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New-vehicle distributors say they need six months' notice ahead of CCS changes

Importers keen for decision on targets

Minister to soon consider potential shake-up of clean car standard as review of scheme nears completion

The new-vehicle industry is hoping for swift action by Simeon Brown, the Minister of Transport, once he receives advice from government officials about possible changes to the clean car standard (CCS).

Members of the Motor Industry Association (MIA) ideally need at least six months' notice of any shake-up of regulations that set emissions targets for light vehicles being imported.

A review of the CCS legislation is being conducted by the Ministry of Transport (MoT) and it expects to deliver its recommendations to the government by the end of this month.

Aimee Wiley, chief executive officer of the MIA, is urging the coalition to announce amendments sooner rather than later because any delays will increase uncertainty and risk for importers.

Brown ordered a review of the CCS in January after saying it needs to deliver available and affordable vehicles to the New Zealand market while reducing emissions of the light fleet.

The CCS came into force in January 2023. Under it, importers incur a credit or charge for new and used light vehicles brought into the country based on their carbon dioxide (CO_2) emissions.

Annual targets for passenger and commercial models are set in legislation until 2027, but many in the automotive industry have voiced concerns that the rate at which those figures decrease each year is too steep.

Under current legislation, the CO_2 targets are set to next change on January 1, 2025.

A MoT spokesperson told

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GUEST EDITORIAL

Milestone for trusted industry companion

Darren Wiltshire visits our national library on quest to uncover 40 years of history

With 2024 being the 40th year since Autofile was first published, I was curious to find out what the magazine was like when it started.

DARREN WILTSHIRE
Director, Autofile

So last year, off I went to the National Library, which houses our country's documentary and heritage collections, with iPhone in hand and feeling some level of trepidation. I haven't spent a lot of time at libraries.

I had never been there before and had no idea where to go, what to do or really what I was even looking for.

But with the assistance of friendly staff, who dragged up old editions of Autofile from the archives, I set to work rummaging through files and found the first issue of the magazine, which was published on June 5, 1984.

The front page of that edition announced a new editor had joined the team and included an explanation to readers about the relaunch. As an aside, for five years before that it was called AID magazine, which stood for Auto Industry Data.

The publication's stated aim was to "increase the amount of news from the local motor-vehicle industry and develop Autofile's role as a forum for members of the industry to communicate with others".

More recently at headquarters – well, HQ is bit of a stretch as we all work remotely – Autofile's 40th anniversary was discussed and some sort of history of the industry, as is reported in this issue, was suggested.

We have plenty of back issues on our files, but with ownership changes over the years tracking down copies from 1984 to the start of the millennium was proving problematic, so back to the National Library I went.

All up, it took three trips with the second one only half fulfilling my objective because a few boxes went "missing" temporarily.

You need to request the items you require. They are then delivered to the Katherine Mansfield Reading Room – at various times during the day – where you can do your research and there had been a slight mix-up. Even librarians can make mistakes.

Looking through those past issues was pretty informative, especially for a relative newcomer to the industry such as myself.

Since its inception, Autofile has varied from a two-page weekly newsletter to the monthly it is these days complemented by its website and Insight email alerts.

It has been more than just a publication. It's been a trusted companion, reliable guide and indispensable resource. I know this first-hand given that's what it was for me when I ran Trade Me Motors.

This magazine's 40-year journey is a testament to its enduring impact on New Zealand's automotive industry, irrespective of who has owned it.

Here's to the next four decades of innovation, progress and success. There are sure to be more trials and tribulations along the way.

autofile

DIRECTORS
Darren Wiltshire
dazzz@autofile.co.nz
ph. 021 0284 7428

Brian McCutcheon
brian@autofile.co.nz
ph. 021 455 775

DESIGNER
Adrian Payne
arpayne@gmail.com

EDITOR
Darren Risby
ris@autofile.co.nz

JOURNALISTS
Matthew Lowe
matthew@autofile.co.nz

Sue Brebner-Fox
sue@autofile.co.nz

MOTORSPORT
Mark Baker
veritas.nz@xtra.co.nz

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Autofile officials are preparing advice on the CCS for the minister, and that details of findings and recommendations are expected to be shared with the public and industry stakeholders later this year.

"We have been considering existing targets and policy design, and have been reviewing domestic and international statistics," adds the MoT.

"The minister will need to choose between keeping the status quo and taking a proposal to cabinet to vary the targets or the design of the policy in some way. The ministry is aiming to provide advice to the minister in the first half of this year."

The spokesperson adds the MoT has been engaging with key stakeholders – the MIA, the Imported Motor Vehicle Industry Association (VIA), Motor Trade Association and AA – over the matter in recent months.

However, it remains to be seen whether there will be any public consultation over potential amendments to the regulations.

While consultation with the industry is already under way, "broader public input" will depend on what changes are in line for the future, for example, whether amendments to legislation are needed and whether those go before a select committee or not.

As part of the review, the MoT is required to consider several matters set out in the Land Transport Act. These include the anticipated impact of targets on vehicles' CO2 emissions, car safety, and the affordability and availability of models.

They must also look at ambition levels of other jurisdictions in terms of their existing and proposed emissions targets, and any other matter the minister considers relevant in carrying out the review.

The MIA and VIA welcomed Brown's decision to start a review of the CCS ahead of a mandated June deadline after both lobbied for a rethink of the scheme's settings.

The coalition supports the CCS but axed the clean car discount at the end of 2023. The latter was introduced by the previous Labour administration as part of its efforts to transition the light fleet to low-emissions models.

Wiley says the MIA and its members hope Brown will consider the MoT's advice and announce his decisions as soon as possible to allow the industry to plan and adapt.

She told Autofile: "The MIA requested to move up the CCS

Emissions targets 'too stringent'

The MIA has, with the support of its light-vehicle members, created an industry forecast through to 2029 for the CCS review.

Its detailed modelling and analysis show current CO2-mandated targets, as well as policy settings for 2025-27, need adjusting because they are "too stringent and economically prohibitive for the entire industry".

Aimee Wiley says: "This wasn't a complete surprise. The industry had previously raised concerns about the level of ambition and pace of decarbonisation that had been 'baked into' the 2026 and 2027 targets.

"Our current emissions targets for those two years are the most ambitious set globally.

"New Zealand's ability to realise that level of ambition and target achievement was never supported by industry.

"The ambition to set targets ahead of key global manufacturing markets, such as Europe and the US, to lead globally – in stringency – is outrageous.

"The MIA recommends and requests the CCS' targets, policy settings and flexibility mechanisms be reset because of this review."

Read Aimee Wiley's CCS article on page 20 of this issue of Autofile.

Honoured for service

A pioneer of New Zealand's car industry is now a Member of the New Zealand Order of Merit.

Fred Lewis, who established the Enterprise Motor Group in Gisborne, has been honoured for services to sport and philanthropy in the King's Birthday Honours List.

Fred Lewis
Photo: Gisborne Herald

"I've been around a long time and know a lot of people," says Lewis, who was surprised when he was notified of the honour by post. "I like giving back to the city."

Through the company, he has sponsored community organisations and initiatives for some 50 years.

A private man who doesn't like a lot of fuss, he has helped people pay to have their pets de-sexed through the Fred Lewis Enterprise Foundation.

He was a founding member of Gisborne Tatapouri Sports Fishing Club and has been its patron since 2005. It's now one of the country's most successful.

Lewis has sponsored satellite tags to track migration of marlin in the Pacific for research, and has funded work by the Matai Medical Research Institute into methamphetamine and brain-injury recoveries.

As well as providing funding for rugby clubs in and around Poverty Bay, he was a key funder of the Enterprise community pool, the Enterprise swim team, and sponsors the Enterprise Community Centre, and golf courses and tournaments.

The Enterprise Motor Group, which was founded 1970, is one of New Zealand's most successful car companies, from new vehicles to used imports and finance.

Visit www.autofile.co.nz for an in-depth article on Lewis.

review for a decision by the end of June. This ensures the new-vehicle industry gets at least six months' notice of any changes to targets or other CCS settings that may take effect from January 1, 2025.

"Our industry works with long lead times – six to 12 months – for vehicle ordering, hence the request."

Wiley adds government officials have actively collaborated with the MIA on the review and they understand the industry's urgency for a decision.

She says receiving details of any amendment to regulations affecting the new-car sector sooner rather than later is always welcomed.

"This government has consistently communicated policy changes promptly, bypassing delays for legal processes. I trust Minister Brown or the government will announce decisions on the CCS review to the industry promptly.

"Less than six months' notice regarding changes that come into effect from January 1, 2025, onwards will increase uncertainty and risk for all importers.

"The minister and officials began the CCS review with the industry's timing needs in mind. I'm confident our concerns have been heard and we eagerly await the decision."

VIA says some smaller petrol imports, such as the Suzuki Swift, attract CCS penalties due to weight adjustment

CALL FOR WEIGHT CHANGE

VIA is hoping the weight-adjustment element of the CCS may be removed after providing input into the scheme's review.

Chief executive Greig Epps, who hopes the government will announce any alterations by late July or early August, says: "We support running the review now because it means if there are any changes to be made, these will happen in good time in the lead-up to 2025 and beyond.

"The biggest change we are wanting is the removal of the weight adjustment in the CCS assessment. We think it skews the market when trying to bring in vehicles that are below targets to try to reduce overall fleet emissions."

Epps says the current way CO_2 targets for imports are weight-adjusted means some efficient vehicles with internal combustion engines (ICEs), such as the Suzuki Swift, attract charges.

"We want to see the weight adjustment removed so we're not penalising smaller vehicles with low carbon emissions," he told Autofile.

"To be able to keep bringing in low-emissions vehicles, especially when our sector can't bring in electric vehicles [EVs] because there aren't many in the Japanese market available to us, would be a win.

"Hybrids are our go-to models for the next few years. But we need to ensure those smaller ICE vehicles aren't penalised the same way as large vehicles because they can contribute to carbon reductions we want to see.

"If you take that weight adjustment out, it produces a level playing field where efficient models with smaller engines can help make the carbon reductions we want."

Epps notes if the weight adjustment isn't ditched entirely, there are indications the current method could be adjusted and subject to a further review in a couple of years.

He acknowledges this topic has generated some conflicting views between used and new importers, but says government needs to find a solution that works best for the whole industry.

"I've said to the ministry I'm not going to make this a fight between the new and used sector," adds Epps. "We both have markets to

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address and stakeholders with interests in bringing vehicles into the country."

VIA has also advocated for disability vehicles to be exempt from the CCS, which it says makes sense as the vehicle exhaust-emissions rule doesn't apply to such models, and for emissions targets set for 2026 and 2027 to be less stringent.

"We are comfortable with where targets are heading, but the slope for reducing those is currently very steep in the later years. We should pull those back a bit so we aren't restricting the range of vehicles that can be brought in.

"We want to continue to reduce fleet emissions, but at the same time acknowledge vehicles need to be affordable and accessible to the broader population."

Epps says MoT officials have done a "good job" in running the review process and have been open with VIA, listening and understanding the issues discussed.

Brown has advised VIA that as part of the budget urgency process at the end of May, when some bills were passed in parliament, laws have been adjusted to allow him to amend the CCS targets under secondary legislation.

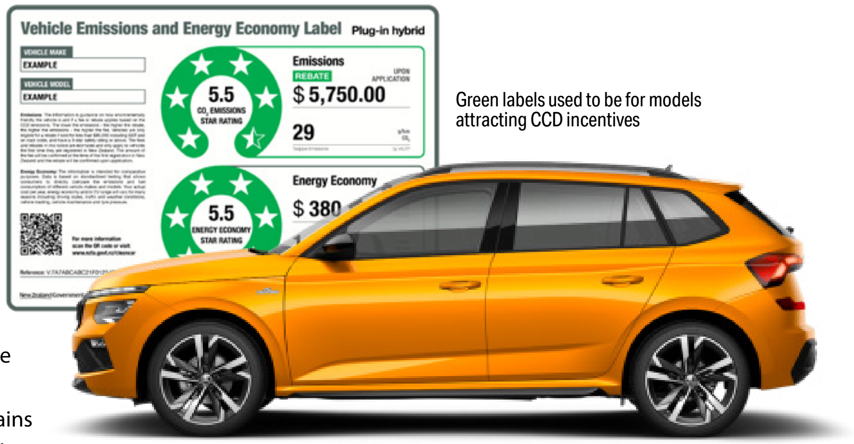
"The minister has introduced measures to provide more flexibility to make any changes to those targets," explains Epps. "This means after he receives the report from the ministry and decisions have been made by cabinet, he will be able to move quickly.

"Given it's just the targets and not the whole CCS mechanism, it makes sense to have flexibility to move those targets."

REBATES TO BE REPAID

Traders must pay back rebates issued to them when registering EVs under the now-abolished clean car discount (CCD) if they broke rules by on-selling them too soon.

The NZTA has identified about 200 breaches of dealers getting



Green labels used to be for models attracting CCD incentives

subsidies of up to $7,000 per unit.

Under the feebates scheme, dealers had to declare at first registration that they would use qualifying vehicles as company, courtesy or demonstration cars for at least three months.

More than 10,000 subsidies were paid out through the CCD in December 2023, the scheme's final month, with 1,906 going to dealers.

Allegations of traders selling EVs after registering them in their company names and securing financial incentives were raised with the NZTA and reported by Autofile Online earlier this year.

The Minister of Transport reiterated that while the government scrapped the CCD, its rules still need to be followed by the automotive industry. He instructed the NZTA to check registrations and claims, and seek the return of any money owed.

The transport agency hasn't identified traders who allegedly flouted the rules due to the "integrity of its investigations", but says offenders have been told to repay the money.

Over the scheme's life, about 192,000 rebates were paid with 21,000 of them going to dealers.

Hybrid sales on hold

Toyota NZ has temporarily stopped deliveries of its Yaris Cross amid a safety-test scandal embroiling carmakers in Japan.

Its parent company, Toyota Motor Corporation (TMC), announced it was suspending shipments of the Japan-built hybrid to New Zealand due to issues with certification testing.

