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Skills shortage and training top agenda

Association reveals its wish list as coalition promises swift action on number of policies affecting automotive industry

The Motor Trade Association (MTA) is calling on the government to make new policies around immigration and education among its main priorities to help maintain a "well-functioning automotive industry".

Lee Marshall, chief executive, says these two areas are at the top of the MTA's wish list, but it also wants to work with the National-led coalition on tackling other issues across a range of portfolios.

He welcomes some actions the government has listed for its first 100 days in office, as well as other policy goals outlined in coalition agreements signed last month between National, Act and New Zealand First.

Included in the 100-day plan is repealing the clean car discount (CCD) by the end of December, rolling back fair-pay agreement legislation and starting work to disestablish Te Pukenga, the NZ Institute of Skills and Technology.

The latter is particularly pleasing for the MTA. Marshall told Autofile one of its key requests was for the new government to put an immediate pause on Te Pukenga's development.

The MTA says vocational education and training must meet the car industry's needs

This is because MITO, which supports on-job learning for people in the car industry, has been in the process of being absorbed into the super-institute.

"The MTA has been fairly vocal from the outset that we didn't believe the Te Pukenga mega-merger was going to deliver great outcomes for our industry and we had concerns about the track it was on," says Marshall.

"MITO was due to soon become fully absorbed into that model, but that's not complete yet. Our biggest ask would be to put a pause on that process, effective immediately, to avoid having to unwind it completely later on as the government looks to make changes with Te Pukenga."

National wants to restore regional control of polytechnics and industry-training organisations, and the MTA is supportive of that.

The vocational education and training system must also meet the needs of new learners, the changing fleet and drivetrain developments.

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p23 Lotus 'pushing the boundaries'

GUEST EDITORIAL

Industry ready to navigate change

Used-imports sector looking forward to more collaboration, says Greig Epps

GREIG EPPS
Chief executive, Imported Motor Vehicle Industry Association

Our country faced a rollercoaster ride in 2023. Now we need to chart the course forward into the new political environment that will be 2024 and beyond.

With shifting market demands, technological advancements and a myriad of policy changes, we have all needed to navigate through an ever-changing landscape.

The imported used-vehicle sector is a pivotal contributor to New Zealand's economy. Our members provide diverse, affordable options to consumers, and support an extensive network of jobs and economic activity.

It's imperative the new government understands our nuanced needs and challenges to ensure a thriving automotive industry.

In its role representing the backbone of the supply chain for used imports, VIA has consistently found itself at the crossroads of policy formation and implementation.

There has been a feeling that while our collective voice was "heard" by the previous government, the "listening" part eluded the decision-making process.

With the new three-way coalition, there's renewed potential for a more collaborative and inclusive approach toward policy formulation that directly affects our sector.

Our outlook for 2024 is one of expectation – not just for better consultation, but for true engagement through a dialogue that integrates our industry insights into the policy framework.

We are ready to work with the government, leveraging our collective expertise to develop a regulatory environment conducive to competitive innovation, sustainability and good consumer outcomes.

The clean car standard (CCS) needs to set stretch targets for the sector based on an understanding of what vehicles will be available in our source markets.

We must maintain the ambition for achieving 2050's carbon-reduction targets, but also that a transition takes time. Mechanisms are needed that allow the industry to operate seamlessly, such as removing the restriction on trading credits between new and used CCS accounts.

Safety should be assessed within a harm-based rating system, we must reverse vehicles' ever-increasing weight and should be looking at all noxious emissions from the fleet.

Beyond cars themselves, we need to invest in charging infrastructure, upskill for future technology and find ways to manage our fleet holistically.

The coming year holds promise – a canvas where industry-government collaboration paints the picture of a progressive and dynamic automotive sector.

Together, we can pave the way for a robust and thriving future for our used-imports industry.

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Part of this would include creating a level-four New Zealand Certificate in electric vehicle (EV) automotive engineering.

Marshall explains: "At the moment, you can study for a level-five EV qualification. But you can only do that if you have completed a level-four automotive technician qualification, which just covers internal-combustion engine vehicles.

"The practical reality of that is a BYD or Tesla dealer that only sells EVs, for example, can't take on an apprentice because they don't have the models to teach level four.

"However, if we accept EVs are going to be an important part of the future, then a suitable qualification at level four is the type of thing we'd like to see established."

One notable policy in the coalition deal between National and NZ First is to maintain Apprenticeship Boost, which had only been extended to the end of 2024 by the previous government.

It assists employers by paying them $500 a month for the first two years of apprenticeships to support training.

The MTA is pleased to see the new government embrace the scheme. At a time when businesses are struggling with other costs, it will alleviate the financial burden of taking on apprentices.

"In the long term, we would like to see a more targeted scheme for Apprenticeship Boost rather than making $6,000 per employee available per year irrespective of what apprentices are training for.

"It would be good to learn from Australia where the system pays three times as much to the industries deemed in need rather than paying all of them."

Marshall acknowledges making improvements to education and training will benefit automotive businesses in the long term, but

"We would like to see a more targeted scheme for Apprenticeship Boost," says Lee Marshall, chief executive of the MTA

he says adjustments to the immigration system are required to address short-term skills shortages.

Act's coalition agreement states the government will remove median-wage requirements from skilled-migrant category (SMC) visas, while NZ First's includes investigating the establishment of an "essential worker" planning mechanism to better future-proof skill or labour shortages.

Those moves are likely to be well-received by the industry as the MTA has been asking for the requirement that some jobs under the SMC must pay one-and-a-half times the median wage be removed.

"That threshold to be sponsored into roles, which is more than $40 an hour, causes runaway wage inflation in the industry and puts many businesses in a tough spot," notes Marshall.

"As for NZ First's plan, it sounds like a sensible approach and would be proactive rather than reactive."

Neither of the coalition deals refers to NZ Immigration's green list, which provides a work-to-residence pathway to help address labour shortages.

The MTA has successfully advocated for certain roles to be added to the list, including collision repairers and automotive refinishers, but says the overall system still needs bolstering.

"One of the challenges we've had is that members apply for tickets to get approval to bring people in from overseas, but the system tends to be so slow that the tickets expire before you can use them," says Marshall.

"I know of someone who had eight tickets, which last for nine months, but they only managed to bring one person in before those tickets expired because of administrative delays.

"We don't know what's causing those delays. But it's been a fairly clunky system and we would like to see a better set-up."

The MTA is also looking forward to working with the government to make things happen, including an overhaul of the warrant-of-fitness regime, reducing fleet emissions and tackling problems around crime.

"Everything we ask for is about having the most productive, most efficient and competitive industry we can, which is for the benefit of the businesses we represent and downstream for the benefit of all New Zealanders.

"People rely on vehicles as their primary method of transport for everything they do in their daily lives, so it's in everyone's best interests to have a well-functioning automotive industry."

CHARGING AHEAD

The three parties sharing power following October's election revealed details of their policy plans after lengthy negotiations to form the government.

One of the headline measures is repealing the CCD, which Prime Minister Christopher Luxon has confirmed will be gone by the end of the year.

First 100 days

Prime Minister Christopher Luxon has announced one of his government's goals is to achieve 49 specific actions in its first 100 days in office.

Those affecting the transport sector and associated businesses include introducing legislation to remove Auckland's fuel tax and cancelling national fuel-tax hikes.

Then there's starting work on a new government policy statement reflecting roads of national significance and new public-transport priorities, and binning the feebate scheme by December 31.

Blanket speed-limit reductions are being halted and work started on replacing the Land Transport Rule: Setting of Speed Limits 2022.

The fair-pay agreement legislation will be repealed and legislation introduced to restore 90-day trial periods. Visit autofile.co.nz for in-depth election coverage.

The 100-day plan also includes cancelling fuel-tax hikes, removing Auckland's regional fuel tax, stopping blanket speed-limit reductions, and starting work on a new government policy statement reflecting new roads of national significance.

Longer term, National's deal with Act states the parties will work to replace fuel-excise taxes with electronic road-user charging for all vehicles, starting with EVs.

It also notes National's commitment to create a nationwide network of 10,000 public EV chargers by 2030 will take into account Act's concern "that there be robust cost-benefit analysis to ensure maximum benefit for government investment".

NZ First's coalition agreement says the parties will plan for transitional low-carbon fuels, including the infrastructure needed to increase the use of methanol and hydrogen to achieve sovereign fuel resilience.

They will also require the electricity regulator to implement rules to deliver sufficient electricity infrastructure to ensure security of supply and avoid excessive prices.

PLEDGE ON PORT

NZ First's desire to move Port of Auckland to Northland hasn't been approved.

However, there is now a pledge to progress a business case for a dry dock at Marsden Point to serve domestic and international shipping needs.

The parties add they will also "facilitate the development and efficiency of ports and strengthen international supply networks", as well as examine connecting the railway to Marsden Point and Northport from the North Island main trunk line.

Another key policy spearheaded by NZ First is to ensure all public-service departments have their primary names in English, except for those specifically related to Maori.

This is expected to bring change for Waka Kotahi New Zealand Transport Agency, but no timeframe for such action has been announced.

Other major points to emerge from the coalition deals include the Act Party wanting to rewrite the Credit Contracts and Consumer Finance Act to "protect vulnerable consumers without unnecessarily limiting access to credit".

Act's policy for a Minister for Regulation, who is the party's leader David Seymour, is part of its agreement and will be accompanied by scrapping the Productivity Commission.

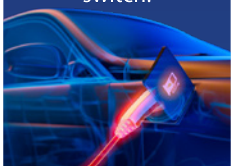
National's tax cuts will go ahead, but the parties do not promise any further reductions beyond 2024, and via the agreement with NZ First they will no longer be funded through a tax on foreign buyers. The money will instead be sourced by reprioritisation and other revenue-gathering.

NZ First has secured a $1.2 billion regional infrastructure fund, while the review of the emissions trading scheme will be stopped "to restore confidence and certainty to the carbon trading market".

Winston Peters' party has also negotiated "moderate" increases to the minimum wage each year, and plans for a select committee inquiry into banking competition, focused on competitiveness, customer services and profitability.

Electric incentives

A lobby group is urging the Minister of Transport to consider different ways to promote electric cars as the axe looms over the clean car discount. Drive Electric has sent Simeon Brown an open letter saying there are alternative ways to boost the switch.



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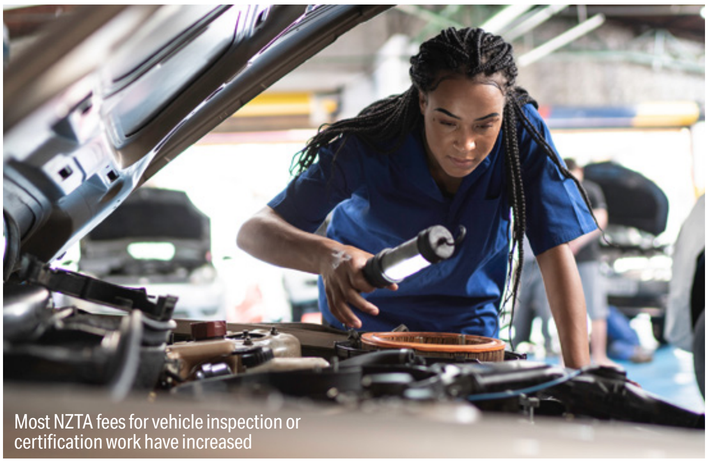
Fee changes increase costs

Dealers are now facing extra costs for used imports that are likely to be passed on to consumers resulting in higher sticker prices for cars and, possibly, falling sales.

That's the warning from the Imported Motor Vehicle Industry Association (VIA) with Waka Kotahi New Zealand Transport Agency introducing a new funding regime for regulatory fees and charges.

Malcolm Yorston, VIA's technical support, says fees for certification and compliance work have gone up per vehicle, which may also prompt importers to buy higher grades of cars at auctions to mitigate the impact of those costs.

The adjustments to regulatory funding, fees and charges have been made as the transport agency seeks to bring in $66 million more in revenue.



Most NZTA fees for vehicle inspection or certification work have increased

For vehicle certifiers, most charges that apply per inspection or certification have substantially increased.

The biggest percentage jump of 1,823 per cent is for the entry-certifiers group in which fees have climbed from $1.55-$1.94 per inspection to $37.29.

On the flip side, application fees of up to $1,644.50 to become a border inspection, heavy vehicle, low-volume vehicle or repair-certifier organisation, or a warrant and certificate of fitness inspector, have been abolished.

The shake-up comes after the first substantive review of Waka Kotahi's fees for about 15 years, while consultants MartinJenkins found in 2019 the agency's funding situation was "unsustainable".

Yorston told Autofile: "It appears Waka Kotahi has moved more to the user-pays principle whereby it has reduced or chucked out fees for businesses applying to be agents or inspection organisations and has instead put those costs onto each vehicle using those types of services.

"It means each vehicle will now pay its way through the system. Applying those fees to individual vehicles is a bit of a change of tack for the NZTA.

"It puts the identified costs back on the user of the system rather than everyone having to contribute to pay for them.

"Arguably, if you're not using the system, why should you be paying for it? It could be said that if it's just the user that's paying, then it's more equitable."

However, Yorston cautions the

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Clean-car policies focus

Simeon Brown, the new Minister of Transport, says he is looking forward to working with the automotive industry and changes to the clean-car programme are top of his agenda.

The government has committed to ending the clean car discount (CCD) by the end of this year and soon after he will turn his attention to the clean car standard (CCS).

Simeon Brown

National and Act, which have formed a government with NZ First, both campaigned on repealing the feebate scheme. Pre-election, National also pledged to revise the standard's settings.

"The CCD is unfair and fiscally irresponsible, providing rebates for high-end vehicles at the expense of hardworking New Zealanders who have no viable alternatives," Brown told Autofile.

"For now, I'm focused on our 100-day work plan, particularly repealing the CCD by December 31, 2023. There will be a review into the CCS next year and I will be seeking advice from officials on this in due course.

"I look forward to working with the automotive sector and hearing more about the issues that are important to them."

Brown adds the government considers a lack of charging infrastructure to be a barrier to the uptake of electric cars and it aims to create a network of 10,000 public chargers by 2030.

"We will be working to rapidly scale up New Zealand's EV charging infrastructure subject to a robust cost-benefit analysis."

The government will also invest in new roads of national significance and major public-transport projects in our main centres to ensure the country has a "well-maintained, safe and efficient transport system".

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move is likely to create extra costs of doing business for some of VIA's members. Those will ultimately be added to the price of the overall product, such as a used-imported vehicle, and be recovered from consumers.

"I can't see any businesses saying these changes are okay and that they will absorb the costs," he adds.

"As far as compliance shops and KSDPs [key service delivery partners] are concerned, the changing prices for the work they do will be added to their invoices for dealers. Any extra expenses will then have to be passed on to the consumer.

"It's another inflationary measure. People may think twice about replacing cars and that may lead to a slowdown in the market.

"A lot of people are just starting off with their mortgages and are having to find a bit of extra money if they want to buy a car.

"These extra fees could be the straw that breaks the camel's back – they now won't buy a car, and will instead keep their old one and patch it up as required."

With dealers expected to end up forking out more on used imports before they can get them onto yards, the funding overhaul may also influence the types of vehicles bought at auctions in Japan.

Yorston says this is because anyone importing a vehicle that requires repair certification will now end up paying more than they have done in the past, and there will also be extra costs for compliance to consider now the changes have kicked in.

"Importers may look more closely at the grade of vehicle they are purchasing and adjust that to reduce the number of repair certifications they require," he adds.

"They might have normally purchased grade 3.5 cars from auctions, but with these new fees may now decide to instead buy grade four to try to mitigate having to pay extra repair-certification costs."

It may take some time to see the revamp's full impact, but it appears Waka Kotahi has decided some fees weren't worth the effort "when it was effectively just a rubber-stamp process". But other regulatory functions take more time and the agency has accumulated documentation over the years to show how much it costs per vehicle to complete certain tasks.

"When the NZTA has the data to substantiate those costs, it can be hard to argue against making changes whether we like them or not," notes Yorston.

Other changes that came into force on October 1 included some fees for registering cars increasing by more than 90 per cent and there's now a new flat charge of 18 cents each time people access the motor-vehicle register.

The government says the new schedule, which adjusts 170 fees and charges, was compiled in response to the 2019 review of the agency and approved by cabinet on April 3. It adds most fees that impact New Zealand drivers and businesses have decreased or remained unchanged.

"Of the charges that will increase, the majority of these will increase by less than $10 and are charges that have a limited number of transactions each year. The new funding model will allow Waka Kotahi to deliver its regulatory functions to a high standard to ensure our road network is safe and efficient."

When the transport agency released a consultation document on the changes last year, it said the proposals were based on the principle that everyone who creates risk in the land-transport system, or who receives direct benefits from being part of it, contributes to funding its regulation.

Feedback was sought between March and May 2022 and, besides industry workshops and meetings with KSDPs, the agency received 144 written submissions.

