute segment.

"The Ranger Plug-in Hybrid is a best-of-both-worlds solution for work, play and family," explains Andrew Birkic, who is chief executive officer of Ford Australia and New Zealand.

"It will offer customers zero-tailpipe emissions EV driving for short trips or hybrid performance that delivers incredible on and off-road performance." He adds the PHEV will have "all of the towing and payload capability our customers expect of the Ranger".

The new model will boast more torque than any Ford ute thanks to its 2.3-litre EcoBoost turbo petrol engine paired with an electric motor and rechargeable battery system.

Its pure electric-mode range will be more than 45km and its targeted maximum braked towing capacity is 3,500kg – the same as the rest of the Ranger line-up.



The blue oval's news comes with Toyota unveiling its all-electric ute concept in Melbourne at the end of August. It plans to test it in the local market although it's yet to confirm that it will come down under.

Although limited details have been revealed by the marque, the Hilux Revo BEV concept "is an urban-focused two-wheel-drive pick-up featuring a wealth of proprietary technologies".

The company adds it has "designed for short-range use", built on the same platform as

New Commercial Sales by Make - October 2023

MAKE	OCT'23	OCT'22	+/-%	OCT'23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Toyota	860	738	16.5	29.8%	9,695	28.2%
Ford	825	1,539	-46.4	28.5%	9,369	27.3%
Isuzu	156	159	-1.9	5.4%	2,020	5.9%
Mercedes-Benz	139	133	4.5	4.8%	835	2.4%
Fuso	111	138	-19.6	3.8%	1,064	3.1%
Volkswagen	100	83	20.5	3.5%	939	2.7%
Mitsubishi	99	250	-60.4	3.4%	2,998	8.7%
Hino	64	95	-32.6	2.2%	659	1.9%
Scania	62	44	40.9	2.1%	557	1.6%
LDV	60	98	-38.8	2.1%	927	2.7%
Nissan	56	90	-37.8	1.9%	1,105	3.2%
Iveco	55	57	-3.5	1.9%	475	1.4%
Fiat	53	71	-25.4	1.8%	309	0.9%
Volvo	28	18	55.6	1.0%	275	0.8%
UD Trucks	27	27	0.0	0.9%	275	0.8%
Chevrolet	26	19	36.8	0.9%	172	0.5%
Hyundai	26	50	-48.0	0.9%	461	1.3%
Kenworth	23	27	-14.8	0.8%	168	0.5%
Mazda	20	50	-60.0	0.7%	322	0.9%
Renault	20	36	-44.4	0.7%	129	0.4%
Others	80	221	-63.8	2.8%	1,580	4.6%
Total	**2,890**	**3,943**	**-26.7**	**100.0%**	**34,334**	**100.0%**

New Commercial Sales by Model - October 2023

MAKE	MODEL	OCT'23	OCT'22	+/-%	OCT'23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Ford	Ranger	794	1,489	-46.7	27.5%	8,628	25.1%
Toyota	Hilux	679	633	7.3	23.5%	7,527	21.9%
Toyota	Hiace	160	90	77.8	5.5%	1,611	4.7%
Mercedes-Benz	Sprinter	126	96	31.3	4.4%	632	1.8%
Mitsubishi	Triton	99	228	-56.6	3.4%	2,986	8.7%
Volkswagen	Amarok	73	37	97.3	2.5%	499	1.5%
Isuzu	D-Max	56	86	-34.9	1.9%	971	2.8%
Nissan	Navara	56	90	-37.8	1.9%	1,105	3.2%
Fiat	Ducato	53	71	-25.4	1.8%	307	0.9%
Isuzu	N Series	44	30	46.7	1.5%	436	1.3%
Isuzu	F Series	39	23	69.6	1.3%	463	1.3%
Iveco	Daily	35	48	-27.1	1.2%	343	1.0%
Ford	Transit	31	49	-36.7	1.1%	731	2.1%
Fuso	Canter 616 City	31	48	-35.4	1.1%	305	0.9%
Hino	500	30	60	-50.0	1.0%	312	0.9%
Chevrolet	Silverado 1500	25	15	66.7	0.9%	124	0.4%
Hino	300	23	20	15.0	0.8%	202	0.6%
Fuso	Canter 616	21	22	-4.5	0.7%	128	0.4%
Toyota	Land Cruiser	21	15	40.0	0.7%	552	1.6%
Mazda	BT-50	20	50	-60.0	0.7%	322	0.9%
Others		474	743	-36.2	16.4%	6,150	17.9%
Total		**2,890**	**3,943**	**-26.7**	**100.0%**	**34,334**	**100.0%**

the internal-combustion engine platform and shares similar dimensions to a single-cab Hilux.