They relate to testing protocols and data gathered on the impact of luggage on the rear seat during a crash test.

After internal verifications confirming no performance issues that contravene laws, TMC has advised there is no need to stop using affected vehicles.

Nevertheless, it has decided to halt shipments and sales of Yaris Cross models produced in Japan until it has provided detailed explanations to authorities.

The irregularity doesn't compromise the emissions or safety of the vehicles and Toyota NZ is working with TMC to fully understand the situation.

"Our vehicles in New Zealand are correctly represented and perform according to technical specifications.

"However, we are putting a temporary hold on deliveries until further notice."

Japan's transport ministry has also identified irregularities in vehicle certification applications for some Honda, Mazda, Suzuki and Yamaha models.

As a result, it has ordered Mazda to suspend shipments of its MX-5 RF and Mazda2, also known as the Demio.

Paul Sherley, Mazda NZ's product and communications manager, says those models are only currently being made for the Japanese market.

He adds: "Everything that's been affected is out of production for us and we're not impacted by any stop sales so it's business as usual for Mazda in New Zealand."

Agency probes safety ratings

Dealerships can expect to hear more from the New Zealand Transport Agency (NZTA) and industry associations about displaying safety-rating labels on vehicles after it emerged some parts of the country and marques are falling well behind others.

A nationwide survey has revealed two-thirds of cars for sale by registered traders, or 66.7 per cent, had current safety labels displayed, but in one region the figure was only 50.7 per cent.

As for specific brands, the top two performers had 100 and 96.9 per cent of their vehicles showing the labels respectively.

At the other end of the scale, one marque only had safety stickers on 15.8 per cent of its stock.

Todd Wylie, the NZTA's principal adviser – vehicle safety, says the agency is largely happy with the results of the study, which was based on data from 14,144 vehicles for sale at 300 randomly selected dealerships.

However, he told Autofile the plan is to encourage better voluntary usage of the labels before a follow-up study is conducted to monitor improvement.

"We have an opportunity to work more closely with industry associations, and those regions and brands the survey indicates are less proactive with safety-rating labels," says Wylie.

"It may only take a few more dealerships getting on-board to start a snowball effect and increase uptake.

"We have met with the various industry associations to discuss the results and get their feedback on how any possible improvements could be made.

"They are all very supportive of the labelling programme and have agreed to actively encourage members to increase voluntary use of labels."

Two-thirds of cars for sale by registered traders currently display safety labels

Wylie adds there is no confirmed time frame for a second survey because it will depend on the agency undertaking steps to improve the display of labels "in what is an already busy work programme".

Franchise dealerships accounted for 48 per cent of the businesses involved in the study and independent traders, mainly selling used vehicles, made up the rest.

Hoed Research, an Auckland-based customer-experience management company, visited the sites from September to November 2023 and found different types of dealerships had similar usage levels of safety labels, with franchise dealers scoring 66.8 per cent and independents 66.5 per cent.

The best-performing region had a 96.8 per cent usage rate from a sample of 15 dealerships, while the next best scored 88.3 per cent from six sites.

Only 50.7 per cent of vehicles scrutinised displayed a label in the lowest-scoring region where six dealerships were surveyed. Five out of the 12 regions had usage levels below 60 per cent.

Five-star rating labels were the most commonly displayed type nationwide and featured on 39.6 per cent of vehicles surveyed. The ►

no-label category was next on 33.3 per cent followed by those with four stars on 17.2 per cent.

"This meets expectations that dealerships will display more favourable ratings only, but further work could be done to determine the attitude of both vehicle dealers and purchasers to the labels themselves," says Hoed Research.

"Independent dealerships have slightly more one, two or three-star ratings, and 21.3 per cent of vehicles at independent dealerships have four-star rating labels as opposed to 12 per cent of vehicles at franchise dealerships."

The proportion of vehicles for sale displaying five-star ratings was 49.2 per cent for franchise dealerships and 32.1 per cent for independents, with the researchers noting this was "most likely due to the age and type of vehicles sold".

Hoed Research's study concludes by highlighting areas for consideration by the NZTA, including looking into whether using five-star labels has any influence on consumers' decisions when buying a car.

Wylie says: "Further investigation has been undertaken using motor-vehicle register data that indicates, on average, dealers are selling higher-rated vehicles than those being traded privately."

The NZTA commissioned the survey as it is keen to encourage greater awareness of safety ratings among dealers and consumers.

It notes lower ratings are being displayed less than would be expected, based on a comparison with figures from a label generator on the Energy Efficiency and Conservation Authority (EECA) website used to print vehicle emissions and energy economy labels and safety rating labels.

Information on the latter includes the plate number or vehicle identification number, make and model of the car, year of manufacture, the system for the rating and the year of the assessment or test.

Safety ratings for vehicles registered in New Zealand are reviewed annually and the results available on Rightcar.

"We wanted to get a better understanding of the use of safety-rating labels to help us decide if it's something that perhaps needs to become regulated in the future or if the continued voluntary uptake of labels is suitable," says Wylie.

"Largely, we're happy with the results and thankful for the 300 businesses that let the surveyors in.

"One thing that emerged was a couple of new-car brands that specialise in high-rating vehicles aren't displaying labels. Maybe it's because consumers expect them to be safe, but we will have conversations with them about this.

"We could also work directly with dealers in certain regions to get them to do more labelling."

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RAISING STANDARDS

Almost every vehicle in the fleet has a safety rating from one to five stars, which indicates how well it is likely to perform in a crash. Those with four and five stars are the safest.

The NZTA says there are 1.65 million one and two-star cars in New Zealand. Records show 41 per cent of vehicles in 2019 were one and two-star rated, but they were represented in 66 per cent of all death or serious injury crashes.

Wylie says the ratings are the best indication of crashworthiness and three different systems are used to assess vehicles in New Zealand because of the fleet's diversity.

Ratings from the Australasian New Car Assessment Program (ANCAP), which cover about 12 per cent of the fleet, apply to New Zealand-new vehicles and last for six years from the date of the test.

Those for the rest of the fleet are decided by Used Car Safety Ratings (UCSR) at 64 per cent and Vehicle Safety Risk Ratings (VSRR) with 24 per cent.


Ratings awarded by ANCAP after testing vehicles only cover about 12 per cent of our fleet

Wylie notes vehicles being imported into the country now tend to meet higher safety standards and the key concern is for vehicles already here.

"Most vehicles entering the fleet are three stars or higher, while one and two-star vehicles are exiting at a rate of about 130,000 a year," he adds.

"We are looking into what we can do to accelerate that process and to further lift the standards of vehicles entering the light fleet."

Wylie also encourages traders to ensure they use the correct rating on their listings with some getting it wrong and citing ANCAP scores when selling used imports or older models.

"Dealers need to be careful they're not misleading the public. It's easy to check the current safety rating through Rightcar and then print a rating label via the generator on EECA's website.

"We also work closely with the Motor Industry Association, Imported Motor Vehicle Industry Association, AA Dealer Network and Motor Trade Association to make sure the right information is going out to them.

"We have created Rightcar so consumers and dealers don't need to worry about figuring out safety ratings for themselves. As long as we have a chassis number or a number plate, we can identify how safe the vehicle is."

The NZTA has also done work looking at listing price data overlaid with ratings, and Wylie says it often appears high safety-rated vehicles are available in most categories and price brackets.

"Largely, price is not an issue when it comes to safety ratings. One-third of low-rated vehicles are in the most affluent parts of the country and a lot of safe vehicles are in more deprived areas.

"The issue is more about low awareness of safety ratings and their importance. Addressing this is the focus of our current public-awareness campaign."

Leading from the top

Gary Collins has been promoted to chief executive officer of Suzuki New Zealand following Tom Peck's retirement.

Collins has been general manager of automobile for the past decade and will continue in that role as well as being CEO.


Gary Collins

He grew up on a dairy farm Taranaki and attended Massey University in Palmerston North where he completed a bachelor of business studies in 1993 before securing his first full-time job as a marketing assistant at Suzuki.

"It's an honour to be part of such an amazing team and I'm excited to take on the role," says Collins.

"We look forward to building on the foundation laid by Tom. Thanks to talented people at head office and supportive dealerships nationwide, we're in a good position to continue to grow and to achieve our goals together."

Tomoyuki Shimazaki, manager of Oceania and Latin America Automobile at Suzuki Motor Corporation, adds: "We welcome Collins-san into his new role with confidence in his ability to continue our tradition of excellence and growth while delivering unparalleled service to customers and support to dealerships."

The Japanese-owned company has been part of the industry in New Zealand for 40 years and with the Whanganui-based Coleman family from the early 1960s.

It recently increased its parts storage facilities by about 25 per cent, reflecting an increase in volume of products. It currently employs 46 staff with average tenure around 13 years.

Tribute to the late Simon Meade, executive general manager of motorcycle, marine and after-sales at Suzuki NZ – page 16

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Forty years of industry news

Looking back over four decades of the automotive industry is no easy task, least of all what material to include.

Autofile's first issue was published on June 5, 1984, when it was reported that the government's tyre-allocation tendering scheme for import licences was failing to achieve its aim of protecting the sector in New Zealand.

The industry felt it was resulting in a gross inflation of prices to consumers. The idea had been for tender prices to come down as the scarcity of tyres reduced.

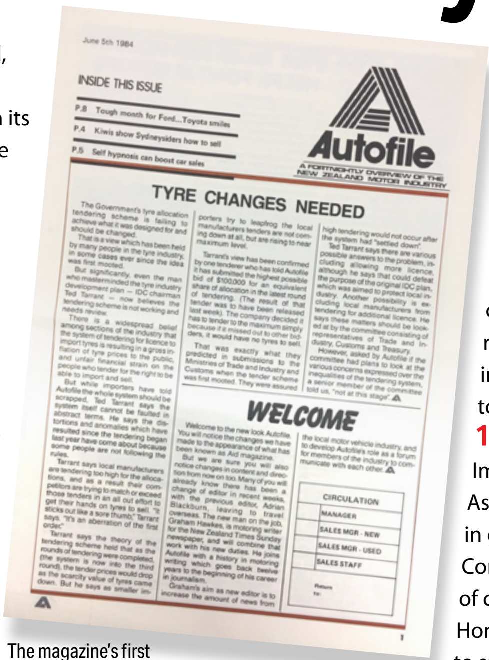
By 2024, tyres were back on the agenda, but in a different way, with the launch in March of a product stewardship scheme after years of delays. Funny how some issues go full circle.

The words and images that follow aren't a definitive history of the industry's past 40 years. They are more a taste of some stories Autofile published during that time. We hope you enjoy the drive down memory lane.

THE EARLY ISSUES

1984: The government released its long-awaited industry development plan. It didn't make car manufacturers happy, but they had an idea of what the future could hold after months of uncertainty. Importers of completely built-up (CBU) cars said while sales tax was still an important, undecided factor, it enabled an increase in activity. The parts sector was concerned about its future and warned of mass unemployment.

1985: Labour introduced import licences with used-vehicle importers securing tenders expected to go to the new-car sector. The Motor Vehicle Dealers Institute (MVDI) faced opposition from some Auckland traders against plans to levy members for a nationwide advertising campaign. A high-court judgement ruled the charge was legal. Assembly workers went on strike about productivity and redundancies.


June 5th 1984

INSIDE THIS ISSUE

P.8 Tough month for Ford...Toyota smiles

P.4 Kiwis show Sydneysiders how to sell

P.5 Self hypnosis can boost car sales

Autofile

A FORTNIGHTLY OVERVIEW OF THE NEW ZEALAND MOTOR INDUSTRY

TYRE CHANGES NEEDED

The Government's tyre allocation tendering scheme is failing to achieve what it was designed for and should be changed.

That is a view which has been held by many people in the tyre industry, in some cases ever since the idea was first mooted.

But significantly, even the man who masterminded the tyre industry development plan — IDC chairman Ted Tarrant — now believes the tendering scheme is not working and needs review.

There is a widespread belief among sections of the industry that the system of tendering for licence to import tyres is resulting in a gross inflation of tyre prices to the public, and unfair financial strain on the people who tender for the right to be able to import and sell.

But while importers have told Autofile the whole system should be scrapped, Ted Tarrant says the system itself cannot be faulted in abstract terms. He says the distortions and anomalies which have resulted since the tendering began last year have come about because some people are not following the rules.

Tarrant says local manufacturers are tendering too high for the allocations, and as a result their competitors are trying to match or exceed those tenders in an all out effort to get their hands on tyres to sell. "It sticks out like a sore thumb," Tarrant says. "It's an aberration of the first order."

Tarrant says the theory of the tendering scheme held that as the rounds of tendering were completed, (the system is now into the third round), the tender prices would drop as the scarcity value of tyres came down. But he says as smaller importers try to leapfrog the local manufacturers tenders are not coming down at all, but are rising to near maximum level.

Tarrant's view has been confirmed by one tenderer who has told Autofile it has submitted the highest possible bid of $100,000 for an equivalent share of allocation in the latest round of tendering. (The result of that tender was to have been released last week). The company decided it has to tender to the maximum simply because if it missed out to other bidders, it would have no tyres to sell.

That was exactly what they predicted in submissions to the Ministries of Trade and Industry and Customs when the tender scheme was first mooted. They were assured high tendering would not occur after the system had "settled down".

Ted Tarrant says there are various possible answers to the problem, including allowing more licence, although he says that could defeat the purpose of the original IDC plan, which was aimed to protect local industry. Another possibility is excluding local manufacturers from tendering for additional licence. He says these matters should be looked at by the committee consisting of representatives of Trade and Industry, Customs and Treasury.

However, asked by Autofile if the committee had plans to look at the various concerns expressed over the inequalities of the tendering system, a senior member of the committee told us, "not at this stage".

WELCOME

Welcome to the new look Autofile. You will notice the changes we have made to the appearance of what has been known as Aid magazine.