It notes some fees and charges outlined during the consultation stage have been altered due to

Waka Kotahi regulatory fee and charge changes

Product or service	Old	New	Change
VEHICLE CERTIFIERS			
In-service certifiers group – WOF	$1.78	$4.16	+ 134%
In-service certifiers group – COF	$7.48	$4.16	- 44%
Border inspector organisations – per inspection	$6.33	$9.35	+ 48%
Entry certifiers group – per inspection	>$1.94	$37.29	+ 1,823%
Specialist heavy-vehicle certifiers – per certification	$5.17	$48.39	+ 836%
Specialist low-volume certifiers – per certification	$15.92	$38.99	+145%
Repair certifiers group – per LT307 and LT308	$4.42	$37.82	+ 755%
REGISTERING A VEHICLE (EXCLUDES COST OF PLATE)			
With VIN (MR2A) through an agent	$7.39	$14.38	+ 95%
With VIN (MR2A) via an industry agent	$7.39	$8.64	+ 17%
With exempt VIN (MR2B) through an agent	$7.39	$14.70	+ 99%
With exempt VIN (MR2B) via an industry agent	$7.39	$6.88	- 7%
Re-register previously cancelled, lapsed (MR2A/B)	$7.39	$6.33	- 14%
Reverse a vehicle registration	$57.50	$20.13	- 65%

The changes started on October 1, 2023. In addition, there are two new VIN fees – $39.70 for approvals and $8.60 for VIN data maintenance. Fleet relicensing (MR1A/1S) will be $28.83 instead of no charge. Trade-plate fees are dropping by 52-69 per cent. Visit www.nzta.govt.nz/regulatory for a full list. *Source: Waka Kotahi* shifts in inflation assumptions, changes in projected volumes, calculation errors and changes to the way its core regulatory loan will be paid back.

Waka Kotahi says the changes are necessary as it didn't have a sustainable funding model to adequately regulate the land-transport system "because we don't bring in enough revenue to cover our costs".

The new fees have been based on how much it costs the agency to provide a service – if it had been undercharging then those fees have gone up, and if it had been overcharging charges have decreased.

It adds the listed prices only reflect the Waka Kotahi portion of a fee or charge and what people must pay when they get their inspections, border entry or specialist certifications completed may differ from this figure "as businesses add their charge on top".

> **It's another inflationary measure. These extra fees could be the straw that breaks the camel's back**
>
> – Malcolm Yorston, VIA

"A key aim of the changes is to rebuild the regulatory system in a way that's fair with the right people paying for the right things," notes Waka Kotahi.

"This means costs are transparent and the right people are responsible for paying those costs. We cannot control whether those people recover those costs for themselves or by charging their customers more."

The average cost of obtaining a learner, restricted and full driver's licence has also dropped, a move welcomed by the Motor Trade Association.

Differences made to system

Some fees have been replaced by Waka Kotahi and are no longer charged.

They include those relating to certifiers – applications to become a WOF, COF, entry or border inspecting organisation, which were previously $1,437.50.

Others are adding extra premises, changing inspection groups and relocating a site to an inspecting organisation. They used to be $184 per hour.

Applications to become a heavy vehicle, low-volume vehicle (LVV) or repair certifier organisation – and those to become a LVV, specialist heavy vehicle or repair certifier, and WOF and COF inspectors – have gone. These costed up to $1,644.50.

The $184 per-hour rates to add an inspection group, including used entry, to an existing WOF or COF site have also been canned.

There used to be individual charges for requests to access the motor-vehicle register (MVR), such as $15 for a registered person's name and address, and a vehicle's details. These have been replaced as have fees of up $1,320.65 for access to it.

Instead, a charge of 18 cents per access is payable by each MVR data users' group when previously some of these services were free.

When it comes to renewing vehicle licences via the MR1 and MR1B, all these fees have risen. For agents – that's key service delivery partners – they are up by 67 per cent to $11.99, for an industry agent by 185 per cent to $7.94 and online by 111 per cent to $8.66.

Fees for replacing a certificate of registration (MR7) and cancelling a vehicle registration (MR15) have also risen.

Electric model wins top title

The MG4 has scooped the AA Driven Car Guide New Zealand Car of the Year award for 2023.

The battery electric vehicle (BEV) was also voted best passenger car after the judges picked winners across 11 classes.

"This recognition continues the award-winning pedigree of the new MG4," says Arek Zywot, MG NZ's country manager. "It has won more than 30 international awards and this title takes it to nine overall car-of-the-year accolades.

"Winning different categories highlights its all-round versatility and appeal, from a frugal entry into EV motoring to the outright acceleration on offer courtesy of the XPower. Above all else, it's also a historic achievement to be the first BEV to win this title."

Jonathan Sergel, chief mobility officer at the AA, presented the award to Zywot on December 1.

From left, the AA's Jonathan Sergel, Driven presenter Sam Wallace and MG NZ's Arek Zywot

He says: "You would think there would be a huge argument [about the winner] and sometimes there is but this year, for the first time, it was unanimous.

"It's fantastic to get to the point for the first full EV to win car of the year. We were really taken by this vehicle. It does set the benchmark for an affordable EV in the New Zealand market."

Sergel, a member of the judging panel, highlighted its modern and angular styling, and interior space and comfort, "all at a price-point that makes it very affordable".

Looking back at the past year in the new-vehicles space, he adds: "We've seen a much more diverse product mix coming through, a change in drivetrains with more EV and hybrid products, a broader range of manufacturers in the country and a bit of a move to smaller vehicles."

Dean Evans, Driven Car Guide editor, says while the MG4's small hatchback size is compact in dimensions, it's as big and practical as an SUV. "It is packed with safety and technology, with electric underpinnings that offer large range and efficient use of power."

The MG4 saw off two other finalists to take the title.

They were the BYD Dolphin and Honda Civic Type R, which were the best BEV and sports and performance vehicle respectively.

The other class winners included hybrid – Toyota's Corolla Cross, PHEV – Audi's Q5, small SUV – the Kia Niro, medium SUV – the Honda ZR-V, large SUV – Ford's Everest, light commercial – the Ford Ranger and luxury model – BMW's i7.

The people's choice award went to Toyota's RAV4 for the third time in the past four contests, while the AA safest car was Tesla's Model Y.

New owner for website

The Optimus Group has acquired a controlling stake of 51 per cent in Auto Trader Media Group, which owns Autotrader.co.nz.

The global automotive business says the investment will extend services it provides to New Zealand's car industry and gives it a stake in a "trusted digital platform".

Under November 29's share-purchase agreement, Auto Trader has become a subsidiary of Optimus Group NZ.

Previous owners Ross Logue and Richie East acquired Auto Trader from Bauer Media in 2019 after a management buy-out.

At the time, the website listed about 23,000 cars per month. Since being revamped, its monthly average is now 44,000.

Tokyo Stock Exchange-listed Optimus has investments across Australasia covering trading, logistics, inspection, services and retailing.

It notes the Auto Trader deal consolidates its presence on our shores, will strengthen its model in this country and increase revenues across the group's businesses.

Nobuya Yamanaka, president, says: "Auto Trader will provide the group with an opportunity to deliver improved levels of customer services to the New Zealand automotive sector in-line with our growth ambitions."

Flipping car trading on its head

An automotive marketplace is being brought to New Zealand following its successful launch across the Tasman almost three years ago.

AutoFlip enables quick and easy vehicle trading by connecting private sellers and car businesses through an online platform.

And the franchise to start the operation in this country has now been purchased by Patrick Davey and Ken Quigley, of Davey New Zealand.

The official signing event with a novelty key. From left, Masaya Katsuta, chief strategy officer at AutoFlip, chief executive officer Takayoshi Udagawa, and Patrick Davey and Ken Quigley, of AutoFlip NZ

AutoFlip was founded by car-industry professionals frustrated by the lack of transparency and fairness in the used-vehicle market. Its foray into the Kiwi market comes via a strategic partnership with Quigley and Davey.

"We're thrilled to take this first step in the evolution of AutoFlip," says Takayoshi Udagawa, chief executive officer. "We extend our best wishes to Ken and Patrick as they spearhead the brand and business in New Zealand."

Quigley adds: "Patrick and I are very excited for the opportunity to be in partnership with such an innovative company.

"With the success of AutoFlip in Australia, it's a natural fit for New Zealand. Dealers are always struggling to find stock at a fair price. This platform will change the landscape moving forward."


Davey and Quigley raising a glass

Navigating the unique challenges of New Zealand's market, AutoFlip sought local partners who understand its intricacies.

The year-long journey from an initial online meeting has culminated in a partnership that promises not just commercial success, but a shared vision for a more efficient solution when it comes to selling and buying cars.

The collaboration leverages the technology and operational model developed in Australia to meet Kiwi consumers and dealers' needs.

TIME TO SIGN UP

Motor-vehicle traders in New Zealand can register their interest in joining the network at www.autoflip.co.nz before the platform officially launches to private sellers here next year.

All car dealers have to do is use the email via the website for a member of the team to get in touch.

From February 2024 and after signing up, dealers can purchase cars directly from AutoFlip's private sellers.

When it comes to retailing, the AutoFlip team finds the best prices for vehicles. After entering a car's details, a profile is made visible to its dealers and wholesalers.

The private seller is then offered the highest bid from its network of buyers. When sold, the vehicle is picked up and cash deposited into the dealer's bank account right away.

The platform offers custom filtering and notifications for dealers, and there are no sign-up or subscription fees – traders only pay when a deal is done.

ABOUT AUTOFLIP

Founded around two-and-a-half years ago, AutoFlip now boasts around 65 employees and a network of more than 850 licensed dealers in Australia. It has achieved AU$135 million in sales since inception and is set to achieve year-on-year revenue growth of more than 100 per cent in 2023.

The latest chapter in AutoFlip's success story unfolds with Quigley and Davey, two seasoned entrepreneurs who bring a wealth of experience to the table.

Between them, they have notched up more than 40 years in automotive, including owning and operating the successful Portage Cars dealerships.

AutoFlip is backed by IDOM Innovations. It's the corporate venture arm of Tokyo Stock Exchange-listed IDOM Inc, which boasts more than 25 years' experience in the wholesale car industry.

Colonial put under scrutiny

Colonial Motor Company's governance and disclosures to investors have been put in the spotlight by the New Zealand Shareholders' Association (NZSA).

A report published by the association has raised some concerns about the NZX-listed company and it followed this up by opposing all resolutions put forward at its annual meeting.

Oliver Mander, chief executive of the NZSA, claims Colonial provides the "bare minimum" of disclosures. He also believes more information should be divulged in annual reports for investors and shareholders.

The resolutions at the AGM – to re-elect two directors, increase annual remuneration to directors from $305,000 to $330,000 and the ongoing appointment of its auditor – still passed with ease following a vote by shareholders.

Ashley Waugh, Colonial's chairman, is disappointed at the NZSA's action, especially given his "willingness to engage" with it ahead of the release of its report.

In a statement released to Autofile on November 8, two days before the annual meeting, Waugh emphasises Colonial is a compliant and well-governed company, noting the "committed and stable shareholder base is a particular strength".

He adds: "The board does not take the NZSA position personally. The directors appreciate the NZSA has its own agenda and preferences beyond what is required by the listing rules, regulations and legislation.

"One matter that reflects the difficulty Colonial has had in dealing with the NZSA is climate-related disclosures [CRDs].

"Post-publication of its report, the NZSA has sought to highlight a lack of information regarding CRDs, a subject not a focus of its report.

"This is something the company has previously indicated it is investing resources into, working diligently on and will be reporting on next year when required by relevant legislation."

Reporting on risk management has been a feature of annual reports for many years
– Ashley Waugh, Colonial

Waugh adds that other than the NZSA's report just days before the annual meeting, it had received no complaints or negative comments from shareholders or regulatory bodies regarding its disclosures.

He says the board has always been open to feedback and reviewed the report ahead of its AGM.

"In areas where we believe we can widen our disclosures and they are in the best interests of the company and our shareholders, this will be done."

Oliver Mander, the NZSA's chief executive

'GAP IN EXPECTATIONS'

Mander attended Colonial's AGM in Wellington on November 10 and is looking forward to seeing what extra information is provided in the company's next annual report.

"They made a commitment at the meeting and we will be looking for improvements next year," he told Autofile. "We're happy to help them with that journey.

"We're taking a positive and constructive view and will keep a close eye on what they're doing in this financial year.

"Our role is to ensure listed companies give retail shareholders a fair deal, which comes down to quality information and disclosures."

The NZSA completed its assessment report of Colonial in October. It claimed there was a gap in expectations compared with the association's policies in areas including executive remuneration, director independence and board composition.

It also believed there was part adherence or a lack of disclosure with directors' fees, golden parachutes or handshakes, and independent advice for the board and risk management.

This has led to the call to review governance disclosures in-line with changing regulatory and investor expectations, particularly around climate-change risks.

"Colonial say they will be required to make climate-related disclosures in their 2024 annual report and they indicate compliance with CRDs is a current focus for the company," states the NZSA's report.

When assessed against the association's key environmental sustainability policy criteria, Colonial performs "poorly", claims the report.

The association also wants more information about the board's composition to be provided in reports and for details of directors' fees, which are voted on every two years, to be disclosed annually.

"While Colonial is a widely held company, approximately 60 per cent of shares are held by members of the Gibbons family," the report notes.

"The annual report does not include a skills matrix that attributes the skills of individual directors to demonstrate how they contribute to the governance of the company."

Mander says the NZSA's assessments of listed companies are based on local and global best practice.

"We've had an ongoing exchange with Colonial since 2020," he adds. "We're consistent in the feedback we offer to the company.

"It is easy for a company to say its performance is great but… it's the level of transparency for investors to make an informed decision for the future."

RISK MANAGEMENT

At the AGM, Waugh said together with the company's other regular formal reports, each annual report advises of relevant policies that have been updated, newly introduced or are to come.

"The 2023 annual report was no different. It advised of the protected disclosures policy, which relates to whistleblower legislation and the adoption of takeover protocols," he told shareholders during his address in the capital.

"It also confirmed that, to meet the extensive legislative requirements, the first CRDs would be made in the 2024 annual report.

"Work on the climate disclosures commenced some two years ago and June Gibbons [group manager of people, process and technology] has been deeply involved with government and industry bodies.

"Reporting on risk management has been a feature of annual reports for many years. The most important and informative item of this reporting is confirmation that 'throughout the year the board and management review the whole-of-business risk matrix, which has captured the short and long-term risks for the group'.

"Note 27 of the financial statements provides the detailed information on financial risks and their management."

Industry movers

MARK MILLIGAN has been appointed by the Miles Group as general manager of Archibalds in Christchurch.

He has been part of the group for more than 17 years having first joined Miles Continental in the city as a sales specialist.

Milligan later became sales manager and then general manager before being promoted to his new role at Archibalds, which has brands such as Audi, Cupra, Jaguar, Land Rover, Porsche and Volvo.

Penny Thorne

PENNY THORNE and **GEOFF PHILLIPS** have become national sales manager of SsangYong NZ and LDV NZ respectively.

They are responsible for overseeing the strategic management of their sales and operations teams, and will support dealer networks.

Geoff Phillips

Thorne's experience spans commercial vehicles, operations and brand management, and she has held sales and marketing roles.

Phillips' experience covers business to business and business-to-consumer sales, and client management, gained in industries such as digital and technology, property and government.

ANTHONY KEARNS has become chief executive officer of Ezi Car Rental after its acquisition by Toyota Financial Services.

Kearns, pictured, was previously dealer principal at Archibalds in Christchurch for two years.

He spent more than 20 years working at dealerships in Australia before being CEO at Auckland City Toyota from 2014-19.

Senior roles at Armstrong's, including group chief operating officer and dealer principal in Wellington, followed.

SYLVESTER RIDDELL has been appointed by Geneva Finance as acting chief technology officer for an initial three-month period.

Riddell spent a year with the company in 2016 while performing the implementation of its back-end lending system.

FLORIAN SEIDLER, head of Mercedes-Benz Australia and the Pacific (MBAuP), has returned to Germany to become head of sales operations for Mercedes-Benz Europe and Smart.

He took up the position as MBAuP's managing director and chief executive in 2021, succeeding Horst von Sanden, who held the position for more than 20 years.

Seidler, pictured, initially joined Mercedes-Benz in 2006 and held different positions within its retail and wholesale organisation.

MARK DARROW has been appointed as the acting chairman of Auckland Transport.

Darrow is board chairman for MTF Finance, Armstrong's Motor Group, TSB Bank, Invivo & Co, Riverton Farm, and Inland Revenue's risk and assurance committee. He previously sat on the boards of VTNZ, the Motor Trade Association and Sime Darby NZ.

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

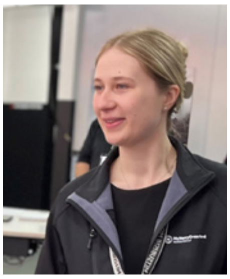
The finalists in MMNZ's skills contest

Diamond skills set to sparkle in Tokyo

Winners of a skills contest run by Mitsubishi Motors NZ (MMNZ) will now represent the company on a global level.

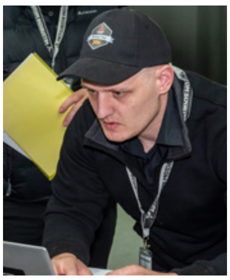
The competition was part of a Mitsubishi Motors Corporation initiative to promote after-sales excellence.

It was open to staff at MMNZ's 59 dealerships with nine people making the finals through a series of online quizzes and regional training days.



Emma Funnel

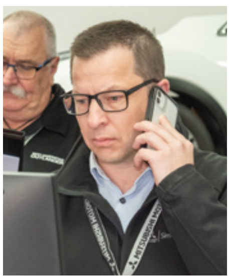
Gerrit van Schalkwyk and Emma Funnel, of McVerry Crawford Mitsubishi in Palmerston North, now have the chance to add global crowns to their national titles in Tokyo on February 2.



Gerrit van Schalkwyk

Logan Pratt, of Simon Lucas Mitsubishi Auckland, will join them although there's currently no global competition for parts advisers.