Meanwhile, Mitsubishi Motors NZ (MMNZ) has formalised a loan-vehicle agreement with Taskforce Kiwi following its support of the not-for-profit's disaster relief response when Cyclone Gabrielle struck in February.

It has agreed to supply three Tritons to facilitate projects in Auckland, Wellington and Christchurch.

Warren Brown, chief executive officer, describes the partnership as "a small contribution in the greater scope of invaluable work undertaken by incredible volunteers".

Established in September 2022, the organisation largely consists of ex-members of the defence force, police and emergency services volunteering alongside locals to help communities "on their worst day".

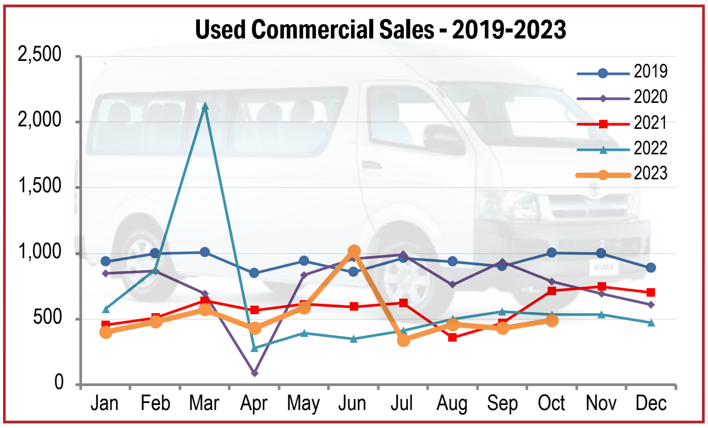
In the wake of Cyclone Gabrielle, Taskforce Kiwi sent 165 volunteers to Hawke's Bay to assist in a range of operations, including debris clearance, missing person searches, needs assessments and aid co-ordination.

MMNZ assisted by loaning four utes. They were used for 10 weeks and proved vital to the organisation's work, enabling it to have a greater impact on the ground.

Now the company has formalised the relationship, Taskforce Kiwi will receive three long-term loan vehicles for its day-to-day operations and, when required, emergency disaster relief.

"It means a lot to our organisation," says national director Richard Adams.

"We will use them to help with volunteer training and community engagement, as well as disaster response when needed."



FORD'S UTE IN LEAD

The Ranger is now 1,101 units ahead of Toyota's Hilux for this year. It follows Ford's ute being last month's best-selling commercial with 794 registrations. The Hilux picked up 679.

There were 2,890 new commercials registered last month for a drop of 26.7 per cent from 3,943 versus October last year. Some 489 used-imported commercials were sold – down by 8.3 per cent from 533.

Used Commercial Sales by Make - October 2023

MAKE	OCT'23	OCT'22	+/-%	OCT'23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Toyota	232	219	5.9	47.4%	2,386	46.0%
Nissan	114	116	-1.7	23.3%	1,138	21.9%
Hino	35	47	-25.5	7.2%	330	6.4%
Isuzu	28	41	-31.7	5.7%	305	5.9%
Mitsubishi	20	19	5.3	4.1%	263	5.1%
Ford	9	26	-65.4	1.8%	160	3.1%
Suzuki	8	1	700.0	1.6%	49	0.9%
UD Trucks	6	2	200.0	1.2%	50	1.0%
Chevrolet	5	12	-58.3	1.0%	48	0.9%
Daihatsu	4	6	-33.3	0.8%	89	1.7%
Mazda	4	7	-42.9	0.8%	52	1.0%
Holden	3	6	-50.0	0.6%	58	1.1%
Volkswagen	3	7	-57.1	0.6%	28	0.5%
Fuso	2	2	0.0	0.4%	15	0.3%
Iveco	2	0	200.0	0.4%	15	0.3%
Mercedes-Benz	2	2	0.0	0.4%	22	0.4%
AM General	1	0	100.0	0.2%	1	0.0%
DAF	1	1	0.0	0.2%	11	0.2%
Factory Built	1	1	0.0	0.2%	2	0.0%
Fiat	1	2	-50.0	0.2%	19	0.4%
Others	8	16	-50.0	1.6%	147	2.8%
Total	**489**	**533**	**-8.3**	**100.0%**	**5,188**	**100.0%**