But we are sure you will also notice changes in content and direction from now on too. Many of you will already know there has been a change of editor in recent weeks, with the previous editor, Adrian Blackburn, leaving to travel overseas. The new man on the job, Graham Hawkes, is motoring writer for the New Zealand Times Sunday newspaper, and will combine that work with his new duties. He joins Autofile with a history in motoring writing which goes back twelve years to the beginning of his career in journalism.

Graham's aim as new editor is to increase the amount of news from the local motor vehicle industry, and to develop Autofile's role as a forum for members of the industry to communicate with each other.

CIRCULATION
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The magazine's first issue was published on June 5, 1984


October 25 1994

AUTOfile

NEW ZEALAND'S WEEKLY MOTOR INDUSTRY REPORT

SHIFT YOUR DEALER FINANCING INTO A HIGHER GEAR. UDC

Local assembly doomed says Giltrap

"It's a vicious market out there!"

Mills and Mercedes to split?

Sign of times to come: Autofile, October 25, 1994

1986: Sales tax was removed, and GST and excise duty were introduced. The MVDI failed in its bid for a transitional allowance for stock held for the past three years as of September 30. Employment consultants said there was no immediate answer to the shortage of trained admin, service and spares staff. Todd Motors was one of at least six major franchise holders to come out in favour of multi-franchising.

1987: The government cracked down on "holiday baggage" cars being brought into New Zealand by requiring them to be registered in the country of purchase. Japanese vehicle-fitness requirements for registration would prove to be cost-prohibitive to the practice. The move was in response to lobbying from the likes of Mitsubishi NZ. Customs warned buyers of privately imported second-hand vehicles would be prosecuted if caught trying to double-invoice their way to cheaper cars.

1988: The Licensed Motor Vehicle Dealers Importers Association (LMVDIA) was established. The Motor Vehicle Securities Bill, designed as a register of security interests, was before a select committee. Computer-based technology was increasingly taking hold of the industry with about 80 per cent of franchises using such systems daily, while larger firms were favouring Unix systems.

1989: The government announced industry deregulation wouldn't take place. The Motor Vehicle Dealers Act (MVDA), introduced in 1975, would be simplified and rewritten – not canned. Computers and employees specially hired for the job were being used by MVDI branches to force illegal traders out of business. The Consumers' Institute claimed odometers on used imports from Japan were being clocked regularly, but the LMVDIA didn't believe dealers were doing it.

INTO THE NINETIES

1990: Holden closed its assembly plant in Trentham before the government abolished tariffs, but consolidated its Upper Hutt parts, warehouse and sales operations on the site, which had also been used to store and refurbish used cars. MVDI members in Auckland had a $30,000 fund to tackle unlicensed trading. The LMVDIA and Ministry of Transport (MoT) agreed to introduce tests for rear safety-belt mountings, clearing the way for used imports to continue.

1991: The government said dealer licensing needed to be reviewed. New-car makers and used importers were unhappy with some Beehive recommendations that included tariffs, duties and a maximum age of six years for used imports. The Motor Vehicle Manufacturers Association (MVMA) said reducing CBU duties by 2.5 per cent per year to 25 per cent by July 1996 created some certainty, while the LMVDIA reacted angrily about used importers facing tariffs of $800 to $1,000 per unit.

1992: The LMVDIA became the Imported Motor Vehicle Dealers Association (IMVDA). It succeeded in getting the Commerce Commission to investigate claims of collusion by Nissan, Toyota, Honda and Mazda, which refused to supply back-up parts and technical information for used imports. The MVDI was looking at creating divisions for franchises, used-car dealers and motorbikes.

1993: Commerce Commission investigators seized documents from several Toyota franchises in Auckland. It said inquiries were around "pricing issues". The Land Transport Safety Authority (LTSA) was set up. The government moved to close a loophole allowing finance houses and parties other than members of the public from claiming against the MVDI's fidelity fund.

1994: Land Transport's new vehicle-identification numbering system was in-line with international procedures and came in on February 1. Vehicle Identification NZ (VINZ) was established and Vehicle Testing NZ (VTNZ), a state-owned enterprise, was launched to ensure the fleet's safety and legality. Used importers lobbied for an investigation after revelations local assemblers called for heavy tariffs on imports.

1995: IMVDA and MVDI officials met in July to try to find common ground over odometer tampering. Charles Sturt, director of the Serious Fraud Office (SFO), claimed consumers had been defrauded of about $768 million through rewinding and a large majority of used imports had been sold by dealers complicit in the practice. The government announced petrol was to become lead-free and the Consumers' Institute wanted a law change to effectively make catalytic converters mandatory in all passenger vehicles.

1996: Will they or won't they? That was the question being mulled over in October after Toyota Used Car Sales Co, a subsidiary of Toyota in Japan, announced it would sell 3,000 used imports a year here. Toyota NZ declined to comment on the Reuters report. The Motor Industry Association (MIA) was formed by merging Associated Motor Industry Distributors NZ with the MVMA.

1997: IMVDA members adopted a code of practice after negative publicity around odometer tampering. Later in the year, 355 vehicles were seized by Customs for valuation fraud and odo winding before the department was ordered to return them to traders. The SFO warned it would arrest suspected dealers. The joint Ford and Mazda assembly factory was closed for being uneconomic to run.

1998: The government abolished tariffs. Also included in May 1998's budget were duty rebates on unsold and unregistered vehicles imported after February 14, a $10m payout to remaining car assemblers and removing the ban on importing parallel goods protected by copyright. Nissan, Honda and Mitsubishi later closed their plants, followed by Toyota NZ's at the end of October. It was the effective end of 75 years' local assembly. Trade Me was founded by Sam Morgan.

1999: The Motor Trade Association (MTA) bought VTNZ from the government for $19.2m. Franchise holders, angry about Toyota NZ's move into direct selling to fleet and lease companies, eventually declared a truce with the company. A "cars for sale" programme on TV4 was to be anchored by the UDC Auto Show on Monday to Saturday mornings.


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JANUARY 18, 1999

In Autofile this week:

WOF Checks to be Less Frequent? Page 2

Holden Tops 1998 Sales in Australia Page 3

Holden Moving into 4WD RV Market Page 10

Passat Wins NZ Car of the Year Page 12

Ford Topples Toyota for First Time in a Decade

There were only 25 units in it but Ford has managed to wrest new passenger vehicle market leadership away from Toyota, for the first time in a decade.

Admittedly, Toyota maintains total market leadership (with the addition of new commercials), but losing the top passenger slot is a major blow to TNZ.

It has prided itself on being the country's leading vehicle distributor for 11 years, and has again this year placed (carefully worded) full page advertisements in leading metropolitan daily newspapers telling the world so. In fact, the ads began even before the official LTSA results were released last week.

Ford New Zealand is absolutely chuffed at the result. MD, Nigel Wark, says he is very delighted and proud of his team (dealers and head office staff) for their efforts.

He says the company didn't start out the year with a burning desire to make a run on the passenger prize, but as the year progressed and the goalposts loomed closer, the team got in behind and an all-out attempt was made to secure the win. Wark says everyone decided they wanted to have a go at it and that is what they did.

Wark says the result is a nice recognition for the dealership team which worked so

Continued page 3

New Vehicle Sales 1998

Total Market		Passenger Cars		Commercials	
Ford	Toyota	Ford	Toyota	Ford	Toyota
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

Top Selling Model

Holden Commodore	Ford Falcon	Toyota Corolla
[illegible]	[illegible]	[illegible]

Crack Down on Dealers Planned

Dealers have been warned by the Commerce Commission - they will be under increased scrutiny this year.

The Commission has identified dealers as a key group who flout the Commerce and Fair Trading Act laws. It continuously receives complaints about dealers and has already taken enforcement action against a broad cross-section of the industry.

Last year seven Auckland Toyota dealers were fined $50,000 each while action is still continuing against Giltrap City Toyota which has already gone as high as the Privy Council in London.

Toyota New Zealand has also fallen foul of the Commission, copping a $250,000 fine plus $10,000 in costs.

In addition, the Commission currently has court action pending against Caltex.

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January 18, 1999 AUTOFILE 1

Autofile, January 18, 1999

THE NEW MILLENNIUM

2000: The industry was facing a triple government whammy. It was feared replacing the MVDA could be in jeopardy, biosecurity issues were being mooted by the Greens to impact on used imports and car-industry matters were becoming "submerged" priorities, warned Steve Downes, executive director of the MVDI.

2001: Honda NZ was revolutionising its franchise system by making its dealers "agents". They would own no new stock on their yards. Instead, they would receive a set commission for each new vehicle sold. The takeover of internet auction house Auscat by Japanese e-commerce firm Aucnet would be good news for traders, said industry experts.

2002: The Land Transport Rule: Frontal Impact came into force in April. By June, the LTSA said its implementation had gone more smoothly than some had anticipated. It no longer accepted type designation numbers as proof of compliance. Dealers weren't going to Japan as much in the rule's wake and trader-only auctions were coming to the fore to make up the shortfall. The commerce select committee recommended a bill calling for a commission of inquiry into odometer fraud shouldn't proceed.

2003: The Motor Vehicle Sales Act (MVSA) was eventually

[continued on page 14]

[continued from page 13]

introduced. Dealers no longer needed to be licensed, but were required to become registered motor-vehicle traders. About 1,700 businesses in the industry were active when the law came in. David Vinsen became the IMVDA's chief executive officer and the MVDI merged with the MTA.

2004: The Land Transport Rule: Vehicle Exhaust Emissions was introduced, while the LTSA and Transfund NZ were replaced by Land Transport NZ (LTNZ). A dramatic downturn in arrivals forced importers to look away from pure car carriers in the wake of a global shipping crisis. Ports of Auckland and Lyttelton Port were investigating partnerships with Toll NZ to develop a rail service to ease congestion caused by cars. A code of practice regulating odometer-certifying companies was signed and the MIA was working on revised recall processes.

Autofile, February 24, 2006

2005: Frontal-impact legislation restricted stock available for import and LTNZ agreed to explore ways of streamlining the compliance process. Lori Baldwin, of John Andrew Ford & Mazda in Auckland, became Ford NZ's first female dealer principal. Trade Me trialled a wholesale auction and the government scrapped a compulsory emissions programme because it was unlikely to return cost benefits.

2006: Provincial, National Finance 2000 and Western Bay Finance collapsed with investors' debts topping $400m. The government unveiled its draft energy strategy out to 2050 to combat climate change. Emissions-rule changes restricted what could be imported and plans for a national event stadium on Auckland's waterfront were opposed by the MIA, which said construction disruptions would by costly.

2007: The MTA met with the government to oppose restrictions on access to the motor-vehicle register and Hammer Auctions went into voluntary liquidation. Bob Field retired as Toyota NZ's CEO after 25 years with Alistair Davis, who had already notched up 28 years with the company, taking over. The MTA and IMVDA highlighted problems with exhaust-emissions legislation, and Trade Me Motors said it was setting up a division for new vehicles.

2008: The new exhaust emissions rule became law in May along with amendments on compliance and vehicle equipment. The MIA labelled the used-car sector's campaign against it as "reckless" and wanted the government to clean up the fleet. LTNZ merged with Transit NZ to become the NZ Transport Agency (NZTA) and the IMVDA became the Imported Motor Vehicle Industry Association (IMVIA).

2009: Japanese marques were mad at New Zealanders for "dumping" – buying new vehicles in Japan, and deregistering them here before exporting them back at a hefty profit. The new-car sector got behind government proposals to boost the scrapping of older, more polluting and less safe models from the fleet.

Autofile, September 11, 2009

DECADE OF CHANGE

2010: New criteria for flagging were welcomed by the used-car industry. They decreased the number of vehicles being highlighted as damaged in Japan and made it easier to remove flags here. The new car and used-import sectors disagreed over mandatory electronic stability control (ESC) on used imports from 2015, and Christchurch's car yards were largely untouched by September 4's earthquake.

2011: The IMVIA lost its campaign to stop the final phase of the vehicle exhaust emissions rule coming in on January 1, 2012. It joined businesses in seeking a judicial review of the government's decision. The case was heard on November 28, 2011, with the claim refused on December 1. Earlier in the year, the Consumer Law Reform Bill was introduced.

2012: Critics described applying the Consumer Guarantees Act to all auctions on Trade Me, which the company supported, as a "knee-jerk reaction" with little evidence to back it up. Perry Kerr, the MIA's long-standing CEO, said he would step down in 2013's second quarter. The government said its vehicle-licensing reforms would cover warrants of fitness (WOFs).

2013: Concerns were raised by transport-service delivery agents about overhauling the inspection sector and changes to WOFs were postponed. A majority of MTA members backed selling more than half of VTNZ, Trade Me acquired MotorWeb for $19.5m and Holden exited car manufacturing in Australia.

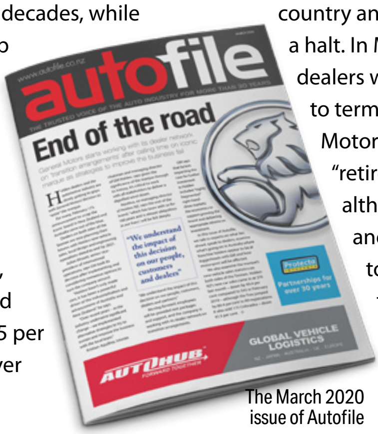
2014: By August, about 20,000 NZ-new and used-imported vehicles had been identified as having potentially defective airbag inflators made by Japan's Takata Corporation. It became one of the biggest recalls in history. The Financial Services Federation wanted a new code of practice enforced on loan sharks. The Toyota Hilux's 32-year run as New Zealand's best-selling ute was ended by Ford's Ranger.

A gala dinner was held in October 2014 to celebrate the silver anniversary of used imports. Autofile published a supplement on the event in Auckland and a 200-plus page book by Jackie Russell. It was called From the Rising Sun to the Long White Cloud – the history of used car importing to New Zealand

2015: Volkswagen said about seven per cent of some 75,000 of its vehicles in New Zealand were affected by the diesel-engine emissions scandal. The Ministry for Primary Industries (MPI) announced it was going to tighten biosecurity measures for used imports from Japan by having them processed offshore.