"We are proud of our three winners and of the overall standard of after-sales care across our network," says Warren Brown, MMNZ's chief executive. "We've always put a strong focus on that side of our customer relationships.



Logan Pratt

"Our strength in this area was recognised by Kantar last year, which named us best automotive brand for customer experience and third best brand overall.

"I have no doubt Emma, Gerrit and Logan will represent MMNZ on the world stage with the same professionalism they demonstrated in our national competition. Having such knowledge and dedication on the ground is a win for Mitsubishi owners.

"We also see it as a win for our wider MMNZ family but, just as importantly, this is a win for each individual. They fully deserve the chance to showcase their talents in Japan and to enjoy the experience."

The other finalists in the technical class were Wataru Suematsu, of McVerry Crawford Mitsubishi, and Matthew Pester, of Southern Lakes Mitsubishi Queenstown.

Service-class finalists included Tiri Tipuna, of Delaney Mitsubishi in Paraparaumu, and Shanla Campbell, of Bay City Mitsubishi in Tauranga.

Karl Dear, of McVerry Crawford Mitsubishi, and William Pringle, of Wairarapa Mitsubishi in Masterton, were finalists in the parts section.

Data tool saves dealers' dollars

In today's dynamic digital landscape, data is unavoidable. It presents us with immense opportunities but also challenges.

Over the past 10 years, we've seen a significant increase in data being generated and accumulated by dealerships as advertising channels, lead sources and technology platforms grow and evolve.

Many managers and dealer principals find themselves toggling between multiple platforms to run their day-to-day marketing and sales activities. As a result, it can be nearly impossible to gain any sort of insight into return on investment.

Thankfully, a number of tech providers have recognised a need to tame the car industry's data surge and have stepped in to help.

The result is custom programs that can collect and combine data from a multitude of sources. They then present the data in a unified structure, making it easy to view and obtain a complete picture of marketing performance.

One of the most important datasets a dealership accumulates is their leads. These come from various sources, such as the company's website, stock locator, social-media ads, search campaigns, third-party sites and manufacturers. They vary in type from web forms, chats and trade-in valuations to phone calls and walk-ins.

Many data-consolidation tools on the market can collect all your leads – no matter the source or type – and present them in one place.

The need to log into multiple platforms, such as a telephony dashboard, Google Analytics and Meta Business Suite, to view enquiries is eliminated. These are replaced with a single, clear analysis that includes a count of each lead type.

Taking it a step further, the better consolidation tools can trace each lead back to its original source, including the specific campaigns with which a customer was presented before they made an enquiry.

This then gives business owners an accurate picture of which campaigns drove the most leads and where they're getting the biggest bang for their marketing buck.

TODD FULLER
General manager, New Zealand
AdTorque Edge

The tools also enable dealers to assess their campaigns in real-time. As a result, instead of waiting for end-of-month reports, they can monitor live campaigns and see which aren't performing well.

They then can adjust the campaigns or redirect their spend to optimise performance.

Some of the more advanced platforms now also offer leads matching, which facilitates even more granular analyses. It allows marketers to see which enquiries converted into test drives and sales, and whether a certain campaign type generated a higher rate of conversion.

The tech platforms aren't limited to leads, however. Integrations with properties such as Google Analytics 4 (GA4) mean that performance statistics from a dealership's website can also be accessed via the same data-consolidation platform.

Reports on website sessions, page engagement, traffic origins and user actions can all be viewed, which further eliminates the need to switch between programs.

Consolidating all this marketing data and presenting it in a clear, easy-to-read format empowers dealers with insights they can then use for more educated decision-making.

Instead of running a blindfolded, scattergun approach to advertising and hoping for the best, using these consolidation platforms means dealers can obtain an accurate view of all their marketing activity and where their dollars have been best spent.

This then allows them to direct future budgets toward those channels, and consequently stop wasting time and money in areas that aren't delivering results.

Working in the ever-evolving automotive industry, dealers can't escape the influx of data. In fact, it's only going to increase in quantity and complexity.

But what they can do is work with tech providers that understand the challenges of the industry and where it's heading.

Such companies need to be across the data game and be nimble enough to enhance and scale their tools accordingly to meet the needs of dealers now and into the future.

Permanent ban for fraudster

A convicted conman has been permanently banned from being a company director, promoter or taking part in the management of any businesses.

The high-court decision has been handed down to Raymond Anthony Andrews and follows an application made by the Registrar of Companies under the Companies Act.

It was based on the risk of further financial harm to the public and the 74-year-old's convictions in relation to managing companies.

Since being adjudicated bankrupt in 2008, the car fraudster has been convicted of various offences after investigations by NZ Police and the integrity and enforcement team at the Ministry of Business, Innovation and Employment (MBIE).

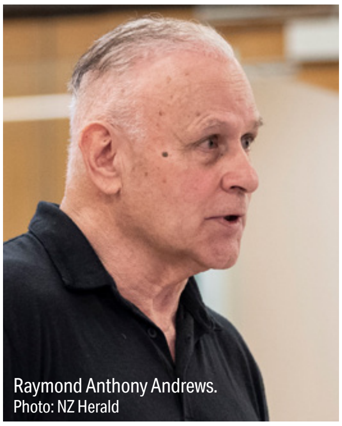
Autofile first reported on Andrews' criminal activities around two years ago after he was caught running a luxury-vehicle scam.

That related to his convictions for fraud, using forged documents and concealing or removing property after a trial in March 2019.

Andrews was an undischarged bankrupt controlling a business contrary to the Companies Act when importing and distributing vehicles from Australia between 2015 and 2017.

He also wilfully misled the Official Assignee, who is appointed to administer bankruptcies, no-asset procedures, debt-repayment orders and some liquidations.

Prosecutors estimated his victims lost almost $700,000 after he promised them vehicles, such as a Jeep Grand Cherokee, Mercedes-Benz and BMW, but he failed to deliver. A car business lost around $345,000 although Andrews disputed the quantum of the total loss.



Raymond Anthony Andrews. Photo: NZ Herald

It was in July 2019 that he was jailed for six-and-a-half years. Andrews appealed. He alleged his trial lawyer failed to prepare adequately and didn't advance his defence as instructed resulting in a miscarriage of justice.

He also claimed his counsel failed to prepare a brief of evidence, didn't discharge his duties of cross-examination and gave an inadequate closing address.

The court of appeal dismissed Andrews' application in September 2021, which followed a hearing before Justice Cameron Mander in June of that year.

The decision stated: "Aggravating features demonstrated Andrews' high level of culpability including the duration and breadth of his offending as an undischarged bankrupt."

According to MBIE, Andrews' offending goes back to 2013 when he was found guilty of 11 charges under the Insolvency Act after being adjudicated as bankrupt in April 2008.

These included being involved in managing a business while bankrupt and two charges of concealing property from the Official Assignee (OA). He was jailed for 15 months and was back to prison for 22 months in 2017 after pleading guilty to charges Act charges.

All up, MBIE says Andrews' criminal activity has included 19 Insolvency Act offences. These related to managing or controlling businesses while being an undischarged bankrupt and concealing property from and misleading the OA, and one Companies Act offence for breaching a ban on taking part in the management of a company.

In addition, he has committed 29 dishonesty offences including obtaining by deception, forgery and using forged documents.

After his 2019 conviction, Andrews was prohibited from managing a company until March 15, 2024.

However, given the risk of reoffending and escalation of his crimes on each occasion, the Registrar of Companies pursued a permanent ban having successfully objected to Andrews being discharged as a bankrupt in 2013.

The judge's decision, issued on November 17, described him as being as a "persistent offender".

Vanessa Cook, manager of MBIE's integrity and enforcement team, says: "Andrews chose to break the law on numerous occasions after becoming bankrupt causing significant and extensive financial damage to his victims, and has given no indication his behaviour is likely to change in the future.

"Permanent disqualification is only sought in the most serious of cases. However, given the escalating nature of Andrews' offending, the registrar judged it a necessary act to protect the public from further harm."

In August, Andrews indicated he would oppose the application but took no steps to do so until the hearing when he filed a brief submission with supporting documents.

He added he had applied to be released from bankruptcy and the OA indicated it wouldn't oppose that, while his bankruptcy contained safeguards to protect the public.

On his bankruptcy, the court heard creditor claims totalled $684,000 and he had made no contribution towards satisfying those.

Conundrum with clean-car policy

As the new government takes the wheel, an overhaul of New Zealand's automotive policies beckons on the horizon.

The clean car discount, a subsidy designed to influence buyer behaviour, is set to exit the stage in the very near future.

Left in its wake will be the clean car standard (CCS), which is designed to promote fuel efficiency across the light fleet.

However, the looming scarcity of electric vehicles (EVs) and plug-in hybrids (PHEVs) threatens to undermine this scheme's effectiveness.

The issue at-hand is the likelihood there will be an insufficient supply of EVs and highly efficient PHEVs available overseas to import into New Zealand by the end of the decade.

This shortage poses a challenge for the CCS, which by design penalises low-efficiency models and awards credits that can be used to offset those penalties by importing more fuel-efficient vehicles.

The target, or the emissions value that divides credits from penalties, is progressive and is currently set to get more stringent each year.

The programme was designed to influence marques to build more efficient cars, but New Zealand is so far removed from those decisions that we must make do with models we can access.

If most vehicles face penalties due to this shortage, then the programme simply becomes another tax.

One proposed solution is to modify the CCS' targets to align with the characteristics of imports that are expected to be available.

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

While seemingly straightforward, this approach comes with a downside – a reduction in the ambition of greenhouse gas (GHG) reduction efforts. Adjusting the targets downward may provide a short-term fix, but it risks compromising the long-term goals of environmental sustainability.

A more innovative alternative that doesn't compromise GHG reduction ambitions involves implementing a scrappage scheme.

This could award credits based on the GHG emissions of scrapped vehicles, allowing the car industry to focus on removing the highest-emitting models from our roads. These credits can then offset penalties on the importation of newer, inevitably lower-emissions vehicles.

> **Scrappage encourages industry to embrace a circular economy**

In contrast to previous scrappage schemes that were known for their high costs and relative inefficiency, such a programme would stand out for its zero upfront cost except for the loss of revenue from penalties paid on imports.

This solution addresses environmental concerns without burdening the national budget.

The industry would be incentivised to retire the worst GHG-emitting vehicles, earning credits that act as a counterbalance to penalties incurred by importing newer models that are not EVs or PHEVs. This exchange mechanism would create a self-sustaining system that encourages environmental responsibility without imposing heavy financial burdens on the industry or consumers.

Moreover, such a scheme would transform environmental responsibility from an abstract concept into a quantifiable target.

This shift would encourage the industry to actively participate in reducing emissions, aligning its interests with broader environmental goals.

Importantly, a scrappage scheme encourages industry to embrace a circular economy by taking responsibility for vehicles at the end of their lives.

This not only addresses the issue of emissions, but also promotes the development of relationships between commercial entities on either end of a vehicle's life cycle in New Zealand. It fosters a sense of shared responsibility for the environmental impact of the entire lifespan of a car.

In essence, a scrappage scheme would transform the challenge of reducing emissions into a collaboration between the industry, waste management and government. It's about creating a sustainable journey toward cleaner air and a reduced environmental impact.

As New Zealand navigates the twists and turns of its sustainability journey, finding a solution that doesn't just address the immediate challenges but also ensures a progressive path forward is crucial.

Whether it involves adjusting CCS targets or implementing a scrappage scheme, the key is to keep the focus on the long-term vision of a greener and more sustainable future.

The road to a cleaner tomorrow is under way, and the journey requires a careful balance of pragmatism and ambition.

The best solution likely involves combining the more pragmatic solution of adjusting targets to be more relevant with accessible vehicle supply and the more innovative option of scrappage.

Looking ahead, a scrappage scheme could be a versatile tool for promoting other desirable fleet characteristics.

By modifying credits awarded based on factors such as the model's safety rating, age or other pollution characteristics, the scheme could be tailored to address multiple aspects of environmental and safety concerns.

This flexibility allows for a more nuanced and comprehensive approach, ensuring that the incentives align with broader societal and environmental goals.

In doing so, a scrappage scheme not only tackles emissions, it also becomes a catalyst and ongoing lever to help create a safer, more sustainable light-vehicle fleet in New Zealand.

The month that was... December

December 9, 1996

Court action impacts on dealers


AUTOfile
SHIFT YOUR DEALER FINANCING INTO A HIGHER GEAR
UDC
Court Action Impacts on Dealers
ALLIED FINANCE
Dealer Finance Specialists

Dealers needed to be vigilant to not get caught in a price-fixing trap after a fine of $350,000 was imposed on seven franchised dealerships in Auckland.

The businesses admitted breaching the Commerce Act by agreeing to limit discounts available to buyers of new vehicles.

They said at their regular monthly franchise meetings in 1993 that they discussed and eventually agreed on the maximum discounts they would offer to lease companies, fleets and private buyers.

The Commerce Commission said that arrangement would have prevented customers from being able to negotiate better prices because all the dealers involved knew what each other's minimum prices would be.

The effect of that, said the regulator, would have been higher prices. But because the commission intervened when it did, the arrangement had little – if any – effect.

John Feil, the commission's general manager, said it wasn't illegal for a competitor, when acting individually, to follow a rival's prices or offer consumers a deal to match or beat a lower price.

What was illegal, however, were agreements between competitors about prices. He added those agreements didn't need to be formal contracts.

December 20, 1999

Toyota NZ confident of industry's future


autofile
UDC
Toyota NZ Confident of Auto Industry's Future
ALLIED FINANCE
Dealer Finance Specialists

Toyota NZ, the market leader in new-vehicle sales for the 12th consecutive year, expected the number of units sold in this country during the next year to increase slightly when compared to 1999's sales.

The company predicted that registrations of new vehicles would total 71,500 – about 3.5 per cent more than 1999's likely figure of 69,000.

Alistair Davis, Toyota's senior general manager, said growth in the new-vehicle market in 1999 when compared to 1998 was five per cent.

In the same period, the used-imports market had grown by 25 per cent with total registrations climbing by 16 per cent to reach 203,000.

Davis said that new-vehicle buying trends were changing with niche sectors, such as recreational vehicles and luxury cars, growing whereas demand for conventional models – and, in particular, for four-cylinder, medium-sized cars – had declined slightly.

"In part, this is because of New Zealand's economic recovery. But it's also a reflection that with the major choice available in used imports, Kiwi customers need a reason to buy a new car today and the niche model is the fashionable option."

December 21, 1998

12 months to sort out collapse


AUTOFILE
12 Months to Sort Out First Systems Collapse.
ALLIED FINANCE
Dealer Finance Specialists

It could be 12 months before the affairs of collapsed vehicle warranty company First Systems, formerly Nationwide Guarantee Corporation, were completely sorted out. The company ceased trading on December 2, 1998.

An initial report prepared by liquidator Anthony McCullagh and presented to creditors estimated that a deficiency of up to $3 million might be owed to unsecured creditors.

It stated there were some issues that required investigation. It was unlikely that the liquidation's administration would be completed within six months and probably not until December 31, 1999.

The report said it would appear unlikely there would be sufficient funds from the realisation of First Systems' assets to pay more than a minimal dividend to unsecured creditors.

During the year, according to the liquidators, all but three of the franchises were sold to Snap-on Tools, of the US, for some $4.6m. While this provided the company with a substantial cash injection, it was too late to overcome losses incurred on the warranty side of the business.

December 2005

Dealers' stocks rising


focus on autofile
SHIPPING TRANSPORT & COMPLIANCING
Dealers' stocks rising
30 NO RESERVE CARS
100 CARS MUST SELL!
TURNERS
TURNERS TRADE AUCTION

Stock levels of unsold cars and commercials had been rising during 2005 such that the imbalance between what had been imported and what had been sold had reached 10,297 units.

The statistics were compiled by John Nicholls, of the Independent Motor Vehicle Dealers' Association. He hastened to explain that while the numbers looked high in comparison with past years, there were many variables and reasons for the big difference.

One of the main explanations was that stock ran down at the end of 2004 partly due to problems with finding shipping space before vehicle arrivals suddenly increased as more vessels became available.

"There were 9,280 more vehicles imported than sold in January 2005 because of the huge number of vehicles that arrived, clearing the backlog on Japanese wharves," he said.

Nicholls thought another major factor that caused the build-up of dealer stock was increasing demand for specific models.

"Customers don't want just a certain brand of vehicle anymore. They want size to suit their lifestyle, space, wagon or car, petrol or diesel, four or two-wheel drive and so on. If dealers don't have the exact models on their yards, customers will go elsewhere until they find what they want."

Year of changes and challenges

This year will be remembered for the government's seemingly never-ending amendments that continued right up to the general election.

The unexpected resignation of Jacinda Ardern as prime minister and appointment of Chris "Chippy" Hipkins kicked off 2023. It was a move that surprised some people and relieved others.

Extreme weather in January and February resulted in severe flooding and financial impacts on Northland, Auckland, Waikato, Coromandel, Gisborne and Hawke's Bay.

The flooding in Auckland claimed four lives before Cyclone Gabrielle wreaked havoc across the North Island, resulting in 11 more lives lost and extensive damage in the Tairawhiti Gisborne and Hawke's Bay regions.

Properties were displaced, power was lost in some 225,000 homes, more than 140,000 landslides were recorded and about 7,000 vehicles were damaged with an estimated value surpassing $2 billion – a small boost for the sales sector with replacements required.

Recovery efforts for vehicles, machinery and infrastructure are still ongoing, and the repair of roads, rail and other structures is expected to take years to complete.