Used Commercial Sales by Model - October 2023

MAKE	MODEL	OCT'23	OCT'22	+/-%	OCT'23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Toyota	Hiace	189	149	26.8	38.7%	1,735	33.4%
Nissan	NV350	69	77	-10.4	14.1%	699	13.5%
Hino	Dutro	29	28	3.6	5.9%	247	4.8%
Toyota	Regius	19	15	26.7	3.9%	303	5.8%
Isuzu	Elf	17	23	-26.1	3.5%	205	4.0%
Nissan	Caravan	15	13	15.4	3.1%	203	3.9%
Toyota	Dyna	14	30	-53.3	2.9%	177	3.4%
Fuso	Canter	13	11	18.2	2.7%	181	3.5%
Suzuki	Carry	8	1	700.0	1.6%	48	0.9%
Isuzu	Forward	7	13	-46.2	1.4%	75	1.4%
Nissan	NV200	7	11	-36.4	1.4%	48	0.9%
Nissan	Atlas	5	6	-16.7	1.0%	77	1.5%
Daihatsu	Hijet	4	6	-33.3	0.8%	89	1.7%
Nissan	Civilian	4	0	400.0	0.8%	37	0.7%
Nissan	Navara	4	1	300.0	0.8%	29	0.6%
Toyota	Hilux	4	4	0.0	0.8%	47	0.9%
UD Trucks	Quon	4	0	400.0	0.8%	26	0.5%
Chevrolet	C10	3	4	-25.0	0.6%	21	0.4%
Ford	Transit	3	1	200.0	0.6%	12	0.2%
Hino	Ranger	3	15	-80.0	0.6%	65	1.3%
Others		68	125	-45.6	13.9%	864	16.7%
Total		**489**	**533**	**-8.3**	**100.0%**	**5,188**	**100.0%**

Marque expands national footprint

BYD Auto NZ has celebrated a year in this country with two more franchises opening.

The company now has dealerships operating in New Plymouth and Nelson.

Its expansion comes about 12 months after its first Atto 3 electric vehicle (EV) was delivered in New Zealand. More than 3,500 units have since been sold.

Energy Motors, a subsidiary of the Colonial Motor Company, is at Eliot Street, New Plymouth. It offers sales, service and parts operations for the Chinese brand.

The Car Company, based in Rutherford Street, Nelson, is also selling BYD's products and has plans for a new showroom within the year.

Shane Drummond, managing director of The Car Company, says with 27 years of trading at the top of the South Island, his business is "super excited" to help deliver the brand locally.

BYD now has 14 sites nationwide, including a new showroom run by Automarque in Rutherford Street, Lower Hutt.

Chris Douglas, Automarque's group general manager, says the facility is an exciting addition to the dealership, which provides sales and servicing on-site.

BYD, which stands for "build your dreams", has broken into the world's top 10 car companies for sales with growing demand for EVs helping it to overtake the likes of Mercedes-Benz and BMW.

It sold 1.25 million new vehicles in the first half of 2023, which was 96 per cent more than in the same period a year ago.

This tally led to the company being ranked 10th worldwide, according to research company MarkLines and carmakers' own data.

The Chinese brand has rapidly climbed the charts after being placed 16th for 2022 and not even making the top 20 in 2021, reports Nikkei Asia. BYD was also ranked first in sales of fully electric, plug-in hybrid and fuel-cell vehicles across 14 major markets in the first half of this year, notes MarkLines. Tesla was second with the Volkswagen Group third.

Toyota was the overall global sales leader in the first half of the year for the fourth time in a row with 5.41 million registrations.

Next up was VW with 4.37m, Hyundai and Kia on 3.65m, and the Renault, Nissan and Mitsubishi alliance with 3.2m.

All top 20 companies, except Honda, reported increased sales volumes from 2022.

Stock increases

There were 10,778 new cars imported last month. That was down by 10.3 per cent from 12,011 in October 2022 but up by 2.6 per cent from 10,506 in September.