2016: Trade Me demanded details on statutory write-offs coming from Australia be added to listings, while there were concerns recent legislation on water-damaged cars didn't go far enough. A joint IMVIA-MoT delegation visited Japan to try to solve problems relating to the radio frequency the government there planned to base its intelligent transportation systems on.

2017: The MTA's centenary was celebrated with an event in Wellington. Moyes Motor Group in Panmure, Auckland, was to close after three decades, while the Giltrap Group opened its new $40m headquarters in Grey Lynn. Between the end of 2000 and the start of 2017, the light fleet had increased by 37.5 per cent from just over 2.5m units.



The March 2020 issue of Autofile

2018: Our car industry came to a virtual standstill in March after stink bugs were found on four ships from Japan. They were turned away from Auckland in February with 8,186 units on-board. All used vehicles had to be inspected and cleaned before export as the MPI worked on a new import health standard. A few months later, multiple arrivals caused long port delays. Vessels required inspection, fogging and reinspection followed by sample discharge and treatment. Ships lost up to four days in port and delivery times to dealers blew out.

2019: The government released a discussion paper on the clean car discount (CCD) and clean car standard (CCS) to speed up the transition to a low-emissions fleet. Disarray at the NZTA resulted in three directors resigning less than two months after the chief executive's departure. The car industry rallied to support Christchurch after attacks on two mosques in which 51 people died.

MAJOR DISRUPTIONS

2020: The coronavirus pandemic led to lockdowns, which – at times – virtually brought the country and car industry to a halt. In March, Holden dealers were coming to terms with General Motors' decision to "retire" the marque, although servicing and repairs were to be maintained for at least 10 years. And from March 1, used imports had to comply with ESC regulations.

2021: Companies suffered more Covid-19 disruption with a nationwide lockdown because of the delta outbreak. The Auckland region stayed under tough restrictions for longer than the rest of New Zealand. Brian Gibbons, the AA's CEO of 30 years, announced he would retire in January 2022. The first stage of the CCD boosted electric vehicle (EV) sales.

2022: Finance companies were facing hard times after conversion rates for loans slumped following amendments to the Credit Contracts and Consumer Finance Act. A global shortage of semi-conductors, the pandemic, shipping delays and the government's push to cut emissions contributed to stock deliveries being held up.

2023: The roll-out of the CCS in January and May's revamp of the CCD created disruption, while wild weather early in the year – severe flooding and then Cyclone Gabrielle – led to thousands of cars being scrapped. David Vinsen took his last bow as VIA's chief executive after 19 years.

2024: The CCD, dubbed the "ute tax", was scrapped by the government on January 1. EV sales then plummeted. The Collision Repair Association became a chapter of the MTA and the Tyrewise scheme was launched on March 1. The industry farewelled Sir Colin Giltrap, founder of the Giltrap Group, who died on April 17 aged 84.

Autofile has been there to deliver all those bits of news and much more over the past four decades. It looks forward to continuing to be the trusted voice of New Zealand's automotive industry in the years ahead.

Industry movers

GUY BRYDEN has become chief executive officer of Oxford Finance. He joined the company in 2018 as finance manager and became chief operating officer in 2020. Before joining Oxford Finance, Bryden, pictured, held strategic roles in the banking industry here and in the UK.

Todd Hunter, chief executive officer of Turners Automotive Group, says: "Guy has proven he's capable of leading this part of our business. We are confident he will provide exceptional leadership as we enhance the finance offering within the group."

HEATH WALKER has been appointed to the new role of marketing director for General Motors on both sides of the Tasman.

He has gained marketing and communications experience from working in different industries including IT, sport and automotive – notably Tesla, Nissan and, most recently, Scania in Australia.

Walker is leading marketing for GMSV and Isuzu Trucks NZ, and is working on Cadillac's launch down under later this year.

JEFF GREENSLADE is stepping down from his role at the Heartland Group at the end of 2024 after 15 years with the company.

Greenslade joined as chief executive officer of Heartland's predecessor, Marac Finance, in 2009. He became managing director of Heartland Building Society in 2011.

He was appointed CEO of Heartland Bank in 2014 and, after restructuring four years later, took on the same position at the newly formed Heartland Group.

DAVID SMITHERMAN has joined EVDirect, which is the Australian distributor of BYD Automotive, as its chief executive.

Smitherman previously worked for Ateco Group, which he joined in 2000. He was its group accounting manager, then commercial manager, became chief executive of Ateco Group NZ and was most recently general manager of strategy.

He focused on setting up and managing RAM Trucks for Ateco in New Zealand and Australia.

ANDREW HUMBERSTONE is the new managing director of Nissan Oceania after holding the same position with Nissan GB for four years.

He has more than 30 years' industry experience having previously headed Nissan Independent Markets Europe after joining Nissan Europe in May 2019.

GRANT HALLY has joined Geneva Finance's board as an independent director. He has more than four decades' experience as a chartered accountant and was previously a managing partner for RSM New Zealand (Auckland) where he spent nearly 39 years.

A former director and chairman of Rank and Whitcoulls Group, Hally is a member of Chartered Accountants Australia & New Zealand and a fellow of Governance NZ.

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

Simon Meade

'Massive hole' left by stalwart of Suzuki

Family, friends and colleagues have farewelled Simon Meade, Suzuki New Zealand's executive general manager of motorcycles.

He died after a car accident on May 18 at Turakina, south-east of Whanganui where he lived.

"Simon was far from just an employee," says the company in a statement. "He became a great friend and mentor to many of us, our dealers and everyone he dealt with.

"He was instrumental in Suzuki NZ's success over the past 25 years and was pivotal in helping to make the company what we are today.

"Primarily involved in the motorcycle department, and more recently the reintroduction of Suzuki Marine and then after-sales, he never stopped looking for and mastering any challenge put in front of him, always pushing himself and everyone around to be the best they could be.

"Simon was someone who never sat still, equally passionate about his work as he was about anything that moved – motorcycles, water skis, mountain bikes, cars and even model aeroplanes.

"Above all else, he was devoted to his family – his wife Jenny, his sons Brent and Tennessee, daughter Lily, his mother Sally and daughter-in-law Marie, supporting their dreams and pursuits anyway he could.

"It was an absolute pleasure working with you Simon and having the opportunity to get to know such an outstanding person. Your absence will leave a massive hole in our company and lives."

Meade was key in securing sponsorships for motorbike events and racers including the Suzuki International Series, which features three rounds in December before Boxing Day's street race in Whanganui.

He was instrumental in the advent of the GIXXER Cup, which was created as a nursery ground for fledgling motorcycle road-racers. It inspired individuals who have gone on to greater things nationally and internationally.

Meade riding a DR650 on a Suzuki photo shoot near Marton

He was an accomplished former motocross and cross-country racer, with roots in Manawatu Orion Motorcycle Club.

A member of the Whanganui Water Ski Club, Meade was a very good skier, nationally ranked boat driver, tournament chief driver, coach, coaching director and chief mechanic for boat maintenance among other roles. He would share his knowledge, equipment, boat and time.

He was also chairman of the motorcycle committee at the Motor Industry Association, a position he had held since 2020.

Meade was well-regarded by other distributors, competitors of his company, and had recently been re-elected to the position, such was the high esteem he was held in.

His funeral service was held at Whanganui Central Baptist Church on May 28.

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Business 'example' to others

Staff at Continental Cars Volkswagen have been celebrating after securing a hat-trick of wins at the marque's annual prizegiving, including overall dealer of the year.

The Auckland dealership also won the commercial dealer and passenger customer experience sections of the awards run by Volkswagen New Zealand.

"We are thrilled to recognise Continental Cars Volkswagen as our ultimate dealer of the year for 2023," says Kevin Richards, general manager of Volkswagen Commercial.

"This achievement is a testament to the hard work, dedication and passion of the team led by dealer principal Peter Metcalfe. I hope the example this team has set will serve as motivation for all of us to continue raising the bar."

Volkswagen NZ says its network of dealers was judged on performance across key metrics such as customer satisfaction, sales volume, dealership operations and innovation.

Continental Cars was praised for its "consistent delivery of exceptional service and unwavering commitment to sales performance, business culture and team engagement".

Metcalfe says the company looks forward to building on its win and enhancing its reputation as a trusted destination for all things Volkswagen.

Other notable winners were Volkswagen Northland, which took out awards for passenger and commercial sales department as well as passenger marketing, while WR Phillips in New Plymouth claimed the passenger and commercial customer experience titles.

Miles Continental, Christchurch, scooped Jemima's Award, which recognises an individual, team or dealership for going above and beyond for its local community.

It won the gong for its partnership with Ranui House, and driving significant donations to support the charity's work in providing accommodation for patients and their families while they are going through treatment for cancer.

Mark Lincoln, marketing manager of the Miles Group, describes the award as an "absolute highlight of my career" and being able to give back to the community as a real privilege.

"We're immensely proud to have been handed this award through Miles Continental Volkswagen and the work we've done for Bone Marrow Cancer Trust – Ranui House," he adds.

"We will take good care of this important award over the next 12 months before returning it to Volkswagen for next year's awards."

The prize is named after Jemima Gazley, daughter of Wellington car dealer Oliver Gazley, who launched a campaign that raised hundreds of thousands of dollars for brain cancer research before she passed away aged 15 in 2021.

Volkswagen NZ gathered members from across its network at Bracu Estate, south of Auckland, to hand out its annual awards that recognise every aspect of dealerships, including parts, service, passenger sales, commercial sales and marketing.

Chanelle McDonald, general manager of Volkswagen Passenger, says: "Our dealer network teams ultimately deliver the Volkswagen experience to our customers every day, so it's a privilege to recognise their efforts and the passion they have for the brand."

↑ Continental Cars staff with Volkswagen NZ general managers Kevin Richards, left, and Chanelle McDonald, right

← WR Phillips, New Plymouth, won the passenger dealer of the year and commercial customer experience titles

→ Volkswagen Northland won three awards

↓ The team from Miles Continental with Jemima's Award

↘ Giltrap Volkswagen was named parts department of the year

Taking a bow

Overall dealer of the year for 2023, commercial dealer and passenger customer experience award: Continental Cars Volkswagen, Auckland.

Passenger dealer of the year and commercial customer experience award: WR Phillips, New Plymouth.

Passenger sales department of the year, commercial sales department and passenger marketing award: Volkswagen Northland.

Commercial marketing award: Tristram European, Auckland.

Jemima's Award: Miles Continental, Christchurch.

Passenger service department of the year: Ebbett Pukekohe.

Commercial service department: Ebbett Volkswagen, Hamilton.

Parts department: Giltrap Volkswagen, Auckland.

Reviewing clean car standard

The clean car standard (CCS) is a crucial tool in our industry's efforts to decarbonise and reduce future carbon dioxide (CO2) emissions from our light fleet.

It specifically targets the supply of light vehicles imported, pivotal in our collective mission for a greener future.

Here's how it works. The CCS sets annually strengthening targets that require a progressive reduction in CO2 emissions for models supplied to the New Zealand market.

Vehicles earn credits or incur charges depending on whether they are above or below the target emissions at point of importation.

Overall annual achievement is managed through the mix of vehicles imported, credit trading with other "like" importers and or paying any applicable penalties.

In theory, it's simple – import enough low-emissions vehicles (LEVs) to offset higher-emitting models and ensure the overall achievement of the CO2 target.

The reality, however, is much more complex for the industry to manage because achieving the targets hinges on balancing supply and demand for suitable LEVs.

With the removal of the clean car discount at the end of 2023 and the recent introduction of road-user charges on electric vehicles (EVs), demand for EVs has plummeted. Consumer preferences have shifted towards higher-emitting mild hybrids and vehicles with internal combustion engines.

As a result, importers now face the considerably more difficult and daunting task of balancing overall CO2 target achievement or significant financial consequences if targets aren't achieved. Ultimately, the policy's effectiveness hinges on aligning demand and supply, a scenario not currently in play in any form.

AIMEE WILEY
Chief executive officer
Motor Industry Association

A recent review of the CCS, completed only a couple of weeks ago, couldn't have come at a better time for the industry. With the support of our light-vehicle members, the MIA created an industry forecast through to 2029 as part of our contribution to this review.

Further detailed modelling and analysis revealed that our current CO2-mandated targets, and policy settings for 2025, 2026 and 2027, are too stringent and economically prohibitive for the entire industry. They require adjustment.

This wasn't a complete surprise. The industry had previously raised concerns about the level of ambition and pace of decarbonisation that had been "baked into" the 2026 and 2027 targets. Our current emissions targets for those two years are the most ambitious set globally.

New Zealand's ability to realise that level of ambition and target achievement was never supported by industry.

The ambition to set targets ahead of key global manufacturing markets, such as Europe and the US, to lead globally – in stringency – is outrageous.

The reality is we are a tiny automotive market, both a technology taker and destination market. We are also somewhat geographically disadvantaged from an international shipping perspective.

It's unreasonable to expect New Zealand to achieve more stringent CO2 targets and "get ahead" of leading source manufacturing markets, especially considering we aren't offering subsidies and incentives for marques or consumers like other leading jurisdictions. Targets at this level of ambition set up both the policy and industry to fail.

The MIA recommends and requests the CCS' targets, policy settings and flexibility mechanisms be reset because of this review.

Further, we have requested future CO2 targets strike the right balance, and consider the full range of economic, social and environmental factors to ensure policy success and overall achievement. Getting our targets right is integral to ensuring a thriving industry.

CO2 targets must be set at levels that seek to balance and mitigate key risks associated with achieving them while ensuring the availability, affordability and mix of vehicles that everyday Kiwis need remain available to the market.

Ideal targets are those developed in collaboration with the industry with demonstrated achievability at overall industry level. They are progressively strengthened – aligned with technology product offering improvements – and head in the right direction toward our future decarbonisation goals.

To achieve this, we need to accept our targets will initially trail some global leaders but be set at levels that align with other similar markets.