After just 12 days officially in office, Hipkins announced a review of programmes prioritised by his predecessor with the intention of cancelling – or delaying – some projects so the government could refocus its priorities on the cost-of-living crisis, which was starting to bite New Zealanders.

LARRY FALLOWFIELD
Sector manager – dealers,
Motor Trade Association

February to June saw transport initiatives hit the Chippy chopping block. The clean-car upgrade, social-leasing scheme along and fuel-relief subsidy were all axed.

Then there was the refocusing of public transport and speed-limit reductions along with the big announcement of tightening up the clean car discount from July 1.

The fallout from that was seen in June with a jump in registrations as the public and dealers rushed to avoid the changes.

Monthly averages of 21,000 units during the first five months of 2023 nearly doubled during June, pulling registrations of new and used passenger and commercial vehicles to more than 41,000 for the month.

However, the subsequent pull-through that impacted on sales in July resulted in the second-lowest monthly sales figure in the 2020s.

A road-rage incident in Auckland during May resulted in a teenager being shot. The police released number-plate details leading to unauthorised access of the motor-vehicle register (MVR) by some curious dealers.

Their actions, which breached privacy rules, reinforced to the authorities that stricter controls and annual reporting requirements were justified.

August saw a major change for the MTA with Tony Everett retiring after 19 years as sector manager for dealers.

Tony navigated the changing political landscape during his tenure, which saw five prime ministers in the top job. With them came party changes that brought about a raft of initiatives, especially during the tenure of the last Labour-led government.

Changes introduced over the past few years have certainly challenged our industry to adapt to the rule-makers' way of thinking.

And more compliance has been heaped onto dealers. With that has come a list of acronyms – some old, some new – that are now part of everyday industry conversation, such as CO2, CCCFA, CCD, CCS, CIN, VOSA, ERP, VKT, RUC, MVDT, ICE, EV, PHEV, SoC, PAYG and s241.

On October 12 and just two days before the election, David Parker, then Minister of Transport, signed the amendment to the Land Transport Rule – Vehicle Exhaust Emissions Amendment.

The implementation dates for more rigorous measures were delayed by up to two years compared to those initially proposed by the Ministry of Transport.

A key point raised in eight industry submissions, including the MTA's, means New Zealand will now align more closely with Australia for adopting Euro 6 rather than being ahead of them as initially suggested.

Through October and November, the election came and went with coalition talks and negotiations delays adding to an already drawn-out process.

October caught some dealers off-guard with the mandated requirement from Waka Kotahi for authorised users of the MVR to submit an annual report before November 1.

It requires users to provide a log of all searches, staff training and actions taken regarding unauthorised access or errors during the look-up process.

What a year it has been. As we head towards 2024, let's hope the new government can smooth out some speed bumps our industry has endured over the past six years.

'Worthy of wearing the badge'

Two variants of Subaru's all-electric SUV are being made available to consumers in New Zealand.

They are the all-wheel drive (AWD) Solterra and its Touring stablemate, which were due to arrive this month.

The Solterra, which gets its name from combining the Latin for "sun" and "earth", is built on the e-Subaru Global Platform, and a new AWD and all-electric architecture.

The standard model, which boasts 18-inch alloys, a 10-way power driver's seat, front-seat heaters and power tailgate, has a recommended retail price from $79,990.

Among its additional features, the Touring has 20-inch alloys, wireless phone charging, memory driver and passenger seats, leather upholstery, Harman Kardon speakers, and heated steering wheel and rear seats. It's priced from $84,990.

With this variant, there's an optional two-tone exterior colour in grey with a black roof or white with a black top for an extra for $1,000.

Powered by two electric motors producing 160kW, the standard Solterra has a range of 465km while the Touring's comes in at 414km.

Other key features with the Solterra include dual-zone air conditioning, a 12.3-inch centre display, wireless Apple CarPlay and Android Auto, six speakers and cloth interior.

The Touring variant adds satellite navigation, a panoramic sunroof and intelligent park assist.


Inside the Solterra (European version shown)

Both models are available in a range of new colours. These include harbour mist grey, platinum white pearl, black, precious metal, emotional red and dark blue.

Wallis Dumper, managing director of Inchcape NZ and Subaru of NZ, says the wait for the battery electric vehicles (BEVs) has been worth it.

"The best performances are never rushed and Subaru Corporation has taken the time to develop an electric SUV worthy of wearing the badge," he says.

"We cannot wait to see the first Solterras heading home with Kiwi owners.

"The Solterra will allow us to take electric to places it's never been able to reach before. Like all our SUVs, both variants feature the X-Mode AWD control system that enhances the sense of security on rough roads."

The two variants also benefit from the grip-control function, so they can run at a constant speed while being stabilised.

Dumper says Subaru's future focus is on durability, better technology and more space, which the Solterra "has in spades".

"Sitting roughly size-wise between a Forester and Outback, the Solterra is spacious enough for family adventures, powerful enough to take on the most remote beautiful corners and has enough range to get to where you'd rather be.

"With pre-orders filling up fast, now is the time to ensure you have one secured because initial stock of both variants will be limited."

GLOBAL ASPIRATIONS

Subaru Corporation is accelerating its shift from internal combustion engines to electric. It has set a goal to achieve at least 50 per cent of its overall sales to be BEVs by the end of this decade.

The company is predicting annual sales of 1.2 million by 2030, so on that basis it appears to be looking to make 600,000 electric cars per year by then.

Subaru's new plan marks a change to its previous efforts.

Under new chief executive officer Atsushi Osaki, it has acknowledged the market is changing fast due to electrification everywhere and particularly in the US, which is the marque's biggest and profitable market.

Osaki says: "The US market is shifting to electrification rapidly and the situation has changed considerably in just the past few months. In light of the speed of shift there, we think it's the time to decide on BEV production in the US."

Subaru has plans to launch eight all-electric models in the next few years. Previously, it had plans to launch four. At present, it has only one all-electric model – the Solterra, which is a direct cousin of Toyota's bZ4X.

Some of the planned new BEVs will be manufactured in the States while the remaining models produced in Japan.

The Solterra Touring comes with a panoramic roof

Setting handling benchmark

Lotus has unveiled the Emeya, the company's first fully electric four-door hyper-GT.

Its advanced and active aerodynamic features include the company's "pioneering" active front grille, and rear diffuser and spoiler.

When combined with a low centre of gravity, which Lotus describes as "hyperstance", it enhances stability when driving, and sets a standard in the GT segment for ride and handling.

The Emeya has an electronically controlled air-suspension system. Its onboard sensors "feel" the road 1,000 times a second and automatically adjust the car to ensure the smoothest ride.

Feng Qingfeng, chief executive officer of the Lotus Group, says: "We are pushing the boundaries for how a luxury electric vehicle should look and handle to make it truly for drivers."

The top-specification Emeya features the marque's high-power dual motor set-up. It delivers a top speed of more than 250kph and can accelerate from 0-100kph in less than 2.8 seconds to make it one of the world's fastest electric GTs.

It can add 150km of range after about five minutes connected to a 350kW DC fast-charger and bolster range up to 80 per cent within 18 minutes.

The Emeya has been designed with advanced sustainable materials that are also sustainably sourced to reduce its carbon footprint.

These include a luxury thread made from repurposed fashion-industry fibres, as well as PVD aluminium, alcantara, nappa leather and ultra-fabrics products. The latter are made from polyurethane instead of PVC.

An immersive audio system has been developed with KEF. It includes the Uni-Q speaker design, Uni-Core space-saving subwoofer enclosure and Dolby Atmos-enabled 3D surround sound as featured in the Eletre Hyper-SUV.

"This is a Lotus like you've never seen before," says Ben Payne, vice-president of design.

"We've built on everything we have achieved so far to create a performance car for drivers that's designed to inspire confidence, and exhilarate with raw emotion and pure joy."

The Emeya joins as a flagship in Lotus' line-up of luxury lifestyle electric models as part of the company's vision to become a global performance brand by 2028. Its production is expected to begin in 2024.

Glimpse into future

Toyota has provided a preview of what its new compact electric SUV will look like.

It's hoping the smaller bZ compact model will help close the sales gap as global interest in electric cars boom.

Over the past few months, it has unveiled some innovations to help boost its production in this part of the market, improve vehicle efficiency and reduce costs.

"We've only just begun to scratch the surface of the Beyond Zero [bZ] moniker," says David Christ, Toyota's vice-president and general manager.

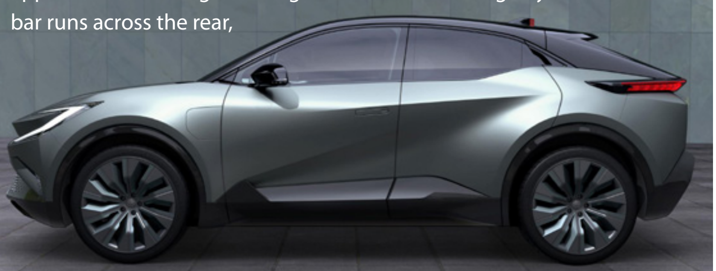
Toyota claims the new compact SUV is designed as a fully electric model "using a clean-vital design approach." A full-length LED light bar runs across the rear, connecting the tail-lights, in a teaser it has released.

"Z Compact SUV" can be seen on its plate and there's a "BEV" badge next to a blue circle also shown on a prototype last November.

The new model has hints of a futuristic look with an aggressive wheel stance, short overhangs and sweptback angles.

The inside is focused on minimalism and connectivity with an "in-car agent" named Yui, which can connect passengers to the vehicle.

Toyota, which has yet to reveal powertrain details, says its next-generation fully electric models will be more efficient with advanced batteries offering about 800km of range by 2026.



Formula Ford roars back into action

Will Neale leading Blake Knowles, Caleb Byers and Izaak Fletcher.
Photo: Enuff Photography / SouthernNZone Photography

New Zealand's dual Formula Ford categories are once more nurturing the fastest drivers in the country with the northern and southern championships building strong fields in the 2023/24 season.

Separating the competition into "island" titles has made the racing more affordable for drivers by reducing travel and accommodation costs. The two fields also come together to contest a national title.

In the south, Will Neale – driving his Van Diemen Stealth – took out two second placings and a race win in the second round at the Levels Raceway, Timaru.

That weekend saw Dylan Petch and Neale erode Seb Manson's overall lead to 41 points back to Petch with Neale coming in 17 points further behind.

"I can't ask for much more than that," says Neale. "I'm thrilled to get the round win and valuable points after making the most of the opportunities."

Manson set the fastest lap in qualifying to collect the $500 Hampton Downs NZ Racing Academy prize and won the first two races.

"Seb's almost unbeatable," he says. "Although we have good pace, we don't quite have the straight-line speed and he's quick in a straight line.

"Unfortunately, we locked wheels heading into turn five on the opening lap of the third race and touched with Seb, who then spun off and out of the race."

Blake Knowles stood on the podium three times and sits fourth overall ahead of Caleb Byers. Jake Bryant, competing in his first full season, has continued to show consistent form running with the front of the field.

Manson continues to lead class one while Jacob Cunniffe, with his Swift SC96K, has moved into the lead in class two.

As for the North Island Formula Ford (NIFF), Dylan Grant leads after the opening weekend at Hampton Downs. Numbers are down slightly in this championship with just seven teams contesting round one.

Grant sent a message to his single-seater rivals by winning all three races in the opening round.

In a Van Diemen RF03, the defending champion took a 40-point lead over Zach Blincoe and his Mygale SJ07, with two Spectrum 015s in third and fourth driven by Blake Dowdall and rookie Reagan Edwards.

Grant was "very pleased" with the weekend. "It was definitely unexpected to get three race wins."

Starting the first race from the front row, he was able to get a good jump off the line taking the race lead through to the chequered flag.

"Zach got a better start in the second race, but I was able to get by and pull a gap," adds Grant.

"In the final race, I was able to pull a 10-second gap as Mason had an engine issue in all three races, which clearly didn't allow him to show his pre-race pace, and Zach also had a suspension failure in race three."

Also making his debut in the North Island series was Toby McCormack in the Van Diemen RF01 scholarship car. He finished fourth in the opening race followed by two sixth placings after being taken out in race two and an engine issue slowing him in the third.

Seb Manson leads the chasing pack.
Photo: Terry Marshall

Dylan Grant won all three NIFF races at Hampton Downs.
Photo: Geoff Ridder

Kiwi clinches American title

Callum Hedge in action and celebrating victory

Rising star Callum Hedge has secured the 2023 Formula Regional Americas Championship.

Dominant throughout the season with 13 wins from 18 starts, Hedge set his mark on the one-make series, which uses vehicles similar to those in New Zealand's Castrol Toyota Racing Series and Formula Regional Oceania Championship.

The final round was at the 5.51km and 20-turn Circuit of the Americas in Austin, Texas.

Hedge topped qualifying, came home first in race one, was second in race two and then made sure of the title by winning the final race of the season. He took part with Crosslink Kiwi Motorsport, which won the teams' title.

Teena Larsen, co-owner of the team, says: "It's the best season that we have ever had."

Qualifying set the grid for race one, lap times from race one set the starting line-up for race two and race two's times set the grid for third race of the weekend.

Entering the first wheel-to-wheel action of the weekend 51 points ahead of his nearest competitor and team-mate Ryan Sheehan, Hedge needed to finish ahead of him to claim the title.

Hedge not only did what he was required to do, he also scored his 12th race win of the season adding another 25 points to his championship total and confirming his dominance of the strongest season in FR Americas' history.

The 19-year-old, who was born in Auckland, lined up on pole with Cooper Becklin and Shehan behind him in third and fifth respectively.

Hedge rocketed off the line to take the lead and was leading when the white flag flew.

But a last corner pass on the final lap from one of his rivals saw a drag race to the finish. Hedge capped off his season on the top step of the podium, taking the race three win by nearly 10 seconds.

The FIA-certified FR Americas and Formula 4 United States Championship are designed as entry-level open-wheel racing series offering young talent the opportunity to demonstrate their skills on an international platform.

The F4 US champion is awarded a scholarship to compete in the following season's FR Americas, while the FR Americas winner is offered a scholarship from Honda Performance Development.

A multiple-time national karting champion, Hedge won the 2017/18 New Zealand Formula 1600 Championship and the 2018/19 Toyota Finance 86 series before switching to sports-car racing with Porsche in 2020.

Hartley takes fourth endurance series

Race start at the 8 Hours of Bahrain

New Zealand is continuing to punch well above its weight in world motorsport.

Brendon Hartley, and driving partners Ryo Hirakawa and Sebastien Buemi, have won the World Endurance Championship drivers' title for the second consecutive year with a dominant victory in the 8 Hours of Bahrain.

Hartley qualified on pole on November 4 before Buemi avoided lap-one chaos to build up a commanding race lead.

The number-six sister car of Mike Conway, Kamui Kobayashi and Jose Maria Lopez finished runner-up after tangling with Cadillac Racing's Earl Bamber, who locked up entering the corner and tagged the rear of the car seven.

Bamber received a 60-second stop-go penalty for the incident, which he and team-mates Alex Lynn and Richard Westbrook ultimately never recovered from.

Brendon Hartley pilots the Toyota Gazoo Racing GR010 hybrid hypercar to his second consecutive WEC driver's title

Following the spin, Conway worked his way through the field to sit third by the end of the first hour, but the damage had been done as Buemi had pulled a 30-second gap.

Hartley and Hirakawa would slowly build on this lead throughout the racing, coming home 47 seconds ahead to claim the title.

The title is Hartley's fourth. It comes after success with Mark Webber and Timo Bernhard in 2015, Bamber and Bernhard in 2017 and last year's success with Hirakawa and Buemi.

Tesla ordered to refund buyer because of undiagnosed problem with car's steering

The case: The buyer wanted to reject an electric vehicle (EV) six months after purchase because the steering pulled to the right. The supplier said that despite many assessments and wheel alignments, it had found no underlying fault with the car so the issue was due to the uneven roads it had been driven on.

The decision: The tribunal ruled the evidence showed the vehicle had an undiagnosed steering fault and upheld its rejection by the purchaser.

At: The Motor Vehicle Disputes Tribunal, Auckland.

Background

Shaun Baker, director of A1 Tech Ltd, wanted to reject the 2022 Model 3 that his company purchased for $104,643 from Tesla New Zealand in August last year.

He said the EV had a pre-existing fault that caused its steering to pull to the right. Baker added the marque had failed to rectify the problem despite having many chances to do so.

However, Tesla NZ said the car had no manufacturing defects.

It had performed assessments and attempted repairs, but had found no underlying faults.

It considered symptoms experienced by Baker when he drove it were normal and possibly due to uneven roads.

The case

A1 Tech paid Tesla NZ a deposit of $10,464.30 and a $400 order fee. The rest of the purchase price was financed through a loan dated July 28, 2022.

Baker first noticed the EV pulled to the right on the day of supply. He immediately returned it to Tesla NZ's premises and lodged a service request.

The car was assessed on August 19 and Tesla NZ confirmed the steering did pull. A wheel alignment showed the toes on both axles were outside of specifications.

That repair didn't rectify the issue, so Baker again returned the EV. An invoice dated November 1 showed the cross camber on both axles, the toe on both left wheels and the camber on the right-front wheel were out of specification.

The problem continued, so Baker took the car back for the third time in late November and the same problems were diagnosed.

Tesla NZ considered that the Model 3's wheel-alignment measurements were within specification, but there were "further improvements to be made".

It adjusted the front subframe to "make the wheelbase left-right identical and bring the adjustments closer to the median spec", and then considered the EV was operating as designed.

However, the car continued to pull. The issue was confirmed by a Tesla NZ mobile mechanic who assessed it in early February 2023.