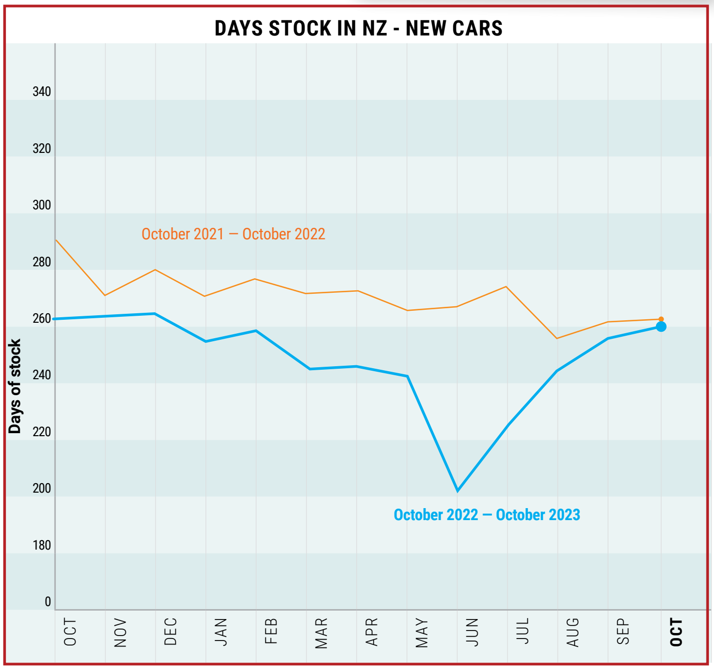
Registrations totalled 10,055. This was down from 10,736 and by 6.3 per cent from October last year and up by 23.6 per cent on September's 8,134.

Stock of new cars yet to be registered has risen by 723 to 78,413. Daily registrations, as averaged over the previous 12 months, stand at 302 units per day – down from 316 one year ago.

Stock at-hand has gone up from 256 days at the end of September to 260, or 8.5 months, if sales continue at the current rate. In October last year, stock at-hand was 261 days.

Dealer stock of new cars in New Zealand

	CAR SALES IMPORTED	CAR SALES REGISTERED	VARIANCE	STOCK	DAILY SALES - 12-MONTH AVERAGE	DAYS STOCK AT HAND
Oct '22	12,011	10,736	1,275	82,505	316	261
Nov '22	11,493	11,155	338	82,843	316	262
Dec '22	9,936	8,490	1,446	84,289	319	265
Jan '23	5,985	9,253	-3,268	81,021	320	254
Feb '23	6,381	6,247	134	81,155	316	257
Mar '23	7,506	11,613	-4,107	77,048	317	243
Apr '23	6,045	7,037	-992	76,056	313	243
May '23	7,995	9,553	-1,560	74,496	310	240
Jun '23	10,725	17,242	-6,517	67,979	331	205
Jul '23	8,183	4,334	3,848	71,827	321	224
Aug '23	10,464	6,973	3,491	75,318	310	243
Sep '23	10,506	8,134	2,372	77,690	303	256
Oct '23	**10,778**	**10,055**	**723**	**78,413**	**302**	**260**
Year to date	**84,568**	**90,441**				
Change on last month	**2.6%**	**23.6%**		**0.9%**		
Change on Oct 2022	**-10.3%** LESS IMPORTED	**-6.3%** LESS SOLD		**-5.0%** LESS STOCK		



Action on shortage of skills

The Motor Trade Association (MTA) has welcomed two automotive professions being added to NZ Immigration's green list.

Chief executive Lee Marshall says the MTA has worked with the Collision Repair Association (CRA) to lobby the government to include automotive refinishers and collision repairers on the list, which provides a work-to-residency pathway.

However, he warns more work needs to be done to solve the skills shortage affecting many businesses.

"We know it is the number-one issue facing many of our members," says Marshall. "It's causing financial and emotional stress for many business owners.

"These roles are also crucial for keeping Kiwis safe on the roads, and ensuring repairs are carried out quickly and professionally, so we thank the government for listening to us."

According to CRA data, the sector needs about 1,000 collision repairers and refinishers. The lack of suitable employees means repairs can take between six and 12 weeks.

The MTA is asking the authorities to speed up and simplify the processing of overseas applications from people with job offers.

"The green list is a welcome short-term fix," adds Marshall. "But employers want to hire local talent and give young Kiwis a step into the industry.