We aren't weakening or falling behind in our decarbonisation commitments. Instead, by embracing an approach that more closely resembles a marathon and not a sprint, we can ensure our industry can thrive, vehicle availability and affordability aren't threatened, and we ultimately catch up with global leaders and considerably close the gap in CO2 target achievement by 2029-30.

Investigation into breaches

The police and Office of the Privacy Commissioner have been notified about NZTA portals being accessed illegally.

It follows the identity of a car dealer and its staff being used to set up a fraudulent account to get into the driver licence and motor-vehicle registers.

The agency has contacted some 1,480 people to advise them details – such as full names and addresses, or the status, endorsements and conditions on their licences – were accessed in late March.

It is providing them with advice on how they may be affected, what support is available and what, if any, action they should take.

The NZTA is unable to release detailed information while investigations, including those into the scale and nature of the privacy breach, are ongoing.

It has, however, confirmed the details were gained via MotorWeb, which immediately cancelled the bogus account after discovering its existence and advised the agency of the breach.

"We take our responsibilities for the protection of personal information seriously," says Brent Alderton, NZTA group manager – regulatory. "We apologise to the individuals affected and for any inconvenience or distress caused.

"The NZTA already had work under way to improve privacy protection. Following this incident, we have focused on reviewing third-party access to our systems to strengthen the protection of the information we hold. MotorWeb and the motor-vehicle trader are assisting with our investigation."

Benefits of using organic content

As an agency, we promote the benefits of paid advertising to car dealers.

Campaigns on Google, social media, and audio and video platforms increase awareness of your brand, drive leads into your business and boost sales.

The success of these campaigns is increased for traders who also put their best feet forward on their Google Business Profiles or websites.

If we put it in terms of selling a car, a customer may walk into your showroom. However, if there's no one there to greet them, answer their questions and run through the selling points of your vehicles, it's unlikely they will buy a car from you and instead will head off to one of your competitors.

Once you have captured the attention of prospective customers with your paid advertising and they visit your Google Business Profile or website, you should be ready to welcome them with open arms – in a digital sense.

Sell your dealership's points of difference, show the client your products and answer any questions they may have. This will enable you to build trust and engagement before they decide to look elsewhere.

And the good news is that you can do this free of charge through the creation of organic content.

JAMES HENDRY
Director, sales and operations
AdTorque Edge NZ

Organic content refers to information such as bios, photos, videos, landing pages, product listings and so on that's unique to your dealership. The only cost associated with it is the time it takes you and your staff to put it together.

In my opinion, this is time well spent because it is a highly effective way of building trust and engagement throughout the buyer journey.

> The only cost associated with it is the time it takes you to put it together

The first set of organic content I would recommend focusing on is for your website. This is your digital showroom and an opportunity to demonstrate the true sense of your brand.

When prospective customers arrive here, you want to ensure they quickly and easily find the information they seek, be it about a new vehicle, stock or current offers.

The most important factor to consider is the relevance to the buyer's needs, and landing pages are an ideal way of answering specific queries.

If a client clicks on an advert or seach result, they should find additional relevant information on the landing page.

For example, if you're running a campaign to promote a particular model, clicks on the ad should go straight through to a landing page that provides further details about that vehicle.

Complement this further with organic website content for new customers, such as an FAQ section so they can quickly find answers to common questions, a news and events page to promote upcoming sales, or even a blog your team regularly updates with informative articles.

In last month's issue, I wrote about the importance of keeping your Google Business Profile current in order to meet clients' expectations and improve search rankings. Most prospective customers will visit your profile during their buyer journey, so a strong first impression here pays dividends.

Organic content on your profile may include a well-written biography about your dealership or a listing of your vehicle range in the products section.

You can post offers, social content and links to blog articles to the updates section, or upcoming sales and launch details to the events tab.

Regularly updating these often-overlooked sections of your Google Business Profile with organic content relevant to prospective customers will set you apart from competitors and help drive more engagement.

Our experience has shown that paid advertising complemented by up-to-date organic content on a dealer's website and Google Business Profile drives results far superior to running one without the other.

The key to getting the most out of it is ensuring it's relevant to prospective customers so it drives engagement and boosts all-important sales.

Why we need to lighten our fleet

The ongoing focus on vehicle crashworthiness has led to a significant increase in the mass of New Zealand's fleet.

This trend, often referred to as "autobesity", is driven by the perception that larger, heavier models offer better protection for their occupants.

While this may be true in individual cases, it overlooks a critical aspect of road safety and that's overall harm caused in collisions.

By shifting the focus from crashworthiness to incentivising low aggressivity, we could achieve substantial reductions in harm across the transport system.

Prioritising low aggressivity and lightweighting vehicles will lead to a safer and more sustainable road environment.

Crashworthiness, which refers to a car's ability to protect its occupants during a collision, has been a central focus of safety standards and government-driven consumer incentives.

Safety regulations and crash tests emphasise the importance of robust structures and advanced restraint systems, leading to the production of larger, heavier vehicles.

These models indeed perform better when tested, providing better protection for their occupants by absorbing more energy and maintaining structural integrity during a collision.

However, this focus on individual safety has led to unintended consequences. One significant issue with the emphasis on crashworthiness is the development of an "arms race" when it comes to size.

As more buyers opt for larger models to enhance their own safety, others feel pressured to follow suit. This creates a cycle of increasing vehicle mass.

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

This escalation not only increases the overall mass of the fleet, but also raises the kinetic energy involved in crashes.

The kinetic energy of a vehicle, which is a function of its mass and speed, is a good proxy for potential harm in a collision.

Higher kinetic energy results in more severe impacts, leading to greater injury and damage. Speed may not be definable as a feature in a car, but mass is. Because of this, larger models tend to be more aggressive in crashes.

> **Higher kinetic energy results in more severe impacts**

Aggressivity refers to the potential harm a vehicle can cause to other road users in a collision.

Heavier vehicles impart more force during an accident, posing a greater risk to occupants of smaller cars and vulnerable road users such as pedestrians and cyclists.

This risk shifting means that while occupants of larger models may be safer, the overall danger on roads increases.

To address this issue, New Zealand should shift its focus from crashworthiness to incentivising low aggressivity or, more accurately, a low aggressivity severity index.

Low aggressivity involves designing vehicles that are less harmful to others in the event of a crash.

This can be achieved through several measures, such as promoting the use of lighter models, implementing safety features that protect all road users and redesigning vehicle structures to absorb energy more effectively without increasing mass.

Lightweighting is a particularly effective strategy for reducing aggressivity and improving overall road safety. By encouraging the production and use of lighter vehicles, the kinetic energy involved in crashes is reduced, leading to less severe impacts and lower overall harm.

Lighter cars also have the added benefit of being more fuel-efficient and environmentally friendly, aligning with New Zealand's sustainability goals. Moreover, as the mass of the fleet drops, the relative crashworthiness of all vehicles improves.

In a lighter fleet, the disparity in mass between vehicles is reduced meaning collisions are less likely to involve dramatic differences in kinetic energy. This reduces the risk of severe injuries and fatalities for all road users, creating a safer road environment.

Incentivising low aggressivity can be achieved through policy measures. For instance, we could remove subsidies in the clean car standard for heavier vehicles or change official safety ratings to reflect overall harm caused by a model as opposed to crashworthiness.

It would be useful to implement public-awareness campaigns highlighting the benefits of low aggressivity for road safety.

Also, safety regulations could be revised to place greater emphasis on protecting all road users, not just vehicle occupants.

Of course, there will remain an interest in knowing a vehicle's crashworthiness. High crashworthiness is and should be a good selling feature. The government's focus, however, should be on building a progressively safer system for everyone.

Continuing to focus solely on crashworthiness has the inevitable consequence of increasing the mass of the fleet, which in turn raises the kinetic energy involved in collisions and thus overall harm.

Shifting the focus to low aggressivity, on the other hand, will drive down the fleet's mass, leading to safer roads for everyone. This approach not only reduces the harm caused in individual collisions, but also enhances the relative crashworthiness of all vehicles already in the fleet.

By prioritising low aggressivity and incentivising lightweighting, New Zealand can create a transport system that's safer, more sustainable and better suited to protecting all road users.

The month that was... June

June 21, 1999

Distributors see advantages in imports

More new-vehicle distributors were considering moving into the used-import market following the success of the latest company to do so.

Only three distributors – Toyota, Honda and BMW – were openly importing used vehicles from Japan, although Mazda had also been involved through its joint-venture company, the now-defunct Sri Temasek Ltd.

The most recent entrant was BMW NZ. It was the only luxury-model distributor doing so because Toyota didn't import any Lexus-equivalent vehicles.

According to managing director Geoff Fletcher, the move hadn't been all bad. Of the 2,500 used-imported Beemers that would be sold in 1999, BMW NZ would have brought in about 400 of them.

Fletcher, who for years was opposed to the used-imports industry, admitted that he would have preferred the company not to have become involved, but said, "we have to live with the reality, not the past".

Manufacturers, he maintained, had to look at the opportunities for their brands in the used-imported sector. And, with a 60 per cent-plus increase in registrations of used imports that year, he might have had a point.

Other distributors had attempted to keep numbers down by bringing down the prices of their new models. However, that forced wholesalers to buy older stock to maintain their margins.

June 15, 2007

Hammer teams up with Trade Me

Hammer Auctions joined forces with Trade Me in a move that would see the former act on behalf of vendors to sell to a wider audience.

The announcement represented the first time in New Zealand that a large "bricks and mortar" auction house had teamed up with an internet partner to sell cars on the web.

John Boswell, director of Hammer Cars Auctions, said the rise of Trade Me Motors showed consumers' increasing willingness to buy and sell via the internet.

"Although traditional auction houses will always have a place, one cannot dispute that Trade Me has a substantial client base by selling more than 100,000 cars last year. It is important to provide vehicle sellers and buyers with options that best suit their needs."

Trade Me's head of business, Mike O'Donnell, added: "Hammer is smart in picking up a sizable niche of people who want to sell on Trade Me, but don't have the time or expertise to market their vehicles well."

June 11, 2004

Half-price airbags

Hyundai NZ had come out against the use of second-hand airbags and put its money where its mouth was.

From July, the company was slashing the cost of replacement systems, typically to less than half, to help stamp out what it termed an unsafe practice.

Fitting airbags from wrecked cars was becoming more common because new spares could be too expensive and laws at the time permitted the practice.

Hyundai decided to sell all its SRS components at cost plus a nominal handling fee. For most models, the price would be less than half previously charged.

"The thinking is airbags that haven't been deployed are okay to take out of a wrecked car and fit into another vehicle," said Phillip Eustace, Hyundai NZ's general manager.

"But there's no effective way to check if the bags are still in perfect working order. Except to set them off and then they're of no use."

He added: "We hope our action in cutting replacement airbag prices will set a benchmark for the industry."

June 12, 2009

Changes to MVSA

Submissions identified by the industry in two reviews of the Motor Vehicle Sales Act (MVSA) had been drafted into the Motor Vehicle Sales Amendment Bill, which was going through parliament.

The bill amended the MVSA to improve its effective operation. The biggest highlight for the industry were changes to the process for traders to renew their annual registrations.

The amendments were aimed at reducing compliance costs on dealers associated with requiring statutory declarations to be made as part of the renewal process. That was difficult to do when the company had overseas directors. The bill also added a requirement for providing information to the registrar when there were new directors or people involved in managing a registered company.

The industry was happy with the changes being drafted with some saying they would be positive and a good move.

"Many members, particularly Japanese brands, have directors based in Japan so it just seemed silly to have them sign it every year," said Perry Kerr, of the Motor Industry Association.

David Vinsen, of the Imported Motor Vehicle Dealers Association, added traders would no longer have to get affidavits signed before a justice of the peace every year.

Recycling bumpers needs support

Since joining the MTA, I've had contact from manufacturers and importers about diverting vehicle plastic away from landfills.

The challenge is that traditional plastic materials, such as polypropylene and polyethylene, are commonly used in car parts and bumpers.

Internationally, recycling plastic bumpers is becoming common practice with original equipment manufacturers often utilising end products as substitutes for virgin resin, which is used to make new automotive parts and even bumpers.

With no original equipment manufacturing in New Zealand, this isn't an option here so most plastic parts from cars end up at rubbish dumps and can take hundreds of years to break down.

It's important to note their degradation may occur at a much slower rate due to the lack of oxygen, sunlight and microbial activity typically present in landfills.

Also, some landfill sites are designed to minimise the breakdown of waste, including plastics, to prevent releasing potentially harmful substances into the atmosphere.

This can further delay the decomposition process of plastic vehicle parts, and increase the chances of by-products leaching into the soil and waterways.

Other challenges are the cost to recycle or repurpose, transportation and lack of industry ownership to solve this environmental issue.

Since 2017, the MTA has been working with industry to find a long-term solution to the problem.

LARRY FALLOWFIELD
Sector manager – dealers, Motor Trade Association

In the April 2018 issue of Radiator, we reported at least 360,000 car bumpers are sent to the dump or stored in paddocks and repairers' yards around the country.

We then partnered with the 3R Group and six MTA-affiliated collision-repair workshops in Christchurch to conduct a one-month trial. It resulted in 273 bumpers, which weighed about one tonne, being collected and later shredded.

Some options looked at during that trial were for granulated bumpers to be used as material additive in other plastic products, or as an aggregate in manufacturing lightweight concrete or roading asphalt.

At a stakeholder meeting held in September 2018, a summary of issues was discussed. It included collecting bumpers, their granulation or shredding, transporting them to an end-user's location and associated costs.

Also on the table was that the best way forward was to develop a stewardship scheme with the government's support.

Unfortunately, due to a lot of challenges including the coating on granulated parts, associated costs and who was going to pay – and without a viable end use for the plastic – this project stalled before getting to the Beehive.

Last year, we gathered some good information from suppliers. Currently, we estimate that around 115,000 bumpers are being replaced annually – new and recycled – at 3.5kg per unit. That's more than 400,000 tonnes of plastic waste going into landfills every year.

The association has already reached out to some vehicle manufacturers, importers and insurance companies, which support the initiative, while other big players haven't even bothered to return our communications.