Again, the car was returned. This time, the wheel alignment required further adjustment because the rear toe was outside of specifications.

Tesla NZ carried out "necessary adjustments". These included resetting the steering-compensation system and recalibrating the steering-angle offset.

The issue persisted, so Baker took the EV to Beaurepaires in Hamilton. On a test drive, it "found the vehicle drifting to the right, even though steering wheel was level", and "constant pressure had to be applied to left side of steering wheel to keep the car in a straight line".

The rear camber was out of specification, so Baker emailed Tesla NZ on March 7 rejecting the EV.

The marque said it found no faults with the car and numerous wheel-alignment reports reflected the normal variation that one could expect to see in a vehicle being regularly driven.

It added the symptoms might have been due to the steering-compensation system, which adjusted the steering to reflect driving style and road conditions.

Baker rejected that argument. He said the EV had continued to steer to the right even after its compensation system had been reset.

After the hearing, he took the Model 3 to Advantage Tyres, Hamilton, for a further wheel-alignment assessment on April 20. It noted the left and right-front cambers, and both rear-wheel toes, were out of specification.

The tribunal's assessor test drove the car on Auckland's Northwestern Motorway and on suburban roads. He reported it tracked more to the right on flat road surfaces.

The finding

The evidence pointed to the EV having an underlying issue that caused it to steer to the right. The cause hadn't been diagnosed, but that didn't mean a fault didn't exist.

The car had been subject to numerous wheel alignments and its steering compensation software had been reset.

If the vehicle had no underlying fault, it should have been steering straight or slightly to the left.

Therefore, the tribunal ruled that the EV wasn't of acceptable quality under the Consumer Guarantees Act (CGA).

The adjudicator also found that A1 Tech was entitled to reject the car and be refunded all money paid for it because Tesla NZ had failed to rectify its steering fault despite having many opportunities to do so.

Under the section 18 of the CGA, the buyer was also entitled to recover any loss or damage resulting from the Model 3's failure to comply with the guarantee of acceptable quality.

The tribunal found A1 Tech was entitled to recover its $10,464.30 deposit for the car and its $400 order fee.

The buyer was also entitled to recover the $11,218.52 in principal repayments – total repayments less interest and default charges – made to its collateral credit agreement. The adjudicator declined to award interest repayments because A1 Tech had the benefit of using the EV during its ownership.

Orders

The purchaser's application to reject the Model 3 was allowed. Tesla NZ had to pay $22,112.82 to the buyer and have ongoing loan obligations assigned to it.

Mother seeks refund after ute with more than 400,000km on clock grinds to halt

The case: The buyer wanted a refund of the purchase price of her Ford Ranger after clutch and engine damage was discovered three months after it buying it. The supplier said the vehicle, which was owned by another company, was sold on an "as is, where is" basis.

The decision: The adjudicator dismissed the purchaser's claim after finding the ute's mechanical failures didn't breach the guarantee of acceptable quality in the Consumer Guarantees Act (CGA).

At: The Motor Vehicle Disputes Tribunal, Rotorua.

Background

Marlene Simon purchased a 2011 Ford Ranger for $7,000 on October 21, 2022. It had since suffered significant engine and clutch damage, so she wanted a refund from Carson Taylor Company (CTC).

The trader denied selling the ute to Simon. It added the problems might have been caused by misuse during her ownership.

The tribunal had already considered whether CTC was a supplier for the purposes of the CGA.

In a preliminary decision dated July 11, 2023, it found the vehicle was owned and sold by Villa Oaks Farm, but CTC was a supplier for the purposes of the legislation because it acted as the former's agent when it was sold.

The case

Simon wanted a ute for her son and visited CTC's premises in Rotorua to look for a suitable vehicle.

Cheryl Dunleavy, from the company, said Simon asked if it had any utes for less than $5,000. She was advised there were none in that price range, but Dunleavy decided to help as she had dealt with her for many years.

The Ranger, owned by Villa Oaks Farm, was at CTC's site after being used by an employee to get back after delivering a new vehicle to the business. Dunleavy thought it might be suitable for Simon if the owner agreed to sell it.

Villa Oaks Farm agreed CTC could sell the ute on an "as is, where is" basis. Dunleavy told Simon it didn't belong to the trader and it was being sold by Villa Oak Farms.

Keith Taylor, dealer principal at CTC, approved the transaction on the basis it was made clear his company wasn't selling the vehicle "on behalf" and that CTC wasn't to be an agent for the sale of the Ranger.

Simon's son inspected the ute on October 22 last year and a $7,000 purchase price was agreed. She returned the following day and paid for it using CTC's card-payment facilities with the company transferring the funds to Villa Oaks Farms.

The son was the sole driver of the Ranger, which had an odometer reading of 423,780km when supplied.

He used it without any incident until January 24, 2023, when he noticed a knocking noise as he drove over a speed bump and shifted into neutral.

The noise stopped by the time he pulled over. But as he drove slowly home, it resumed and the ute was low on power. Once he turned the engine off and was unable to restart it.

The vehicle was taken to CTC and inspected by a technician, Shane Shirley. Unable to start it, he found the flywheel had seized. The clutch plate and dual mass flywheel were worn and required replacement.

CTC replaced the damaged parts at a cost of $2,117. Simon had paid $500 of that amount and said she asked Villa Oaks Farm to contribute towards the repair, but it declined.

Shirley said the Ranger started after the clutch was replaced but it ran badly. He performed further diagnosis and found significant engine damage.

CTC provided a quote of $7,922 to replace the engine. The odometer reading was 428,933km.

The finding

The engine needed repairing but might not require replacing, as suggested by CTC, and the tribunal's assessor advised further assessment before work should be performed.

The cause of the damage was unclear, but the assessor considered it was likely caused by "overrevving".

In the absence of evidence proving the problems were caused by an inherent defect, the adjudicator was unable to discount the damage was caused by overrevving due to Simon's son incorrectly downshifting gears over a speed bump.

With regard to whether the Ranger was of acceptable quality under the CGA, the adjudicator said its price, age and mileage were all relevant – as were the nature of the defects, the length of Simon's ownership, distance travelled before problems became apparent and any pre-purchase representations made about the ute's quality or condition.

The adjudicator accepted Dunleavy's evidence as to the pre-sale discussions with Simon and her advice the Ranger was sold "as is, where is" by Villa Oaks Farm.

The clutch failure and engine problems occurred about three months after purchase and the ute had covered 5,150km in that time.

As the applicant, Simon bore the onus of proving the vehicle wasn't of acceptable quality. Relying on CTC's assessment, she alleged the engine had suffered major damage and required replacement.

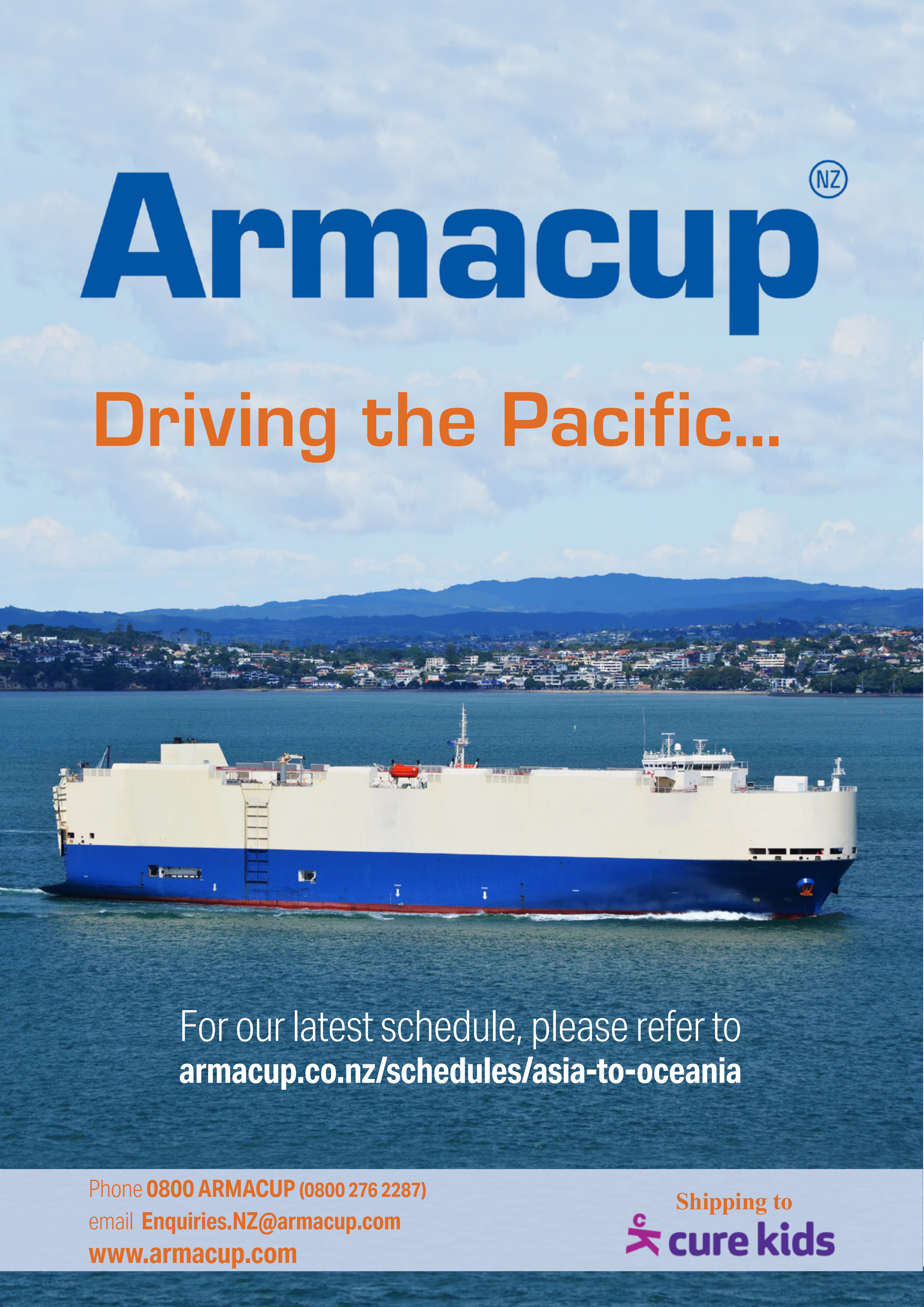
The tribunal wasn't satisfied the problem was as serious as alleged and further diagnosis was needed to determine its true extent.

After considering relevant factors, the tribunal found the clutch failure and engine damage didn't breach the CGA's guarantee of acceptable quality because Simon hadn't proven these were due to an inherent fault with the ute.

It added the buyer had also not shown those faults meant the vehicle wasn't as free of minor defects or as durable as a reasonable consumer would consider acceptable.

Order

The claim was dismissed.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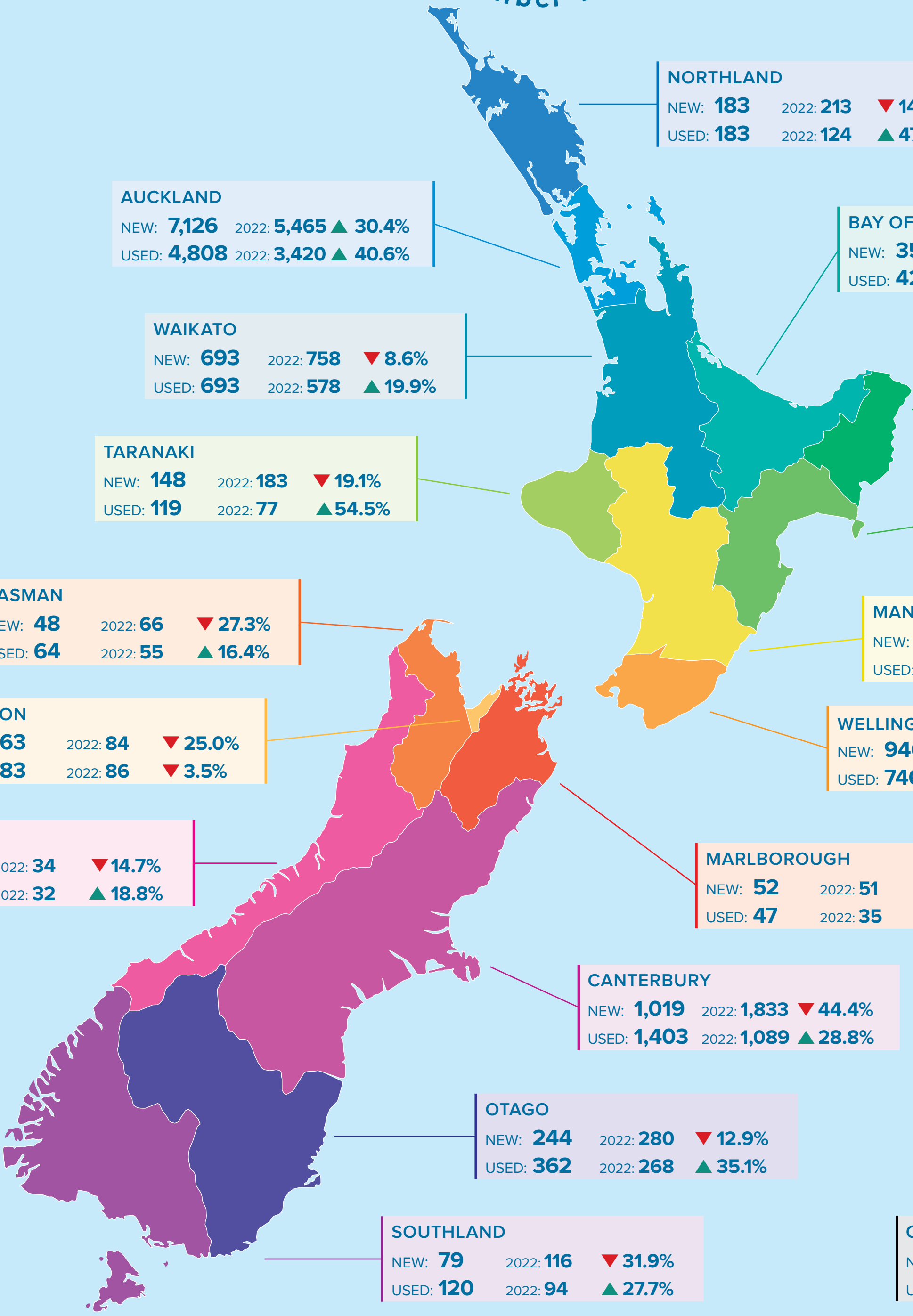
Around the Country – November 2023

Total new cars	
11,491	
2022: 11,146	▲ 3.1 %

Total imported used cars	
9,641	
2022: 7,144	▲ 35.0 %



NORTHLAND	NEW:	183	2022: 213	▼ 14.1%
	USED:	183	2022: 124	▲ 47.6%
AUCKLAND	NEW:	7,126	2022: 5,465	▲ 30.4%
	USED:	4,808	2022: 3,420	▲ 40.6%
BAY OF PLENTY	NEW:	352	2022: 510	▼ 31.0%
	USED:	420	2022: 323	▲ 30.0%
WAIKATO	NEW:	693	2022: 758	▼ 8.6%
	USED:	693	2022: 578	▲ 19.9%
GISBORNE	NEW:	36	2022: 46	▼ 21.7%
	USED:	45	2022: 44	▲ 2.3%
TARANAKI	NEW:	148	2022: 183	▼ 19.1%
	USED:	119	2022: 77	▲ 54.5%
HAWKE'S BAY	NEW:	178	2022: 235	▼ 24.3%
	USED:	202	2022: 138	▲ 46.4%
TASMAN	NEW:	48	2022: 66	▼ 27.3%
	USED:	64	2022: 55	▲ 16.4%
MANAWATU-WHANGANUI	NEW:	284	2022: 325	▼ 12.6%
	USED:	267	2022: 211	▲ 26.5%
NELSON	NEW:	63	2022: 84	▼ 25.0%
	USED:	83	2022: 86	▼ 3.5%
WELLINGTON	NEW:	946	2022: 927	▲ 2.0%
	USED:	746	2022: 538	▲ 38.7%
WEST COAST	NEW:	29	2022: 34	▼ 14.7%
	USED:	38	2022: 32	▲ 18.8%
MARLBOROUGH	NEW:	52	2022: 51	▲ 2.0%
	USED:	47	2022: 35	▲ 34.3%
CANTERBURY	NEW:	1,019	2022: 1,833	▼ 44.4%
	USED:	1,403	2022: 1,089	▲ 28.8%
OTAGO	NEW:	244	2022: 280	▼ 12.9%
	USED:	362	2022: 268	▲ 35.1%
SOUTHLAND	NEW:	79	2022: 116	▼ 31.9%
	USED:	120	2022: 94	▲ 27.7%
OTHERS (Chatham Islands, overseas, unknown)	NEW:	11	2022: 20	▼ 45.0%
	USED:	41	2022: 32	▲ 28.1%