"At the moment, we don't have the number of good apprentices that employers need. We need some answers, direction and involvement with Te Pukenga, which to an outside eye is in a state of confusion.

"We need automotive businesses to have a greater say and involvement in how training is developed and run."

The MTA previously had representatives on MITO's board. It supported the move to Te Pukenga, and "what was originally sold as increased voice and representation in the vocational system. In reality, the opposite has been true. We have probably never been further away".

Marshall says Apprenticeship Boost, which pays employers $500 a month for first and second-year apprentices, should be extended.

It has helped more than 60,000 apprentices secure roles across a range of industries, but is slated to finish at the end of 2023.

"There's no doubt the government could get better bang for buck with a system targeted to role types in shortage."

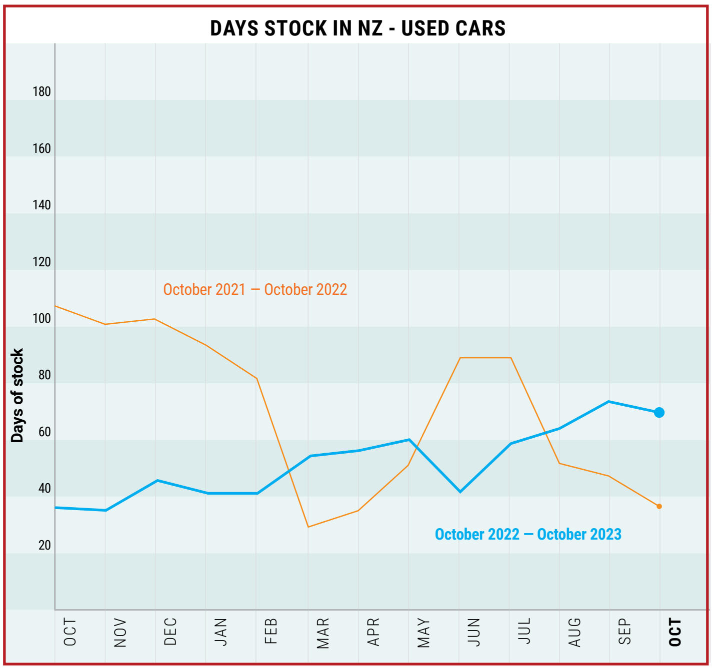
Rise in sales

There were 9,205 used cars imported last month, up by 81.8 per cent from 5,064 in October last year. The total was 23.8 per cent lower than September's when 12,075 crossed the border.

A total of 9,657 units were registered in October. This was 33.7 per cent more than 7,224 in the same month of 2022 and up by 8.3 per cent from 8,913 in September.

With 452 more used cars registered than imported last month, unregistered stock on dealers' yards or in compliance was 20,562 units. This was 70.1 per cent higher than 12,086 a year ago.

Average daily registrations rose to 292 but were down from 323 a year ago. There's 70 days' stock remaining.



Dealer stock of used cars in New Zealand

	CAR SALES IMPORTED	CAR SALES REGISTERED	VARIANCE	STOCK	DAILY SALES - 12-MONTH AVERAGE	DAYS STOCK AT HAND
Oct '22	5,064	7,224	-2,160	12,086	323	37
Nov '22	6,297	7,148	-851	11,235	312	36
Dec '22	9,781	6,976	2,805	14,040	304	46
Jan '23	5,082	7,130	-2,048	11,992	295	41
Feb '23	7,372	7,759	-387	11,605	287	40
Mar '23	11,442	9,674	1,768	13,373	247	54
Apr '23	8,768	7,939	829	14,202	251	57
May '23	10,954	9,580	1,374	15,576	258	60
Jun '23	12,900	16,675	-3,775	11,801	284	42
Jul '23	11,000	6,494	4,506	16,307	279	58
Aug '23	10,271	8,726	1,545	17,852	281	63
Sep '23	**12,075**	**8,913**	**3,162**	**21,014**	**286**	**74**
Oct '23	**9,205**	**9,657**	**-452**	**20,562**	**292**	**70**
Year to date	**99,069**	**92,547**				
Change on last month	**-23.8%**	**8.3%**		**-2.2%**		
Change on Oct 2022	**81.8%** MORE IMPORTED	**33.7%** MORE SOLD		**70.1%** MORE STOCK		