The MTA has already done some of the heavy lifting to source a solution. We have found one. But we need the industry to take it to the next level and launch a nationwide bumper recycling programme.

Back in November 2022, we started working on a viable solution with plastic recycling company Future Post in Waiuku, south of Auckland.

We funded a trail in August 2023 with 12 bins distributed to MTA collision repairers and 178 bumpers were collected, which equated to more than 600kg of plastic.

That saw around 10 per cent of the product used in fence posts. But due to the composition of the plastic, concerns were raised around the strength of these products.

A second trial was conducted late last year at Future Post's site in Blenheim with 500kg of bumpers and inner-guard liners made into garden sleepers. It went well, creating a closed-loop solution.

Now we must overcome some roadblocks. We need the industry to work with us on other big challenges to get the programme off the ground rather than being buried in it.

These include the cost to recycle or repurpose plastic parts. Others are collection and transport. We're calling on all those who are part of the issue to be proactive in helping to secure a solution.

If you want to support leading the change to diverting plastic vehicle waste away from landfill, you can attend an Auckland MTA bumper repurposing workshop on June 26. Email me at larry.fallowfield@mta.org.nz to be part of the long-term solution.

Simplicity and familiarity

Toyota's first battery electric vehicle (BEV) – the bZ4X – has gone on sale in New Zealand, but what's in a name?

Well, the b is for beyond, Z for zero as in impact, the 4 indicates its size and X is for off-roading capability.

Neeraj Lala, chief executive of Toyota NZ, describes the BEV arriving on our shores as "a momentous occasion as it marks the next phase of Toyota's transition to decarbonising its portfolio and producing the right vehicles for customers".

He adds: "Two things stand out about this car. It's very easy to drive. The focus has been on simplicity and making it familiar to Toyota drivers, which is important.

"We want our customers to be able to get in the bZ4X, and have the same familiarity they know and love.

"Secondly, it's enormously capable. It is packed with new technology including the latest iteration of Safety Sense and integrated battery technology."

The BEV comes on the heels of Toyota NZ's best year for new-vehicle sales, and after it reached an electrified tipping point in 2023 by selling more efficient and low carbon-emitting hybrids than fossil-free powertrains.


The interior of the bZ4X

"Our ambition is to transition all our product into low-emitting models," says Lala. "Over the past five years, we've seen a significant reduction in carbon emissions from vehicles we sell. That shift is happening, with or without market interventions or subsidies."

In a move to emphasise its importance in the marque's line-up, the bZ4X's chief engineer, Masaya Uchiyama, travelled here for its local launch.

He says the focus of the task was to design a refined electric Toyota that would put driver and passenger comfort and safety at its core.

The bZ4X is available in New Zealand in two variants – the front-wheel-drive Pure, which starts at \$72,990, and the all-wheel drive (AWD) Motion that's priced from \$82,990. The latter is available in two-tone with an ebony roof for \$1,000 more.

Both have the same battery set-up – a thin, high-capacity 71.4kWh pack placed flat under the floor to achieve a low centre of gravity and excellent weight distribution.

Uchiyama says the Motion was tested on the same off-roading course as the next-generation Land Cruiser Prado, which he also worked on, and the BEV acquitted itself exceptionally well.

The AWD Motion is more rugged than it appears. It "easily" deals with dry, dusty trails involving steep climbs and descents, and performs "equally well" on a course claggy with wet, viscous mud.

Toyota has introduced its latest iteration of Safety Sense on the bZ4X, which boasts a five-star ANCAP rating.

The pre-collision system includes vehicle, pedestrian, cyclist and motorcycle detection, intersection collision-avoidance support and emergency-steering assist.

A multi-directional crash-response body structure protects passengers, batteries and other vehicles in a collision.

The Motion comes with additional parking assistance including panoramic view monitor, blind-spot monitor with safe-exit assist, an advanced parking system and a driver-monitor camera.

This variant's extra exterior features include a panoramic roof and power shade, and a larger split rear spoiler.

The bZ4X is the first Toyota to adopt the eAxle technology integrating the transaxle, motor generator and inverter with 150kW of power available for the front-wheel-drive model and 160kW for AWD – 80kW front, 80kW rear. It is compatible with 150kW DC fast-chargers and capable of a 10-80 per cent top-up in about 30 minutes.

On a full charge, the NEDC testing standard's estimated driving range depends on the powertrain and grade – the Pure is rated at 535km and the Motion at 485km.

Toyota NZ is offering BEV battery capacity warranty coverage for eight years or 160,000km. It protects against abnormal loss of capacity, providing for a minimum of 70 per cent of original capacity.

The Pure rides on 18-inch alloys with a silver and black metallic full resin cover to aid aerodynamics, with the Motion's wheels increasing in size to 20-inch black and machined finished alloys with resin accents.


The two-tone Motion

Double delight for dealership

Coombes Johnston BMW in Hamilton has emerged as the big winner after scooping two prizes at BMW Group New Zealand's dealer of the year awards. The business was named the top BMW dealer of 2023 and collected the gong for excellence in customer service.

Coombes Johnston BMW, which was established in 1997, had further reason to celebrate after its Tauranga branch also won an award for after-sales.

Christchurch Mini Garage secured the Mini dealer of the year title at a recent ceremony at Auckland Art Gallery to recognise the efforts of the BMW Group's network of traders.

Other winners were Auckland City BMW for excellence in financial services while Christchurch BMW took out the marketing category.

"Our annual awards ceremony isn't just about recognising outstanding achievements, it's a time to come together with our valued retail partners and celebrate the collective efforts that drive our brand's success," explains Adam Shaver, managing director of BMW Group NZ.

He adds the company is committed to fostering a positive work culture for employees and business partners.

And the awards serve as a testament to the appreciation and recognition for the efforts of those who are instrumental in interacting with the brand's customers and helping to maintain the group's position as the world's leading premium automotive marque.

The 2023 BMW dealer of the year was Coombes Johnston BMW, Hamilton. From left, Caelen Chadwick, Renee Edwards, Aidan Board, Adam Shaver, BMW Group NZ managing director, Richard Johnston and Wayne Kitchen

Christchurch Mini Garage staff celebrate with the marque's executives. From left, Matt Schmidt, Mini Australia and NZ general manager, Mat Barr, Nadia Parnell, Mini NZ national area manager, Selena Andreassend, Matthew Hodgson, Warren Scott-Douglas, and Marlon de Abreu, Mini Australia and NZ head of sales

"Every dealer contributed to our overall business success in 2023. Their commitment to customer satisfaction, meeting sales targets and representing our brand is commendable, and has been vital in helping BMW to rank in the top 10 global rankings by Interbrand."

The BMW Group's production network comprises of some 30 sites and it has a sales network in more than 140 countries.

Regulator keeps tabs on complaints

The Commerce Commission received 14 complaints about listings prices on Trade Me Motors over the past three years up to early April.

The regulator says charging a high price on its own doesn't breach the laws it enforces.

Under the Commerce Act, it would be concerned about conduct that might exclude or harm competitors. It adds the Fair Trading Act prohibits misleading and deceptive conduct and false representations.

"While we are not currently investigating Trade Me Motors' pricing, we continue to monitor these complaints and consider information provided," a spokesperson told Autofile.

"As with all enquiries and as part of our assessment process, we review the information received.

"We receive thousands of enquiries every year and while we assess everything that we receive, we are unable to investigate everything."

Autofile asked the Commerce Commission about a standard-form letter circulating on the NZ Car Dealers' Facebook page in recent months.

Addressed to the regulator, it expresses "collective frustration" regarding Trade Me Motors' price increases for advertising traders' vehicles.

It claims the website has, in the past year, "increased the cost for dealers to advertise by 25 per cent" and the company has "announced a further increase of up to 45 per cent in July this year".

Parts of the letter state: "They have implemented these hikes by renaming packages. This practice is… putting an immense financial strain on our industry.

"The cost of advertising on Trade Me has now become the single highest overhead in our industry, and it is unsustainable.

"We urgently request the Commerce Commission's intervention in this matter to investigate Trade Me's pricing practices."

The regulator says some complaints it has received recently about Trade Me Motors' pricing includes the wording in the letter on the dealers' Facebook group.

"The complainants have been notified that while we aren't taking further action in respect of Trade Me's pricing at this stage, we are keen to discuss their concerns more generally," adds the spokesperson.

"The information provided in this context helps the commission to understand how the market is operating. We may also use this information to assist with other investigations or enquiries relating to this sector."

More details about raising issues with the regulator can be found online at comcom.govt.nz/make-a-complaint/complaint-process.

When deciding if to investigate matters, it takes considers relevance to its responsibilities and work programme, and criteria and priority areas for new enforcement.

Its criteria – extent of detriment, seriousness of conduct and public interest – assist it in its discretionary activities when deciding on whether to open an investigation and what action to take when it ends.

The commission applies administrative discretion over a wide range of matters including the case's strength, availability of funds, competing claims on those funds by other cases and assessing the comparative importance of matters it's involved with.

Fighting back to the top

Richie Stanaway in action at the inaugural Taupo Super400
Photo: Supercars

He surged out of New Zealand's circuit-racing scene on a charge aimed squarely at the ultimate racing category.

Yet Richie Stanaway's career was blighted by a massive crash that broke vertebrae and could have ended his involvement in the sport.

It's a measure of his gritty determination and the unwavering faith of a tight-knit group of supporters that he has propelled himself into a competitive drive in the Supercars Championship.

It's been a long and tough journey from his Formula 3000 crash to the V8s.

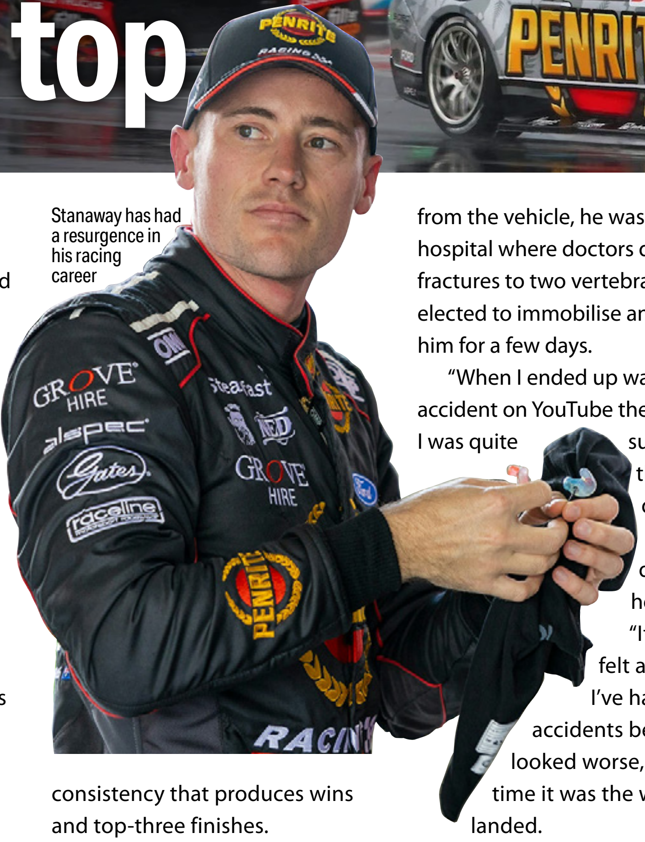
From NZ Formula Ford champion in 2009, Stanaway went on to become champion in Germany's ADAC Formula Masters series the following year.

That was after dominating his Toyota Racing Series debut at the Hamilton 400 in 2010, taking the outright lap record in front of the Supercars paddock.

He was German F3 champion in 2011 before progressing to win races in the GP3 Series and reach the podium in Formula Renault 3.5, although his 2012 programme was curtailed by a back injury.

Stanaway's march to the front in this third consecutive overseas championship came to a screaming halt on June 5 of that year after a big accident.

He had shown scintillating speed in FR3.5 at times, but was looking for that elusive consistency that produces wins and top-three finishes.



Stanaway has had a resurgence in his racing career

It was at one one of his favourite tracks, Spa-Francorchamps in Belgium, he suffered mechanical problems early on.

"Then I pushed too hard in qualifying causing a red flag to stop proceedings. That meant I had to start from the rear of the grid."

The race started in atrocious weather. Stanaway, who likes the wet, carved his way through the field until he came upon another driver who had braked very early for a corner.

"By the time I registered a car was rapidly emerging out of the spray and mist right in front of me, it was too late."

His left front wheel mounted the right rear wheel of Carlos Huertas' car, launching the Kiwi skyward before he plunged back down on the track.

After Stanaway was pulled from the vehicle, he was taken to hospital where doctors diagnosed fractures to two vertebrae. They elected to immobilise and stabilise him for a few days.

"When I ended up watching the accident on YouTube the next day, I was quite surprised the crash didn't look so dramatic," he recalls. "It certainly felt a lot worse. I've had a few accidents before that looked worse, but this time it was the way the car landed.

"It came down very flat and there's only about one millimetre of suspension travel, I think. The heavy impact went straight through the car's floor into my back."

The crash put him out for a year and just as he was lining up a Formula One test. "It was disappointing. But you can't change the past. You just have to deal with it and move on."

A step up to F1's major support category GP2 – now known as Formula 2 – in 2015 netted two wins, including a feature-race victory in Monaco. That was effectively the end of Stanaway's single-seater career.

Switching to GT and touring cars, he made his V8 Supercars debut at Bathurst in 2016 and retired from racing at the end of 2019 after a turbulent season with Garry Rogers Motorsport.

It was not over, however. In 2021, Stanaway was lured out of retirement on an Erebus Motorsport wildcard with fellow countryman Greg Murphy. The two Kiwis finished 11th in a challenging race.

Stanaway then drove Mercedes-AMG GT3s for Triple Eight Racing with a best result of third at last year's Bathurst 12 Hour.

It lit the fire for his return to the big time, but fighting for a full-time drive with a competitive team wasn't easy. Only co-drives in big enduro races were on offer.