Imported Passenger Vehicle Sales by Make - November 2023

MAKE	NOV'23	NOV'22	+/-%	NOV'23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Toyota	4,763	2,673	78.2	49.4%	44,058	43.1%
Nissan	1,458	888	64.2	15.1%	14,728	14.4%
Mazda	924	1,054	-12.3	9.6%	12,225	12.0%
Honda	643	417	54.2	6.7%	7,210	7.1%
Subaru	406	471	-13.8	4.2%	5,617	5.5%
Mitsubishi	285	273	4.4	3.0%	2,852	2.8%
Suzuki	247	168	47.0	2.6%	2,677	2.6%
Volkswagen	192	291	-34.0	2.0%	3,105	3.0%
BMW	178	252	-29.4	1.8%	2,650	2.6%
Lexus	158	83	90.4	1.6%	1,410	1.4%
Mercedes-Benz	122	137	-10.9	1.3%	1,516	1.5%
Audi	107	154	-30.5	1.1%	1,743	1.7%
Ford	27	46	-41.3	0.3%	395	0.4%
Land Rover	19	24	-20.8	0.2%	171	0.2%
Mini	13	17	-23.5	0.1%	153	0.1%
Peugeot	13	1	1,200.0	0.1%	100	0.1%
Jaguar	11	9	22.2	0.1%	115	0.1%
Tesla	10	3	233.3	0.1%	60	0.1%
Chevrolet	9	23	-60.9	0.1%	153	0.1%
Volvo	9	31	-71.0	0.1%	184	0.2%
Jeep	7	10	-30.0	0.1%	87	0.1%
Kia	5	3	66.7	0.1%	49	0.0%
Hyundai	4	14	-71.4	0.0%	65	0.1%
Porsche	4	13	-69.2	0.0%	113	0.1%
Dodge	3	17	-82.4	0.0%	77	0.1%
Holden	3	6	-50.0	0.0%	61	0.1%
Bentley	2	1	100.0	0.0%	28	0.0%
BYD	2	0	200.0	0.0%	30	0.0%
Daihatsu	2	4	-50.0	0.0%	54	0.1%
MG	2	3	-33.3	0.0%	19	0.0%
Plymouth	2	1	100.0	0.0%	16	0.0%
Smart	2	4	-50.0	0.0%	44	0.0%
Aston Martin	1	1	0.0	0.0%	11	0.0%
Chrysler	1	7	-85.7	0.0%	58	0.1%
Citroen	1	1	0.0	0.0%	12	0.0%
Others	6	44	-86.4	0.1%	276	0.3%
Total	**9,641**	**7,144**	**35.0**	**100.0%**	**102,122**	**100.0%**

Imported Passenger Vehicle Sales by Model - November 2023

MAKE	MODEL	NOV'23	NOV'22	+/-%	NOV'23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Toyota	Aqua	1,768	1,062	66.5	18.3%	16,072	15.7%
Toyota	Prius	1,180	600	96.7	12.2%	10,781	10.6%
Nissan	Leaf	479	206	132.5	5.0%	3,561	3.5%
Toyota	Corolla	412	241	71.0	4.3%	3,979	3.9%
Nissan	Note	368	176	109.1	3.8%	3,664	3.6%
Mazda	Axela	321	409	-21.5	3.3%	4,719	4.6%
Honda	Fit	269	201	33.8	2.8%	3,291	3.2%
Toyota	C-HR	247	123	100.8	2.6%	2,274	2.2%
Mitsubishi	Outlander	229	192	19.3	2.4%	2,058	2.0%
Nissan	Serena	210	106	98.1	2.2%	2,500	2.4%
Subaru	Impreza	206	197	4.6	2.1%	2,564	2.5%
Nissan	X-Trail	201	135	48.9	2.1%	2,113	2.1%
Toyota	Vitz	194	95	104.2	2.0%	1,596	1.6%
Mazda	Demio	189	237	-20.3	2.0%	2,710	2.7%
Mazda	CX-5	165	161	2.5	1.7%	1,847	1.8%
Suzuki	Swift	151	132	14.4	1.6%	1,821	1.8%
Volkswagen	Golf	126	192	-34.4	1.3%	2,067	2.0%
Honda	Vezel	123	46	167.4	1.3%	1,000	1.0%
Mazda	Premacy	105	82	28.0	1.1%	1,078	1.1%
Subaru	XV	104	111	-6.3	1.1%	1,413	1.4%
Toyota	Sai	101	86	17.4	1.0%	1,141	1.1%
Toyota	Camry	100	60	66.7	1.0%	1,069	1.0%
Toyota	Spade	72	22	227.3	0.7%	628	0.6%
Toyota	Yaris	70	18	288.9	0.7%	313	0.3%
Lexus	CT 200h	57	21	171.4	0.6%	416	0.4%
Toyota	RAV4	57	10	470.0	0.6%	348	0.3%
Toyota	Sienta	54	9	500.0	0.6%	427	0.4%
Mazda	Atenza	52	95	-45.3	0.5%	914	0.9%
Toyota	Wish	47	39	20.5	0.5%	805	0.8%
Toyota	Auris	46	52	-11.5	0.5%	527	0.5%
Toyota	Vellfire	43	8	437.5	0.4%	349	0.3%
Suzuki	Ignis	42	11	281.8	0.4%	333	0.3%
Honda	Grace	40	27	48.1	0.4%	458	0.4%
Toyota	Estima	39	23	69.6	0.4%	303	0.3%
Audi	A3	38	49	-22.4	0.4%	504	0.5%
Others		1,736	1,910	-9.1	18.0%	22,479	22.0%
Total		**9,641**	**7,144**	**35.0**	**100.0%**	**102,122**	**100.0%**

Profits jump with low arrears

MTF Finance has reported net profit after tax of $11.6 million for the 12 months to September 30 – up by 38 per cent on the previous year – with lending assets increasing by 32 per cent to $1.01 billion.

Underlying profit after tax has increased by 71 per cent to $11.3m and total originator earnings have climbed by 27 per cent to $85.5m.

The company says the results reflect its continued focus on community lending, and expanding its dealer network and digital offering.

It had record low arrears at less than half the industry average during 2022/23. Its arrears on automotive loans exceeding 31 days came in at 0.6 per cent against an industry average of 2.4 per cent, with business-loan arrears tracked at 0.9 per cent against an industry average of two per cent.

Arrears on consumer loans over the past 12 months were lower than the industry average of 4.5 per cent at 0.3 per cent, while high-risk such arrears were 6.6 per cent against an average of 15.1 per cent.

MTF has also supported a record growth year with lending climbing by 40 per cent year-on-year to $846m, up from $607m in September 2022.

"In the last annual report, we saw early signs of growth in the business off the back of a well-established strategy," says Chris Lamers, chief executive officer.

"Fast forward 12 months and what we have achieved has exceeded expectations. To achieve the $1b milestone two years earlier than anticipated shows the potential of this business.

"The combination of strong sales growth and well-managed operating expense has allowed us to hold interest rates as low as possible for customers and deliver record returns to originators.

"The result is particularly pleasing due to the hardening of economic conditions during the period, notably the regular increases to wholesale interest rates and persistent inflation."

Chairman Mark Darrow says key to the success has been a strategy designed to deliver growth and resilience during tough economic times.

"We grew our reach by adding franchises to reach 51 around the country with two more opening in November," he adds.

"We also grew the motor-dealer channel. Not only did new franchises start strongly, but all franchises experienced solid growth."

The tough economic cycle of 2022/23, which continues, placed increasing pressure on households nationwide with MTF focusing on helping clients in need.

The company took proactive steps to provide clients with practical tools and guidance to help them make well-informed decisions.

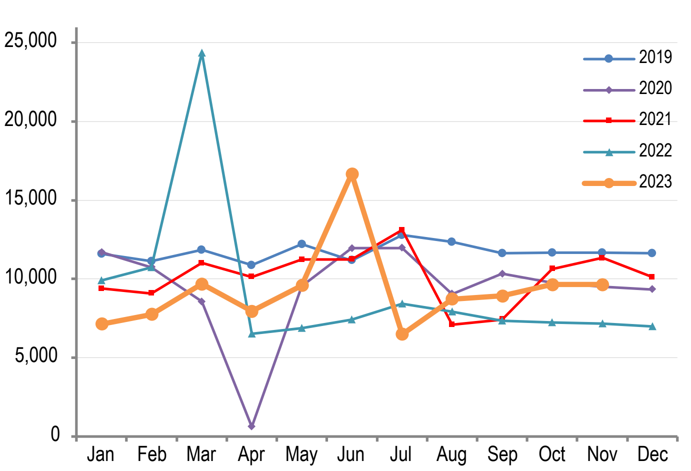
This was evident during Cyclone Gabrielle when it rallied to support impacted communities guided by its owner-operators living in the same communities.

Looking ahead, MTF plans to launch the brokering of home loans through its franchise network and will continue to enhance its offering through partnerships.

Rise of 35%

There were 9,641 used-imported cars registered in November, which was up by 35 per cent compared to 7,144 in the same month of 2022. Toyota's Aqua topped the models' ladder with 1,768 units. The Prius was second with 1,180 with Nissan's Leaf third on 479. So far this year, 102,122 units have been sold. That's down by 1.6 per cent compared to 103,785 over the same period of last year.

Used Imported Passenger Registrations - 2019-2023



Used Imported Passenger Vehicle Sales by Motive Power - November 2023

MAKE	NOV'23	NOV'22	+/-%	NOV'23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Full battery electric	514	226	127.4%	5.3%	3,824	3.7%
Plug-in hybrid electric	302	189	59.8%	3.1%	2,303	2.3%
Non plug-in petrol hybrid	5,457	2,968	83.9%	56.6%	51,180	50.1%
Petrol	3,291	3,606	-8.7%	34.1%	43,388	42.5%
Diesel	77	155	-50.3%	0.8%	1,426	1.4%
Others (includes non plug-in diesel hybrid, fuel cell)	0	0	0.0%	0.0%	1	0.0%
Total	**9,641**	**7,144**	**35.0%**		**102,122**	

Account reports now online

Waka Kotahi's carbon dioxide (CO_2) credit reports can now be accessed by vehicle importers.

Those with fleet-average accounts were required to submit updated documents to remain in the scheme for the clean car standard (CCS).

These included a compliance plan, audited financial statements and a forecast for the remainder of 2023.

Staff at the transport agency have been assessing and loading these against fleet-average accounts, and have asked importers to get in touch with an account manager if anything needs discussing in the lead-up to the end of this year.

The Imported Motor Vehicle Industry Association (VIA) says Waka Kotahi has opted to provide the monthly reports following requests to do so.

"The report shows total credits accrued under the CCS scheme and separates these by new or used vehicle type and account category – fleet average or pay as you go," explains Malcolm Yorston, VIA's technical support.

"It also shows the year that credits are expiring and a monthly breakdown of credits generated versus credits used to offset charges.

"This report doesn't contain any identifiable individual importer data and gives a high-level view of credits generated across the scheme."

The transport agency has been reminding importers that annual CO_2 targets for the CCS will change on January 1.

Yorston reports they are shifting from 145g/km to 133.9g/km for passenger cars and from 218.3g/km to 201.9g/km for light commercials. The annual targets for both types of vehicles are set in legislation until 2027.

He advises it's important for importers to have all their vehicles in their CO_2 accounts before December 31. This is because those landed the day before but not entered into the system until January 1 will face 2024's targets.

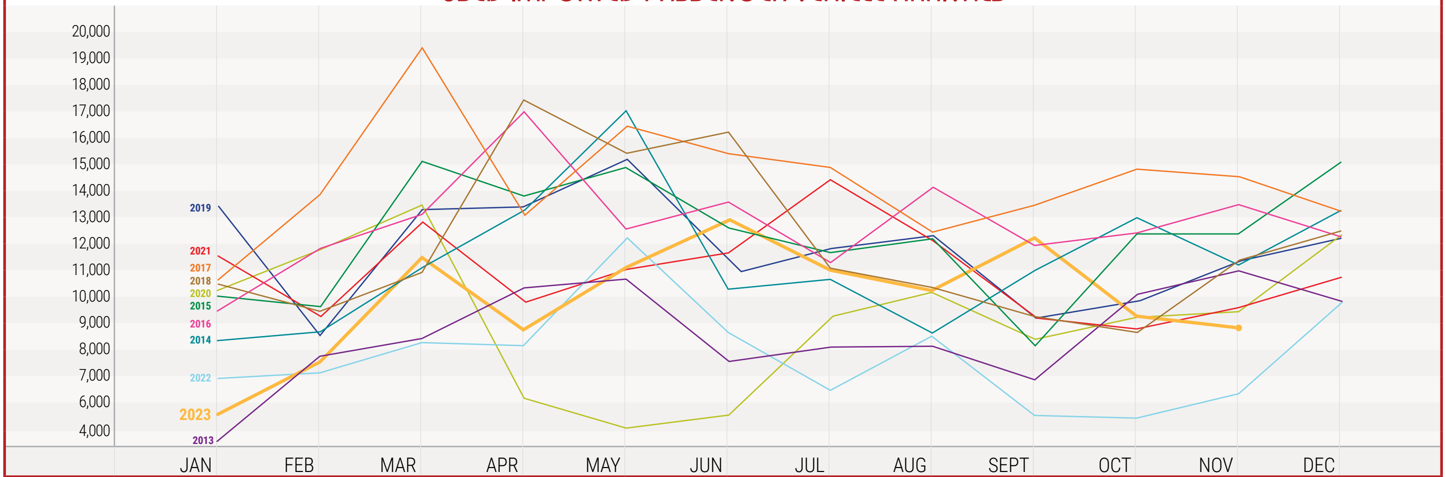
BOOM IN NUMBERS

There were 8,941 used cars imported during November to bring the year-to-date total to 108,004.

That represents an increase of 31.7 per cent when compared to 82,002 by the same time in 2022.

Japan accounted for 98 per cent of last month's total with 8,764 units. In addition, 84 were brought in from Australia and 35 from the UK.

USED IMPORTED PASSENGER VEHICLE ARRIVALS



Used Imported Passenger Vehicles By Country Of Export

COUNTRY OF EXPORT	JAN '23	FEB '23	MAR '23	APR '23	MAY '23	JUN '23	JUL '23	AUG '23	SEP '23	OCT '23	NOV '23	NOV MKT %	2023 TOTAL	2022 TOTAL	2022 MKT SHARE	2021 TOTAL	2021 MKT SHARE
Australia	126	76	136	85	125	96	89	95	91	165	84	0.9%	**1,168**	2,353	2.6%	3,072	2.4%
Great Britain	34	17	24	23	20	17	15	28	15	25	35	0.4%	**253**	512	0.6%	1,259	1.0%
Japan	4,846	7,246	11,225	8,607	10,740	12,717	10,841	10,092	11,881	8,950	8,764	98.0%	**105,909**	87,740	95.6%	123,508	94.8%
Singapore	23	3	24	27	28	20	20	15	13	18	22	0.2%	**213**	423	0.5%	1,378	1.1%
USA	29	18	21	10	21	25	21	21	42	29	15	0.2%	**252**	487	0.5%	697	0.5%
Other countries	24	12	12	16	20	25	14	14	33	18	21	0.2%	**209**	250	0.3%	403	0.3%
Total	**5,082**	**7,372**	**11,442**	**8,768**	**10,954**	**12,900**	**11,000**	**10,265**	**12,075**	**9,205**	**8,941**	**100.0%**	**108,004**	**91,765**	**100.0%**	**130,317**	**100.0%**

Federation publishes guidelines

A responsible debt collection code has been launched by the Financial Services Federation (FSF).

The guidelines formalise its members' commitment to ethical standards of practices that go beyond what's laid down by law.

Lyn McMorran, executive director, says the code has been developed by members to spell out how they commit to treating consumers.

If they fail to abide by it, the FSF may take disciplinary action against them. This includes revoking memberships.

The federation's members have agreed with the consumer advocacy and financial mentoring sector that unsafe practices being used when collecting consumer debt is unacceptable and not the way in which they behave in dealings with customers.

This led to them developing the code to spell out the minimum standard of responsible behaviour expected from FSF members in their activities.

The responsible debt collection code includes limiting contact with consumers to certain hours of the day, including not making face-to-face contact on Sundays – unless by prior arrangement with the client – and only when there's a genuine purpose for them to do so.

FSF's debt collection members will, if their client prefers, work with a financial mentor or an authorised representative appointed by the debtor with an appropriate privacy waiver in place.

The guidelines also outline where members of the public can go to make a complaint about the debt collector's activity.

The code was launched in Wellington on October 10. At the event, Duncan Webb, Minster of Commerce and Consumer Affairs, said: "Codes like this are a useful addition and supplement to the law.

"Preventing unconscionable and misleading practices by debt collectors is important, especially as many debtors will be in vulnerable circumstances or suffering real hardship."

PUBLIC SALES UP

Dealers sold 15,373 second-hand cars to the public last month. That was a decrease of 3.8 per cent from 15,983 during November 2022.

In addition, there were 12,710 public-to-trader transactions last month, which was down by 1.5 per cent from 12,907 when compared to November last year.