"Driving last year, I felt like I was too young to be a co-driver for the rest of my life. Having already won Sandown and Bathurst, and knowing I hadn't really reached my full potential, was hard.

"The 2018-19 seasons just didn't go to plan. Now I just feel I have a lot more to give. I want to win a sprint race and fight for the championship, so it's great to be back racing full-time."

Stanaway's single-seater and tin-top career has been epic. Going into Supercars' Taupo round in April, he had contested 316 races, winning 61 times and notching up 120 podiums.

This year, driving a Ford Mustang with Grove Racing, he was fourth in the series after three rounds – Bathurst, Adelaide and Taupo.

There are signs that concerns about speed parity between the Mustang and Chevrolet Camaro have been addressed after a difficult season in 2023.

The Penrite-backed Grove team has an all-Kiwi driver line-up with Stanaway being joined by young gun Matthew Payne in Mustangs.

At 32, Stanaway is in the prime of his career and in the middle of Supercars' driver age range. There are strong indications 2024 could be his best year yet.

Stanaway suffered broken vertebrae during a crash in 2011 Spa-Francorchamps in Belgium

Points in hand secure series win

Driving a first-generation Toyota Racing Series car, Toby McCormack has taken out the 2023/24 Formula Open NZ title.

The field for the championship included six FT50 cars from the Toyota Racing Series with the return of Hayden Bakkerus after a few stints in Toyota 86s.

Joining Formula Open for the first time was Sebastian Manson in an FT50, and making comebacks to the series were Brody McConkey and Kaleb Ngatoa.

Race one in the final round at Taupo International Motorsport Park saw Ngatoa, who was the behind the wheel of Formula Atlantic Swift DB4, lose the rolling

Toby McCormack on his way to winning the Formula Open NZ title

start to Manson. However, he quickly retook the lead.

Further down the field, Adrian Rivers spun his DB4 on cold tyres right in front of Rhys Humphries' Reynard 93H.

Blake Dowdall, stepping up from Formula Ford and into an FT40, was close behind. Humphries and Dowdall collided, putting them both out for the weekend towards the end of April.

Ngatoa was first across the line ahead of Manson with McCormack coming home fourth overall.

The start of race two was a similar story to the first.

Manson got the better entry into turn one to displace pole-sitter Ngatoa, who clawed back the lead before the end of the lap. While they were scrapping, McConkey passed McCormack.

Ngatoa took the chequered flag with Manson second and McConkey third. McCormack was fifth.

The final feature race saw Ngatoa get ahead of Manson to lead out of turn one with a gaggle of FT50s and 40s battling behind him.

Then the engine in Ngatoa's DB4 misfired going into turn four. Manson swept into the lead to clinch the win with Bakkerus second and Ngatoa third.

McCormack, who is 16, crossed the line in sixth but had points in hand to secure the series.

Pitched battle for off-road honours

Off-road racing's unique north-south divide creates an elite group of racers who share the lead in the early rounds of the championship.

In early May's opening outing in Manukau, south Auckland, top points went to Tony McCall, the sport's most successful driver of all time. He comfortably won every race he started to amass 72 points.

Others in "Club72" were defending national champion Carl Ruiterman, Cam Paton, Emma McKinstry in the Challenger VW and class seven's Ryan MacGennis.

Young racer and rising star Matthew Bishop narrowly missed a clean sweep in his new class-three car, taking 64 points.

After two days of high-speed

Nick Leahy in action

racing in the second and third rounds at West Melton near Christchurch, Club72 expanded with each day a separate round of the series.

This meant there was a full quota of points to battle for in the Saturday's short course and again on the Sunday for the enduro.

North Islander Nick Leahy went south and dominated the big truck short-course racing, taking four wins from four starts to score 72 points before leading the first four laps of the enduro until a diff issue caused two flat tyres. He still won his class for the enduro.

Asher Morgan blitzed class five for 0-1,300cc vehicles on the Saturday for 72 points and then took third overall on the second day in his first enduro.

Clint Densem rolls behind Rick Field

Keegan Terrell dominated the u-class on day one, while Clint Densem still finished third in his class despite rolling his UTV during the short-course races.

There are three further regional rounds and the all-in national final yet to race.

Buyers seek compensation after finding out diesel ute ‘unsuitable’ for short trips

A 2021 GWM Cannon

The case: The buyers sought $15,000 in compensation from the trader after selling their new GWM Cannon back to it due to issues with its diesel particulate filter burn-offs. The purchasers claimed the dealer didn’t adequately disclose the vehicle wasn’t suited for use primarily on short trips. The trader had the utility assessed by GWM New Zealand, which found it was operating as designed.

The decision: The buyers’ application was dismissed.

At: The Motor Vehicle Dispute Tribunal, New Plymouth.

Background

Rebecca and Nigel Paris bought a new GWM Cannon for $45,000 from Max Pennington Motors Ltd in August 2021.

The family envisaged having it for about a decade, but sold it back to dealer after driving about 25,000km in it.

They claimed the ute was unfit for purpose because it carried out burn-offs of its diesel particulate filter (DPF) too frequently.

The buyers sought compensation of $15,000, which they felt reflected the loss they incurred selling it back to the trader.

The case

A DPF is designed to reduce emissions from utes and allow them to meet Euro 5 standards.

It works by removing diesel soot from engine exhaust gases and must be cleaned periodically to maintain its effectiveness.

This process is managed automatically by the vehicle and, in the case of this GWM model, can also be triggered manually. The burn-off occurs when the filter capacity reaches a predetermined level.

One of the potential downsides of DPF regeneration in modern diesels is that it favours using the vehicle for long journeys rather than solely short trips.

Unless the distance driven is long enough, a burn-off may not finish and would then need to be performed on a subsequent journey. This can cause problems if a diesel vehicle is solely driven for short trips.

Ms Paris claimed that when she purchased the ute, the trader didn’t adequately disclose it wasn’t suited for use primarily on short trips, which was what they intended to do.

She produced a list covering the period between July 2022 and March 2023, which recorded about 43 DPF burn-offs by the vehicle. Some of those occurred only a short period of time after the previous one had taken place.

Ms Paris said the consequence of excessive burn-offs included being stuck in the ute for 20 minutes after arriving at a destination while it completed its filter regeneration. If it wasn’t possible to finish the process, it would switch into limp mode.

The couple said this was dangerous because it limited the speed at which the vehicle could be driven.

Ms Paris said that, prior to purchase, she wasn’t told how badly the system would affect family life because they expected to be able to drive the ute where and for how long they wanted to.

The couple asked the trader to assess the vehicle’s DPF sensor because they thought it was burning off too often, costing them excessive time, energy, stress, road-user charges and fuel.

Eventually, due to the stress and inconvenience of burn-offs, they felt they had no option but to sell the ute back to the dealer at a loss of $15,000. It was their understanding the trader then made $6,000 profit when on-selling it, they told the tribunal.

The trader’s director, Daryn Pennington, produced an email from Jon McIlwain, regional service manager for GWM New Zealand.

McIlwain confirmed GWM reviewed the ute’s technical downloads to assess the frequency of DPF regenerations.

He added – in order to comply with the Land Transport Rule: Vehicle Exhaust Emissions 2007 – that the vehicle was fitted with a DPF that required regeneration during normal running.

This was normally an automatic process in which the ute displayed a message to alert the motorist that a regeneration was taking place and to continue driving it if possible.

However, if this wasn’t possible, the regeneration process would start on subsequent drive cycles until a successful burn-off occurred. If regeneration hadn’t happened for several drive cycles, the Cannon might enter limp mode.

McIlwain said that, unlike some other brands, GWM vehicles allowed the driver to manually initiate a DPF regeneration while stationary, so the owner didn’t have to return it to the service provider.

If the ute was only travelling short distances, that would cause the burn-off to stop before being completed. The process would restart when the correct conditions were met, so it might appear the vehicle was initiating burn-offs too frequently.

If regeneration continued to be interrupted, eventually the carbon load in the filter would reach the point where a manual regeneration needed to occur and the ute’s instrument panel would alert the driver to that.

However, if this message was ignored, the carbon load would eventually reach a point where a fault would happen and servicing would then be required.

The trader also initiated an investigation with GWM’s technical support team. The report included an analysis of 23 DPF regenerations, 22 of which had been interrupted by external influence.

That showed many hadn’t been completed because they occurred on short trips rather than there being any fault with the ute, so GWM NZ concluded it was operating as designed.

The finding

The primary issue for the tribunal to determine was whether the Cannon failed to comply with the CGA’s guarantee of acceptable quality.

However, the buyers didn’t prove its DPF system was faulty and produced no evidence to establish any misleading conduct by the dealer.

In particular, there was insufficient evidence to establish the trader had represented the ute was only suitable for use on short journeys.

The adjudicator said the process of DPF regeneration in diesel vehicles was well-known and had been a feature for many years.

Order

The application was dismissed.

Dealer declines to help over car repairs despite statutory obligation to inspect

The case: The engine of the buyer's Jeep Grand Cherokee needed to be replaced after he had driven 5,000km in it. The trader denied liability, saying the consumer should have informed it about a rattling noise the vehicle made when starting it.

The decision: The tribunal said the evidence showed that the purchaser asked Jasmac Cars for assistance after the vehicle broke down, but it refused to help. The trader was ordered to pay the purchaser $9,461.35.

At: The Motor Vehicle Disputes Tribunal, Christchurch.


A 2016 Jeep Grand Cherokee

Background

Donald Rae purchased a 2016 Jeep Grand Cherokee from Jasmac Cars for $28,000 on March 9, 2023, when it had done 163,000km. He also bought a mechanical breakdown insurance policy from Protecta Insurance.

Rae said the Jeep, which he uplifted from Wellington on April 12, was loud on start-up and emitted black soot, but a dock worker assured him it was most likely cold.

He drove to Auckland via Tauranga. The noise remained and Rae reasoned it was the nature of the three-litre diesel engine to be noisy, although friends and family noticed it was loud on ignition. He described it as a fairly constant rattle.

On a return trip to the Bay of Islands, the car broke down and was towed to Whangarei where a Jeep specialist discovered the sump was full of metal filings and diagnosed a major problem. Repairs were estimated at $40,000. Protecta had it inspected elsewhere.

The second repairer indicated the cost of dismantling the engine for diagnostics at about $7,000.

Rae was advised to look for a replacement as extra diagnostics would be prohibitively expensive. He got one second-hand for $8,901 and paid $7,973.72 to have it installed.

Protecta paid him $4,400 out of a total policy response of $6,000. The balance was spent on towing, accommodation and diagnosis costs, and its $495 excess.

These costs came in at $16,874.72 and Rae said his total costs overall were $18,027.

Jasmac Cars' director, Nick Hay, said had it been notified of the noise from the outset, it would have arranged for the Jeep to be inspected and the problem might have been detected earlier.

The case

After the vehicle broke down, the repairer found large metal fragments in the oil sump and diagnosed a complete engine failure.

Hay didn't take issue with that. Rather, he said Jasmac Cars should have been notified of the noise from the get-go.

Rae had the Jeep serviced in early May and as the rattle persisted after that the trader should have been told about it then.

Hay noted Rae had driven some 5,000km with a noisy engine without referring the matter to Jasmac Cars or Protecta. When it failed, the buyer carried out expensive repairs without contacting the dealer.

Rae said when he learned how serious the repairs might be, he phoned Hay to discuss a remedy. He said Hay told him Jasmac Cars had entered voluntary liquidation and couldn't help him.

However, Hay said Rae told him the Jeep was "buggered" and he wanted $40,000 for a replacement engine.

Hay explained the company was winding down its business. He denied saying it was in liquidation or receivership and wouldn't pay for a replacement engine, but wanted to know more when the insurer-funded diagnostics were done.

He heard nothing further from Rae until the application was filed. Even then, Hay complained Rae provided no diagnostic evidence and only his invoice for the engine replacement the day before the hearing.

The finding

The repair involved the purchase of a second-hand engine with 20,000km more on its odometer than the original and a labour charge of about $5,500 of the total invoice of $7,973.72.

Hay criticised the time spent on the repair. He asked his own mechanics and consulted a specialist database on estimated engine replacement times before submitting a reasonable labour charge was between 15 and 20 hours at $90 per hour, a total of $2,300.

He submitted the time spent, about 57.50 hours at $97 per hour, was excessive.

The tribunal's assessor agreed to a point, saying up to 30 hours would be considered acceptable. In this case, $97 per hour times 30 hours plus GST was $3,346.50.

The assessor noted when the vehicle was serviced, the repairer didn't identify any metal fragments or debris in the oil filter it replaced.

However, he said the "rattle" Rae complained about indicated an engine defect, most likely worn big-end bearings that were there when supplied.

It was unknown how advanced the wear was at purchase but, based on the evidence, the outcome of the repair would likely have been to replace the engine's long block and turbo regardless of whether Rae had continued driving the Jeep to complete failure or addressed the issue earlier.

Therefore, the evidence showed the Jeep wasn't of acceptable quality when it was supplied.

Hay then complained Rae repaired it without first giving Jasmac Cars the chance to inspect and repair it as required under section 18 of the Consumer Guarantees Act.

The tribunal found that Rae did notify the dealer and asked it for a solution. The trader declined to assist based on information available when its statutory obligation was to inspect the Jeep and, if satisfied of a fault, to remedy it within a reasonable time.

Therefore, Rae was entitled to recover "all reasonable costs incurred" in repairing the engine.

The tribunal found the labour costs exceeded what was reasonable so that reduced Rae's $18,027 claim by $3,346.50 to $15,461.35.

It then deducted the $4,400 he received from Protecta, dropping the total to $11,061.35. The tribunal also deducted $1,600, which was the amount paid by the insurance company towards Rae's total costs.