SECONDHAND CAR SALES - November 2023

	DEALER TO PUBLIC				PUBLIC TO PUBLIC			PUBLIC TO DEALER		
REGION	NOV'23	NOV'22	+/- %	MARKET SHARE	NOV'23	NOV'22	+/- %	NOV'23	NOV'22	+/- %
Northland	490	548	-10.6	3.19	1,863	1,835	1.5	203	184	10.3
Auckland	5,249	5,474	-4.1	34.14	13,717	12,624	8.7	5,549	5,521	0.5
Waikato	1,598	1,607	-0.6	10.39	3,799	3,931	-3.4	1,077	1,091	-1.3
Bay of Plenty	1,002	1,076	-6.9	6.52	2,791	2,822	-1.1	587	692	-15.2
Gisborne	129	133	-3.0	0.84	374	345	8.4	60	40	50.0
Hawke's Bay	597	588	1.5	3.88	1,406	1,369	2.7	331	382	-13.4
Taranaki	341	366	-6.8	2.22	1,014	1,034	-1.9	195	191	2.1
Manawatu-Whanganui	787	860	-8.5	5.12	2,005	2,014	-0.4	681	896	-24.0
Wellington	1,419	1,520	-6.6	9.23	3,026	3,187	-5.1	1,182	1,096	7.8
Tasman	122	145	-15.9	0.79	433	433	0.0	20	22	-9.1
Nelson	121	136	-11.0	0.79	407	462	-11.9	117	159	-26.4
Marlborough	133	141	-5.7	0.87	364	352	3.4	70	85	-17.6
West Coast	129	106	21.7	0.84	296	290	2.1	48	43	11.6
Canterbury	2,171	2,142	1.4	14.12	5,211	5,087	2.4	1,928	1,935	-0.4
Otago	708	761	-7.0	4.61	1,984	1,934	2.6	500	416	20.2
Southland	313	328	-4.6	2.04	962	927	3.8	162	154	5.2
Other	64	52	23.1	0.42	137	189	-27.5	0	0	0.0
NZ Total	**15,373**	**15,983**	**-3.8**	**100.00**	**39,789**	**38,835**	**2.5**	**12,710**	**12,907**	**-1.5**

New Passenger Vehicle Sales by Make - November 2023

MAKE	NOV'23	NOV'22	+/-%	NOV'23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Toyota	3,019	1,649	83.1	26.3%	20,176	19.8%
Mitsubishi	1,068	1,302	-18.0	9.3%	9,574	9.4%
MG	898	466	92.7	7.8%	5,294	5.2%
Ford	758	388	95.4	6.6%	4,791	4.7%
Hyundai	663	569	16.5	5.8%	6,714	6.6%
Suzuki	591	927	-36.2	5.1%	6,479	6.4%
Tesla	566	1,363	-58.5	4.9%	4,342	4.3%
Kia	468	826	-43.3	4.1%	9,667	9.5%
BYD	432	475	-9.1	3.8%	3,063	3.0%
Nissan	377	439	-14.1	3.3%	3,092	3.0%
Mazda	350	392	-10.7	3.0%	3,691	3.6%
GWM	261	0	26,100.0	2.3%	680	0.7%
Volkswagen	225	250	-10.0	2.0%	2,687	2.6%
Skoda	215	324	-33.6	1.9%	1,612	1.6%
Honda	203	326	-37.7	1.8%	3,090	3.0%
BMW	148	143	3.5	1.3%	1,643	1.6%
Audi	145	137	5.8	1.3%	1,330	1.3%
Mini	141	36	291.7	1.2%	949	0.9%
Lexus	129	45	186.7	1.1%	1,208	1.2%
Mercedes-Benz	112	125	-10.4	1.0%	1,399	1.4%
Subaru	102	207	-50.7	0.9%	1,873	1.8%
Jeep	94	21	347.6	0.8%	442	0.4%
Peugeot	87	108	-19.4	0.8%	835	0.8%
Polestar	79	108	-26.9	0.7%	475	0.5%
Land Rover	73	39	87.2	0.6%	1,171	1.1%
SsangYong	46	24	91.7	0.4%	332	0.3%
Cupra	37	49	-24.5	0.3%	423	0.4%
Porsche	37	26	42.3	0.3%	475	0.5%
Volvo	36	76	-52.6	0.3%	565	0.6%
Opel	35	24	45.8	0.3%	322	0.3%
Jaguar	15	13	15.4	0.1%	169	0.2%
Mahindra	14	1	1,300.0	0.1%	275	0.3%
Fiat	13	9	44.4	0.1%	118	0.1%
Citroen	10	14	-28.6	0.1%	170	0.2%
Haval	8	173	-95.4	0.1%	1,878	1.8%
LDV	7	9	-22.2	0.1%	33	0.0%
Can-Am	4	8	-50.0	0.0%	40	0.0%
Ferrari	3	4	-25.0	0.0%	42	0.0%
Alfa Romeo	2	3	-33.3	0.0%	56	0.1%
Bentley	2	1	100.0	0.0%	47	0.0%
Chevrolet	2	2	0.0	0.0%	32	0.0%
Ineos	2	0	200.0	0.0%	60	0.1%
Isuzu	2	11	-81.8	0.0%	120	0.1%
Lamborghini	2	0	200.0	0.0%	25	0.0%
Others	10	34	-70.6	0.1%	411	0.4%
Total	**11,491**	**11,146**	**3.1**	**100.0%**	**101,870**	**100.0%**

New Passenger Vehicle Sales by Model - November 2023

MAKE	MODEL	NOV'23	NOV'22	+/-%	NOV'23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Toyota	RAV4	1,419	570	148.9	12.3%	8,316	8.2%
Mitsubishi	Outlander	557	596	-6.5	4.8%	3,698	3.6%
Tesla	Model Y	544	1,098	-50.5	4.7%	3,576	3.5%
Toyota	Corolla	486	220	120.9	4.2%	2,154	2.1%
MG	MG4	468	0	46,800.0	4.1%	1,168	1.1%
Mitsubishi	Eclipse Cross	377	245	53.9	3.3%	3,376	3.3%
Toyota	Corolla Cross	370	167	121.6	3.2%	1,712	1.7%
Suzuki	Swift	350	438	-20.1	3.0%	3,700	3.6%
BYD	Atto 3	337	475	-29.1	2.9%	2,742	2.7%
Nissan	Qashqai	271	76	256.6	2.4%	1,062	1.0%
Toyota	Yaris Cross	265	212	25.0	2.3%	1,952	1.9%
Ford	Everest	250	237	5.5	2.2%	1,780	1.7%
Hyundai	i30	250	2	12,400.0	2.2%	766	0.8%
MG	HS	247	59	318.6	2.1%	647	0.6%
Hyundai	Kona	189	128	47.7	1.6%	1,764	1.7%
Ford	Puma	186	56	232.1	1.6%	664	0.7%
MG	ZS	166	357	-53.5	1.4%	2,979	2.9%
Ford	Focus	152	7	2,071.4	1.3%	434	0.4%
Honda	Jazz	152	222	-31.5	1.3%	1,738	1.7%
Skoda	Enyaq	142	0	14,200.0	1.2%	208	0.2%
Toyota	Yaris	139	94	47.9	1.2%	1,160	1.1%
Mazda	CX-5	134	172	-22.1	1.2%	1,619	1.6%
Ford	Escape	127	57	122.8	1.1%	1,264	1.2%
Mitsubishi	ASX	114	396	-71.2	1.0%	1,209	1.2%
Suzuki	S-Cross	114	53	115.1	1.0%	438	0.4%
Mini	Hatch	111	11	909.1	1.0%	451	0.4%
Toyota	C-HR	111	76	46.1	1.0%	1,220	1.2%
Kia	Stonic	107	97	10.3	0.9%	1,609	1.6%
BYD	Dolphin	95	0	9,500.0	0.8%	321	0.3%
Mazda	CX-30	95	23	313.0	0.8%	440	0.4%
Volkswagen	ID.4	94	0	9,400.0	0.8%	313	0.3%
Kia	Carnival	93	163	-42.9	0.8%	438	0.4%
GWM	Ora	92	0	9,200.0	0.8%	328	0.3%
GWM	Haval H6	83	0	8,300.0	0.7%	143	0.1%
Polestar	Polestar 2	79	108	-26.9	0.7%	473	0.5%
Hyundai	Tucson	78	45	73.3	0.7%	1,901	1.9%
Kia	Niro	76	82	-7.3	0.7%	1,974	1.9%
GWM	Haval Jolion	71	0	7,100.0	0.6%	98	0.1%
Kia	EV6	67	8	737.5	0.6%	804	0.8%
Toyota	Camry	67	22	204.5	0.6%	569	0.6%
Nissan	X-Trail	61	309	-80.3	0.5%	1,469	1.4%
Jeep	Compass	58	6	866.7	0.5%	215	0.2%
Suzuki	Vitara	56	191	-70.7	0.5%	902	0.9%
Hyundai	Staria	54	184	-70.7	0.5%	151	0.1%
Toyota	Highlander	54	110	-50.9	0.5%	1,227	1.2%
Others		2,083	3,774	-44.8	18.1%	36,698	36.0%
Total		**11,491**	**11,146**	**3.1**	**100.0%**	**101,870**	**100.0%**

Group expands national footprint

A company has officially opened its new showroom in Christchurch by inviting the public to get up close to a range of top-end models.

Giltrap's facility in Waterloo Road, Islington, includes a Polestar site for test drives and handovers, and a certified Bentley service centre. It also offers a selection of pre-owned luxury vehicles and supercars.

"Our passionate customer base in Canterbury and across the South Island made this facility a must for the group," says Jarrod Clarke, general manager.

"There's no question the South Island boasts the world's best driving roads, so it's fantastic to be able to offer the highest possible level of service and support in Christchurch."

To mark the official opening on November 4, supercars were free to view on-site as part of the South Island's first Cafe 66 event.

A regular feature of the Auckland car scene, it's described as the supercar equivalent of cars-and-coffee-style events held worldwide.

Clarke adds: "After the sell-out success of the Starship Supercar Show, it only made sense to bring some of the magic to Christchurch."

Polestar Christchurch, the main brand for Giltrap Christchurch, also had the new Polestar 3 SUV on display alongside its full range of Polestar 2 models.

Giltrap's premises in Christchurch

RENTALS EXPANSION

Premium car rental and subscription provider Sixt has opened at Wellington Airport. The in-terminal operation offers access to the company's full fleet of rental, subscription and business services.

Dubbed "new mobility", its one day to one-year offerings include electric cars, SUVs, and luxury and premium models.

The branch in the capital joins its airport locations in Auckland, Christchurch, Queenstown and Dunedin.

Rob Barlow, general manager of Sixt NZ, says the Wellington branch provides traditional short-term and holiday rentals. Vehicles can be collected from the airport or delivered to the customer's door.

It also offers "scalable fleet solutions" on a month-by-month basis for companies of all sizes.

BREAKING RECORDS

Lexus NZ's registrations for the 10 months to the end of October reached 1,080, surpassing its previous annual record of 1,023 set in 2022.

The figures also showed the combined sales of Toyota and Lexus accounted for 27.5 per cent of the new-vehicle market, which is the highest portion achieved by the global manufacturer.

Neeraj Lala, chief executive of Lexus NZ, says the record achievements reflect growing local appreciation for the marque's design, performance and technical features.

"We have built our brand by bringing in technological innovation when the market has required it," he adds.

"More and more New Zealanders are realising that Lexus not only offers a premium cabin and high performance, but also a route to decarbonisation and sustainability."

The Lexus portfolio includes hybrid, plug-in hybrid and fully electric powertrain options with 89 per cent of its year-to-date sales until the end of October being electrified.

FLAGSHIP FACILITY

Volvo Cars North Shore's new flagship showroom has been officially opened after taking 18 months to build.

It features natural materials in a minimalistic design creating a feel of "understated elegance". There are a number of lounge areas for customers to enjoy "fika", the Swedish tradition of taking time to pause and enjoy a snack and hot drink. The glass-walled service area built into the main showroom space is a key feature.

Volvo Cars North Shore is the marque's biggest showroom in the southern hemisphere. It has been finished in time to welcome the all-new EX30 in early 2024, which is the latest in the marque's expanding portfolio of fully electric and plug-in hybrid models.

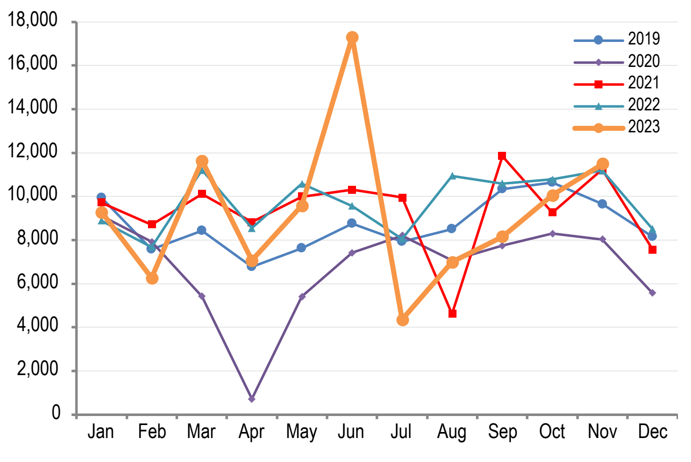
RAV4 comes top

Registrations of new cars totalled 11,491 last month, which was an increase of 3.1 per cent on 11,146 during the same month of 2022.

Toyota's RAV4 was the best-selling model on 1,419. Second place went to the Mitsubishi Outlander with 557. Tesla's Model Y was third on 544.

The year-to-date total is 101,870 – down by 5.5 per cent versus 107,793 by this time in 2022.

New Passenger Registrations - 2019-2023



New Passenger Vehicle Sales by Motive Power - November 2023

MAKE	NOV'23	NOV'22	+/-%	NOV'23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Full battery electric	2,588	2,483	4.2%	22.5%	17,664	17.3%
Plug-in hybrid electric	1,163	540	115.4%	10.1%	8,005	7.9%
Non plug-in petrol hybrid	3,472	1,700	104.2%	30.2%	26,843	26.4%
Petrol	3,575	5,300	-32.5%	31.1%	41,076	40.3%
Diesel	693	1,123	-38.3%	6.0%	8,280	8.1%
Others (includes non plug-in diesel hybrid, fuel cell)	0	0	0.0%	0.0%	2	0.0%
Total	**11,491**	**11,146**	**3.1%**		**101,870**	

Marque signs up as expo partner

LDV New Zealand, which was acquired by Inchcape NZ earlier this year, was the official vehicle partner for last month's Asian Construction Expo.

The one-day event at Manukau's Due Drop Events Centre was attended by product suppliers, councils, regulatory bodies and industry leaders who joined Asian architects, designers, builders, electricians and developers to collaborate on and explore business opportunities.

What sets the expo apart from others is that it offers a complete strategy to reach this country's Asian construction market.

Inchcape saw it as the perfect platform for LDV NZ to showcase its T60 bi-turbo double-cab ute, Deliver 3 and Deliver 9 vans, and all-electric models.

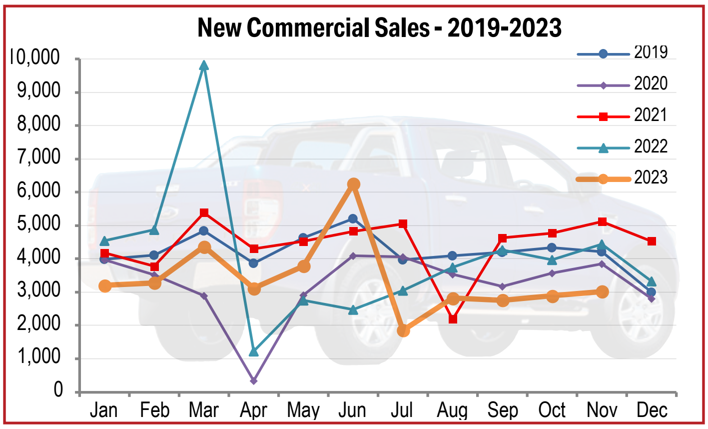
Daile Stephens, head of brand marketing, says it was a real coup for the marque to partner with the Asian Construction Expo for the first time.

"With the recent Inchcape acquisition of the distribution of the LDV brand, this was an opportunity to showcase it in new and exciting environments," she explains.

"As the construction industry has strong Asian representation, it was ideal to be the official vehicle partner to reach decision-makers and influencers from this community.

"The expo also enabled attendees to take advantage of some serious savings on new LDVs."

Ian Watt, general manager of the CMS Group, the parent company behind the expo, says: "There are many synergies with our brands including our shared commitment to supporting the Asian construction community with the materials, equipment and expert advice it needs."



New Commercial Sales by Make - November 2023

MAKE	NOV'23	NOV'22	+/-%	NOV'23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Ford	1,135	1,570	-27.7	37.6%	10,503	28.1%
Toyota	597	1,049	-43.1	19.8%	10,288	27.6%
Isuzu	138	194	-28.9	4.6%	2,158	5.8%
LDV	136	173	-21.4	4.5%	1,062	2.8%
Mercedes-Benz	128	99	29.3	4.2%	962	2.6%
Fuso	122	125	-2.4	4.0%	1,186	3.2%
Fiat	100	59	69.5	3.3%	409	1.1%
Mitsubishi	91	331	-72.5	3.0%	3,087	8.3%
Iveco	74	53	39.6	2.4%	549	1.5%
Scania	73	56	30.4	2.4%	630	1.7%
Hino	69	95	-27.4	2.3%	728	1.9%
Volkswagen	67	86	-22.1	2.2%	1,004	2.7%
Nissan	36	147	-75.5	1.2%	1,140	3.1%
Volvo	30	25	20.0	1.0%	305	0.8%
DAF	25	11	127.3	0.8%	232	0.6%
UD Trucks	25	35	-28.6	0.8%	300	0.8%
Kenworth	23	18	27.8	0.8%	191	0.5%
Hyundai	17	43	-60.5	0.6%	475	1.3%
Peugeot	17	6	183.3	0.6%	146	0.4%
Ram	17	31	-45.2	0.6%	252	0.7%
Others	102	222	-54.1	3.4%	1,732	4.6%
Total	**3,022**	**4,428**	**-31.8**	**100.0%**	**37,339**	**100.0%**

New Commercial Sales by Model - November 2023

MAKE	MODEL	NOV'23	NOV'22	+/-%	NOV'23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Ford	Ranger	1,083	1,526	-29.0	35.8%	9,710	26.0%
Toyota	Hilux	420	919	-54.3	13.9%	7,945	21.3%
Toyota	Hiace	169	99	70.7	5.6%	1,778	4.8%
Mercedes-Benz	Sprinter	106	91	16.5	3.5%	738	2.0%
Mitsubishi	Triton	91	311	-70.7	3.0%	3,075	8.2%
Fiat	Ducato	90	59	52.5	3.0%	397	1.1%
Iveco	Daily	54	40	35.0	1.8%	397	1.1%
Ford	Transit	52	44	18.2	1.7%	783	2.1%
Isuzu	D-Max	43	77	-44.2	1.4%	1,014	2.7%
LDV	Deliver 9	42	41	2.4	1.4%	199	0.5%
LDV	ET60	40	50	-20.0	1.3%	110	0.3%
Isuzu	F Series	38	46	-17.4	1.3%	501	1.3%
Isuzu	N Series	37	58	-36.2	1.2%	473	1.3%
Nissan	Navara	36	147	-75.5	1.2%	1,140	3.1%
Hino	300	27	34	-20.6	0.9%	229	0.6%
Hino	500	26	44	-40.9	0.9%	338	0.9%
DAF	CF	24	10	140.0	0.8%	213	0.6%
LDV	eDeliver 3	24	5	380.0	0.8%	73	0.2%
Volkswagen	Amarok	24	25	-4.0	0.8%	523	1.4%
Volkswagen	Crafter	22	17	29.4	0.7%	272	0.7%
Others		574	785	-26.9	19.0%	7,431	19.9%
Total		**3,022**	**4,428**	**-31.8**	**100.0%**	**37,339**	**100.0%**

Inchcape expanded its presence in this country in early August, growing its footprint and entering retail operations.

The company acquired distribution and vehicle-leasing operations by securing LDV and SsangYong as brand partners.

In doing so, Inchcape also entered retail operations in New Zealand with five owned dealerships in Auckland, Taupo, Wellington and Christchurch.

CHANGES IN MARKET

BYD NZ is aiming to unveil its first ute at Fieldays in June 2024 with deliveries starting in quarter three of next year.

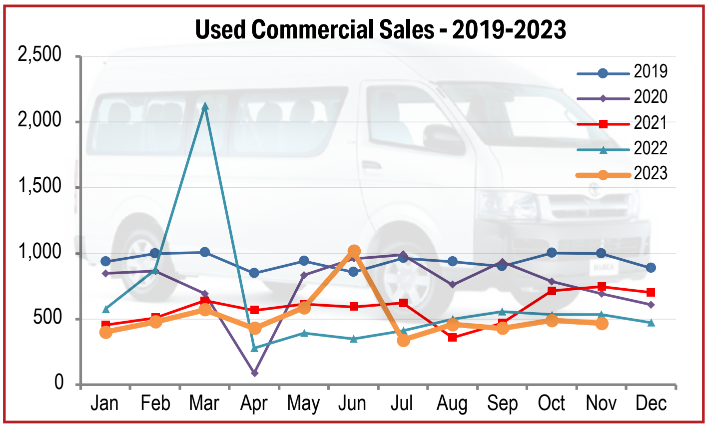
The brand is set to introduce plug-in hybrid options for the new model early next year.

A battery electric vehicle (BEV) version, with a range of about 100km and equipped with all-wheel drive, is expected to follow in its tracks.

Its towing capacity will be at least 3,000kg and the ute is expected to get from 0-100km in less than six seconds. It could rival hybrid variants of Toyota's Hilux and Ford's Ranger, which will be available in the near future.

LDV's eT60, the only BEV ute available new here, will soon be withdrawn from the market. In a statement, Inchcape NZ says there are no plans to renew supply of the model.

However, a replacement for the eT60 is in the pipeline for New Zealand and "all will be revealed in due course".



The marque's Australian arm has previously confirmed that a replacement for the eT60 is slated for arrival in 2024.

FORD TAKES DOUBLE

There were 3,022 new commercials registered last month for a decrease of 31.8 per cent from 4,428 in November last year.

Ford's Ranger was the best-selling model with 1,083 units. Toyota's Hilux and Hiace came second and third on 420 and 169 respectively.

The blue oval was November's most popular brand with 1,135 registrations and a market share of 37.6 per cent. It was followed by Toyota on 597 and Isuzu with 138.

There were 466 used-imported commercials registered in November for a year-on-year drop of 13.1 per cent from 536.

Used Commercial Sales by Make - November 2023

MAKE	NOV'23	NOV'22	+/-%	NOV'23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Toyota	213	194	9.8	45.7%	2,600	46.0%
Nissan	95	117	-18.8	20.4%	1,232	21.8%
Isuzu	39	41	-4.9	8.4%	344	6.1%
Hino	35	51	-31.4	7.5%	365	6.5%
Mitsubishi	26	30	-13.3	5.6%	290	5.1%
Suzuki	9	8	12.5	1.9%	58	1.0%
Fiat	6	1	500.0	1.3%	25	0.4%
Ford	6	22	-72.7	1.3%	166	2.9%
Chevrolet	5	13	-61.5	1.1%	53	0.9%
UD Trucks	5	5	0.0	1.1%	55	1.0%
Daihatsu	4	7	-42.9	0.9%	93	1.6%
Volvo	4	3	33.3	0.9%	16	0.3%
Fuso	3	1	200.0	0.6%	18	0.3%
Mazda	3	4	-25.0	0.6%	55	1.0%
Volkswagen	3	5	-40.0	0.6%	31	0.5%
Holden	2	9	-77.8	0.4%	60	1.1%
AM General	1	0	100.0	0.2%	2	0.0%
DAF	1	2	-50.0	0.2%	12	0.2%
Mack	1	0	100.0	0.2%	3	0.1%
MAN	1	1	0.0	0.2%	7	0.1%
Others	4	22	-81.8	0.9%	170	3.0%
Total	**466**	**536**	**-13.1**	**100.0%**	**5,655**	**100.0%**

Used Commercial Sales by Model - November 2023

MAKE	MODEL	NOV'23	NOV'22	+/-%	NOV'23 MKT SHARE	2023 YEAR TO DATE	2023 MKT SHARE
Toyota	Hiace	151	129	17.1	32.4%	1,887	33.4%
Nissan	NV350	62	65	-4.6	13.3%	761	13.5%
Toyota	Regius	31	11	181.8	6.7%	334	5.9%
Hino	Dutro	27	39	-30.8	5.8%	274	4.8%
Isuzu	Elf	24	30	-20.0	5.2%	229	4.0%
Fuso	Canter	21	19	10.5	4.5%	202	3.6%
Nissan	Caravan	20	21	-4.8	4.3%	223	3.9%
Toyota	Dyna	19	32	-40.6	4.1%	196	3.5%
Isuzu	Forward	10	8	25.0	2.1%	85	1.5%
Suzuki	Carry	9	8	12.5	1.9%	57	1.0%
Toyota	Toyoace	8	9	-11.1	1.7%	94	1.7%
Fiat	Ducato	6	0	600.0	1.3%	24	0.4%
Hino	Ranger	5	9	-44.4	1.1%	70	1.2%
Isuzu	Giga	5	1	400.0	1.1%	16	0.3%
Nissan	Atlas	5	8	-37.5	1.1%	81	1.4%
Nissan	NV200	5	11	-54.5	1.1%	53	0.9%
Daihatsu	Hijet	4	7	-42.9	0.9%	93	1.6%
Ford	Ranger	3	10	-70.0	0.6%	80	1.4%
UD Trucks	Quon	3	4	-25.0	0.6%	29	0.5%
Chevrolet	C10	2	5	-60.0	0.4%	23	0.4%
Others		46	110	-58.2	9.9%	844	14.9%
Total		**466**	**536**	**-13.1**	**100.0%**	**5,655**	**100.0%**

Call for electric-car incentives

Drive Electric is urging Simeon Brown, Minister of Transport, to consider different approaches to promoting electric vehicles (EVs).

The lobby group has sent an open letter to him saying there are alternative ways to boost the switch with the government's axe set to fall on the clean car discount by December 31.

"If we take away incentives now with the fleet only just nudging two per cent, we are going to seriously harm uptake and confuse the market," says Kirsten Corson, Drive Electric's incoming chairperson.

"We know the government wants to electrify New Zealand and install 10,000 public-charging stations, which we support. Public charging is critical for enabling a functioning electric transport system, but we also need the cars – new and second-hand."

Incentive schemes are in place around the world to boost EV adoption, given the obvious economic and environmental benefits.

"There are a range of different options we could consider here to create a fiscally neutral scheme to encourage New Zealanders into EVs," says Corson.

These include a staged withdrawal of discounts to give consumers time to adjust, reducing rebates and tightening eligibility, and exempting certain vehicle categories such as utes, from fees.

Another option is removing fringe-benefit tax and accelerating depreciation for commercial fleets. Businesses buy 50-60 per cent of new vehicles, and 60 per cent of new EVs, and usually only keep them in fleets for two to five years.

"This model could be a great source of second-hand vehicles. It's being used in Australia and, so far, is proving to be successful."

Drive Electric points out the newly elected government is committed to reducing the cost of living in New Zealand and electrifying transport is an effective way to do that.

For example, charging a BEV at home is the cheapest way to drive a vehicle 100km in New Zealand, costing less than $5 when compared to about $21 using petrol.

"Our message to the minister is let's maintain momentum with EV uptake by creating a fit-for-purpose scheme," stresses Corson. Visit autofile.co.nz to read Drive Electric's open letter to Brown.

Sales increase

Imports of new cars during November totalled 7,832. This was down by 31.9 per cent from the same month a year ago and 27.3 per cent lower than October's total of 10,778.

There were 11,491 new passenger-vehicle registrations last month, which was up by 3.1 per cent from 11,146 in November 2022 and a 14.5 per cent increase from 10,037 units in October.

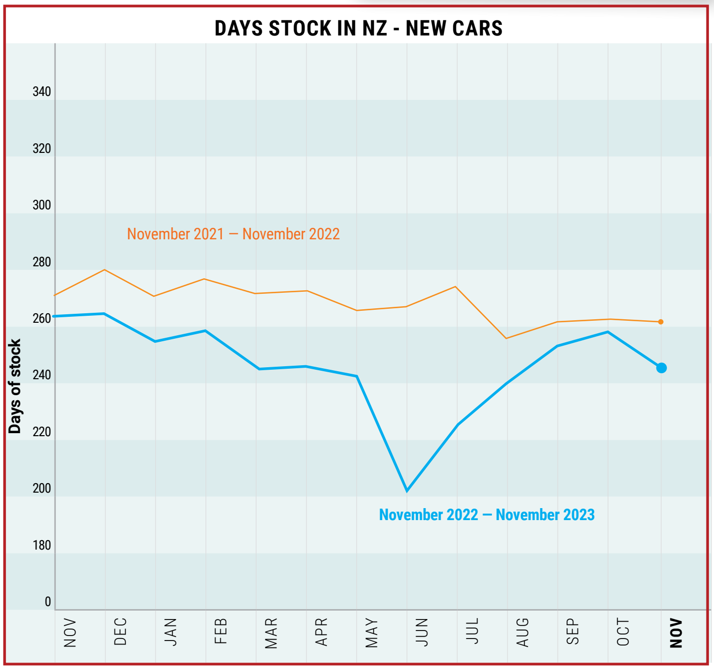
It means the stock of new cars still to be registered has fallen by 3,659 to 73,782. Daily registrations, as averaged over the previous 12 months, stand at 302 units per day – down from 316 a year earlier.

Stock at-hand has fallen from 257 days at the end of October to 244, or eight months, if sales continue at their current rate.

In November 2022, stock at-hand was 262 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
Nov '22	11,493	11,146	347	82,868	316	262
Dec '22	9,936	8,487	1,449	84,317	319	265
Jan '23	5,985	9,247	-3,262	81,055	319	254
Feb '23	6,381	6,243	138	81,193	316	257
Mar '23	7,506	11,607	-4,101	77,092	317	243
Apr '23	6,045	7,034	-989	76,103	313	243
May '23	7,995	9,544	-1,549	74,554	310	241
Jun '23	10,725	17,237	-6,512	68,042	331	206
Jul '23	8,183	4,332	3,851	71,893	321	224
Aug '23	9,399	6,971	2,428	74,321	310	240
Sep '23	10,506	8,127	2,379	76,700	303	253
Oct '23	10,778	10,037	741	77,441	301	257
Nov '23	**7,832**	**11,491**	**-3,659**	**73,782**	**302**	**244**
Year to date	**91,335**	**101,870**				
Change on last month	**-27.3%**	**14.5%**		**-4.7%**		
Change on Nov 2022	**-31.9%** LESS IMPORTED	**3.1%** MORE SOLD		**-11.0%** LESS STOCK		



Traffic through port drops off

Port of Tauranga has reported a decrease in cargo volumes during the first quarter of 2023/24.

In the three months to September 30, its total trade was down by nine per cent to 5.8 million tonnes compared to the same period last year.

Chief executive Leonard Sampson says various factors have contributed to the decline. These include continued global economic volatility, an early end to the kiwifruit season and a slow start to the dairy-export season.

"Softening international commodity pricing and demand has had an impact on some key exports as shippers have hit pause to focus on building inventory or look for alternative international markets," he says.

Total container volumes in the first three months of the current financial year have fallen by 20.9 per cent to just over 250,000 TEUs with key changes in coastal-vessel rotations resulting in containerised transhipments tumbling by 31 per cent.

"Containerised imports are down by 23 per cent on the previous year reflecting weaker domestic consumption and increased rail costs," adds Sampson.

"However, we expect some recovery due to the usual pre-Christmas boost to imports."

Based on the first quarter's results, and notwithstanding any significant changes to market conditions, Port of Tauranga expects full-year earnings to be between $95 million and $107m.

Sampson says: "As always, our strong diversity of cargoes, income streams and underlying operational efficiency will continue to hold us in good stead.

"It is clear, however, that rising costs, softer international commodity prices and geopolitical conflicts will continue to create challenges for trade."

The port is still seeking resource consent to build a new berth of up to 385 metres long to accommodate the continuing trend to bigger vessels.

Julia Hoare, who chairs the port's board, says: "This project is an essential piece of national infrastructure. Catastrophic weather events have demonstrated New Zealand is in need of greater resilience and capacity in the national supply chain."

The company's resource consent application was heard in the Environment Court in March and a decision is still pending.

Stock levels dip

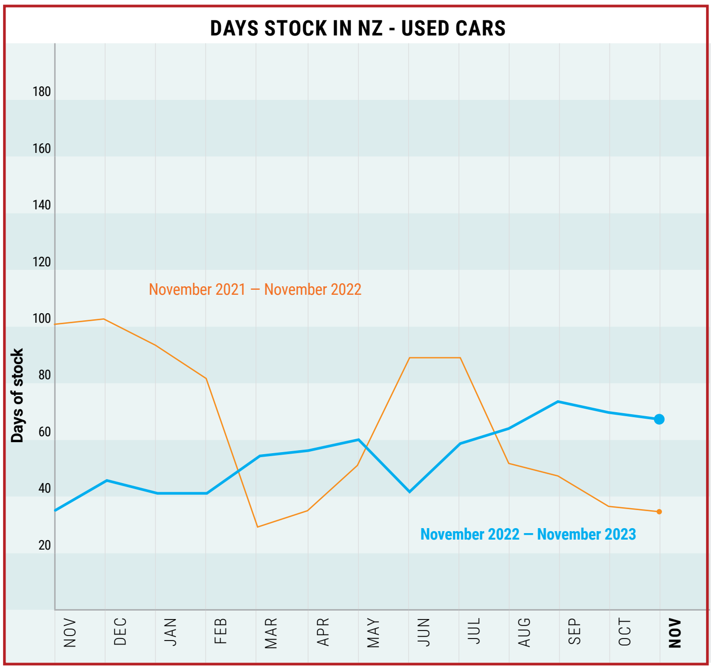
There were 8,941 used cars imported last month, which was up by 42 per cent from 6,297 in November last year.

However, the figure was down by 2.9 per cent from October when 9,205 crossed our border.

A total of 9,641 units were registered in November. This was 35 per cent more than 7,144 in the same month of last year, but only four fewer than the 9,645 in October.

With 700 more used cars registered than imported last month, it dropped unregistered stock on dealers' yards or in compliance shops to 19,940 units. This was still 77.2 per cent higher than 11,250 a year ago.

Average daily registrations rose to 299 – but were down from 312 a year ago – and there's 67 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
Nov '22	6,297	7,144	-847	11,250	312	36
Dec '22	9,781	6,973	2,808	14,058	303	46
Jan '23	5,082	7,121	-2,039	12,019	295	41
Feb '23	7,372	7,752	-380	11,639	287	41
Mar '23	11,442	9,668	1,774	13,413	247	54
Apr '23	8,768	7,935	833	14,246	251	57
May '23	10,954	9,579	1,375	15,621	258	60
Jun '23	12,900	16,668	-3,768	11,853	284	42
Jul '23	11,000	6,492	4,508	16,361	279	59
Aug '23	10,265	8,716	1,549	17,910	281	64
Sep '23	12,075	8,905	3,170	21,080	285	74
Oct '23	9,205	9,645	-440	20,640	292	71
Nov '23	**8,941**	**9,641**	**-700**	**19,940**	**299**	**67**
Year to date	**108,004**	**102,122**				
Change on last month	**-2.9%**	**0.0%**		**-3.4%**		
Change on Nov 2022	**42.0%** MORE IMPORTED	**35.0%** MORE SOLD		**77.2%** MORE STOCK		

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