Order

The car dealer was ordered to pay Rae a total of $9,461.35 in reasonable costs.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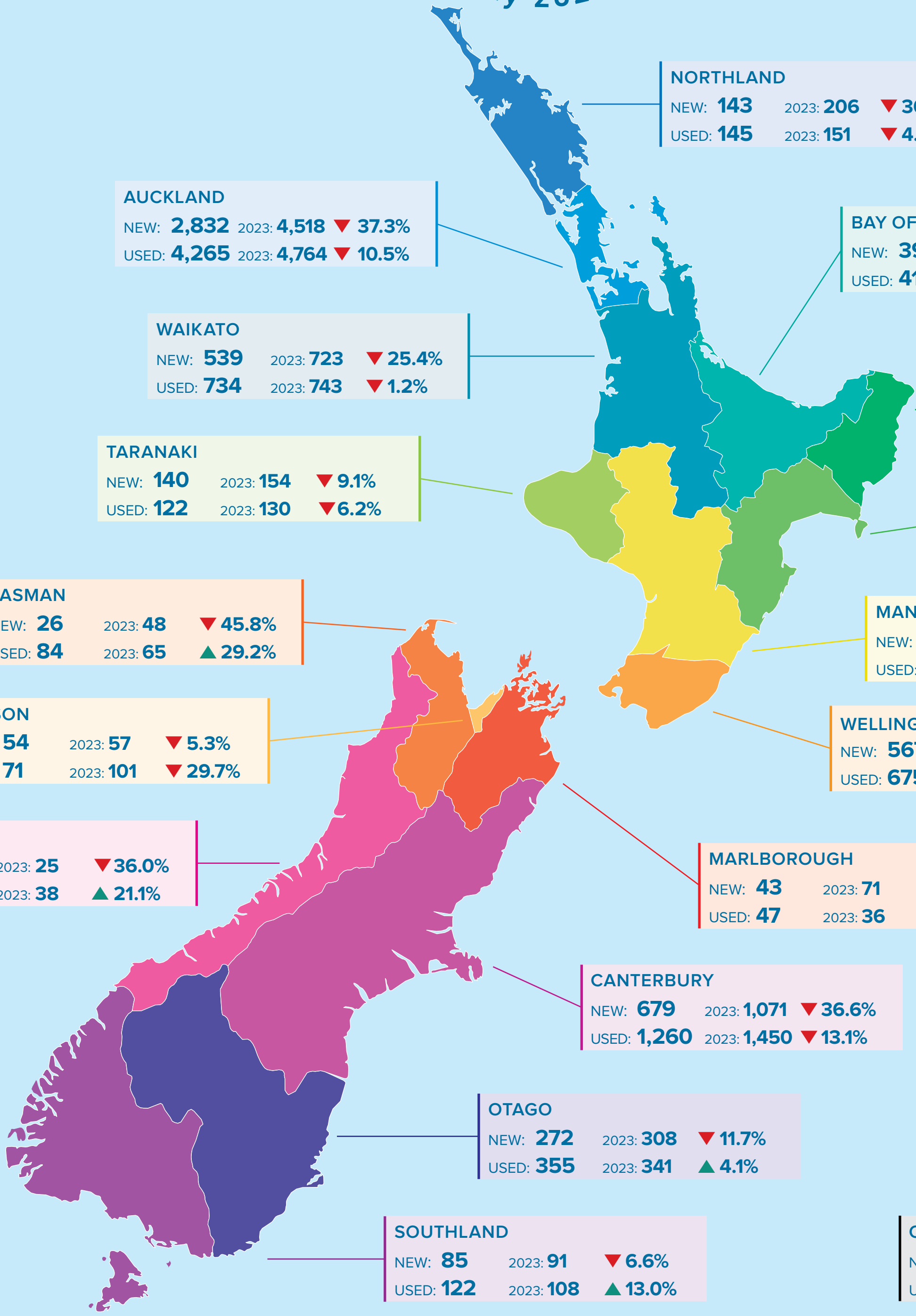
MORNING CRYSTAL

Around the Country

May 2024

Total new cars	
6,366	
2023: 9,537	▼ 33.2%

Total imported used cars	
8,885	
2023: 9,573	▼ 7.2 %



NORTHLAND	NEW:	143	2023: 206	▼ 30.6%
	USED:	145	2023: 151	▼ 4.0%
AUCKLAND	NEW:	2,832	2023: 4,518	▼ 37.3%
	USED:	4,265	2023: 4,764	▼ 10.5%
BAY OF PLENTY	NEW:	394	2023: 514	▼ 23.3%
	USED:	412	2023: 405	▲ 1.7%
WAIKATO	NEW:	539	2023: 723	▼ 25.4%
	USED:	734	2023: 743	▼ 1.2%
GISBORNE	NEW:	37	2023: 31	▲ 19.4%
	USED:	35	2023: 59	▼ 40.7%
TARANAKI	NEW:	140	2023: 154	▼ 9.1%
	USED:	122	2023: 130	▼ 6.2%
HAWKE'S BAY	NEW:	223	2023: 271	▼ 17.7%
	USED:	226	2023: 191	▲ 18.3%
TASMAN	NEW:	26	2023: 48	▼ 45.8%
	USED:	84	2023: 65	▲ 29.2%
MANAWATU-WHANGANUI	NEW:	309	2023: 356	▼ 13.2%
	USED:	258	2023: 231	▲ 11.7%
NELSON	NEW:	54	2023: 57	▼ 5.3%
	USED:	71	2023: 101	▼ 29.7%
WELLINGTON	NEW:	567	2023: 1,067	▼ 46.9%
	USED:	675	2023: 710	▼ 4.9%
WEST COAST	NEW:	16	2023: 25	▼ 36.0%
	USED:	46	2023: 38	▲ 21.1%
MARLBOROUGH	NEW:	43	2023: 71	▼ 39.4%
	USED:	47	2023: 36	▲ 30.6%
CANTERBURY	NEW:	679	2023: 1,071	▼ 36.6%
	USED:	1,260	2023: 1,450	▼ 13.1%
OTAGO	NEW:	272	2023: 308	▼ 11.7%
	USED:	355	2023: 341	▲ 4.1%
SOUTHLAND	NEW:	85	2023: 91	▼ 6.6%
	USED:	122	2023: 108	▲ 13.0%
OTHERS (Chatham Islands, overseas, unknown)	NEW:	7	2023: 26	▼ 73.1%
	USED:	28	2023: 50	▼ 44.0%

Imported Passenger Vehicle Sales by Make - May 2024

MAKE	MAY'24	MAY'23	+/-%	MAY'24 MKT SHARE	2024 YEAR TO DATE	2024 MKT SHARE
Toyota	3,224	4,024	-19.9	36.3%	16,864	38.1%
Nissan	1,209	1,328	-9.0	13.6%	6,027	13.6%
Mazda	1,136	1,274	-10.8	12.8%	6,109	13.8%
Honda	790	672	17.6	8.9%	3,646	8.2%
Subaru	745	499	49.3	8.4%	3,392	7.7%
Suzuki	254	250	1.6	2.9%	1,238	2.8%
BMW	245	245	0.0	2.8%	1,176	2.7%
Mercedes-Benz	210	169	24.3	2.4%	800	1.8%
Lexus	207	95	117.9	2.3%	913	2.1%
Volkswagen	206	310	-33.5	2.3%	944	2.1%
Mitsubishi	201	276	-27.2	2.3%	1,124	2.5%
Audi	166	202	-17.8	1.9%	806	1.8%
Land Rover	49	11	345.5	0.6%	186	0.4%
Ford	36	30	20.0	0.4%	163	0.4%
Jaguar	27	18	50.0	0.3%	93	0.2%
Jeep	20	10	100.0	0.2%	97	0.2%
Morgan	15	0	1,500.0	0.2%	16	0.0%
Porsche	14	9	55.6	0.2%	74	0.2%
Chevrolet	12	19	-36.8	0.1%	64	0.1%
Mini	12	18	-33.3	0.1%	49	0.1%
Volvo	12	22	-45.5	0.1%	71	0.2%
Chrysler	10	4	150.0	0.1%	37	0.1%
Daihatsu	8	12	-33.3	0.1%	21	0.0%
Dodge	7	6	16.7	0.1%	49	0.1%
Holden	7	6	16.7	0.1%	27	0.1%
Hyundai	7	11	-36.4	0.1%	28	0.1%
Tesla	7	3	133.3	0.1%	38	0.1%
Kia	5	4	25.0	0.1%	18	0.0%
Cadillac	4	1	300.0	0.0%	10	0.0%
Renault	4	4	0.0	0.0%	10	0.0%
Aston Martin	3	0	300.0	0.0%	5	0.0%
Bentley	3	2	50.0	0.0%	16	0.0%
Fiat	3	0	300.0	0.0%	14	0.0%
Isuzu	3	1	200.0	0.0%	4	0.0%
Peugeot	3	8	-62.5	0.0%	25	0.1%
Others	21	30	-30.0	0.2%	127	0.3%
Total	**8,885**	**9,573**	**-7.2**	**100.0%**	**44,281**	**100.0%**

Imported Passenger Vehicle Sales by Model - May 2024

MAKE	MODEL	MAY'24	MAY'23	+/-%	MAY'24 MKT SHARE	2024 YEAR TO DATE	2024 MKT SHARE
Toyota	Aqua	840	1,406	-40.3	9.5%	4,523	10.2%
Toyota	Prius	716	1,015	-29.5	8.1%	3,691	8.3%
Mazda	Axela	351	538	-34.8	4.0%	1,924	4.3%
Toyota	Corolla	320	386	-17.1	3.6%	1,674	3.8%
Nissan	X-Trail	300	175	71.4	3.4%	1,365	3.1%
Nissan	Note	295	339	-13.0	3.3%	1,735	3.9%
Honda	Fit	289	322	-10.2	3.3%	1,464	3.3%
Subaru	Impreza	282	208	35.6	3.2%	1,369	3.1%
Toyota	C-HR	271	206	31.6	3.1%	1,279	2.9%
Mazda	Demio	266	266	0.0	3.0%	1,411	3.2%
Nissan	Serena	225	234	-3.8	2.5%	1,210	2.7%
Subaru	XV	218	134	62.7	2.5%	961	2.2%
Mazda	CX-5	212	185	14.6	2.4%	1,065	2.4%
Suzuki	Swift	194	166	16.9	2.2%	869	2.0%
Honda	Vezel	155	80	93.8	1.7%	717	1.6%
Volkswagen	Golf	135	203	-33.5	1.5%	614	1.4%
Mitsubishi	Outlander	132	201	-34.3	1.5%	710	1.6%
Toyota	Vellfire	113	29	289.7	1.3%	438	1.0%
Toyota	Vitz	107	136	-21.3	1.2%	699	1.6%
Mazda	Premacy	98	91	7.7	1.1%	501	1.1%
Mazda	Atenza	92	87	5.7	1.0%	510	1.2%
Toyota	Spade	81	57	42.1	0.9%	427	1.0%
Nissan	Leaf	79	290	-72.8	0.9%	343	0.8%
Toyota	Camry	78	107	-27.1	0.9%	513	1.2%
Subaru	Forester	75	31	141.9	0.8%	302	0.7%
Subaru	Legacy	72	39	84.6	0.8%	294	0.7%
Toyota	Sai	61	120	-49.2	0.7%	370	0.8%
Toyota	Alphard	60	36	66.7	0.7%	270	0.6%
Honda	Odyssey	59	18	227.8	0.7%	196	0.4%
Lexus	CT 200h	57	31	83.9	0.6%	283	0.6%
Honda	Grace	54	39	38.5	0.6%	178	0.4%
Nissan	Skyline	54	18	200.0	0.6%	198	0.4%
Lexus	IS 300h	48	8	500.0	0.5%	177	0.4%
BMW	320i	46	32	43.8	0.5%	212	0.5%
Toyota	Auris	45	48	-6.3	0.5%	285	0.6%
Others		2,405	2,292	4.9	27.1%	11,504	26.0%
Total		**8,885**	**9,573**	**-7.2**	**100.0%**	**44,281**	**100.0%**

Investment to lift listings site

Auto Trader hopes to increase leads and sales for dealers as it puts "significant" investment from its new owner, the Optimus Group, into improving the listings website.

A new dealer dashboard for analytics and market trends had a soft launch in May. Also in the pipeline are advertising package features, user-experience improvements, Auto Trader Roadside Assistance and more.

Richie East, head of sales, says Optimus will be injecting cash into the platform over the coming months as it seeks market growth.

"This will be allocated towards a national marketing campaign, platform improvements to optimise results and user experience, and ongoing innovation initiatives," he told Autofile. "The investment aims to significantly enhance Auto Trader's brand awareness among New Zealand consumers, leading to increased quality leads and sales for our dealers."

Optimus took a 51 per cent controlling stake in Auto Trader Media Group, which owns Autotrader.co.nz, in December 2023.

Auto Trader was previously owned by East and Ross Logue, who acquired the title from Bauer Media in 2019 under a management buy-out.

The website listed about 23,000 cars per month at that time. It now has a monthly average of 44,000 listings.

The company notes dealer leads from the site for January and February 2024 increased by 56 per cent compared to the same period in 2023.

East says: "This surge reflects the effectiveness of several improvements, particularly our new finance enquiry feature.

"Previously, car buyers would have clicked and gone directly to the dealer's website. Now we're capturing the lead and sending it straight to the dealer with more information."

Optimus Group, which has its headquarters in Japan and is listed on the Tokyo Stock Exchange, has investments in New Zealand and Australia covering trading, logistics, inspection services and retailing.

The global automotive business says investing in Auto Trader extends the range of services it provides to the sector in this country and gives it a stake in a "trusted digital platform".

It adds the Auto Trader purchase consolidates Optimus' presence in New Zealand and will allow it to deliver a wider range of services to consumers.

East says the group brings invaluable benefits to Auto Trader, including knowledge across various segments of automotive, strong industry relationships and substantial capital backing for expansion.

"This partnership is poised to provide dealers with a viable alternative in the marketplace, ensuring sustained growth and competitiveness."

Trading dips

Used-imported car registrations declined by 7.2 per cent last month – 8,885 versus 9,573 in May 2023. Toyota achieved a one-two on the models' ladder with the Aqua on 840 units and Prius on 716. Third spot went to Mazda's Axela with 351.

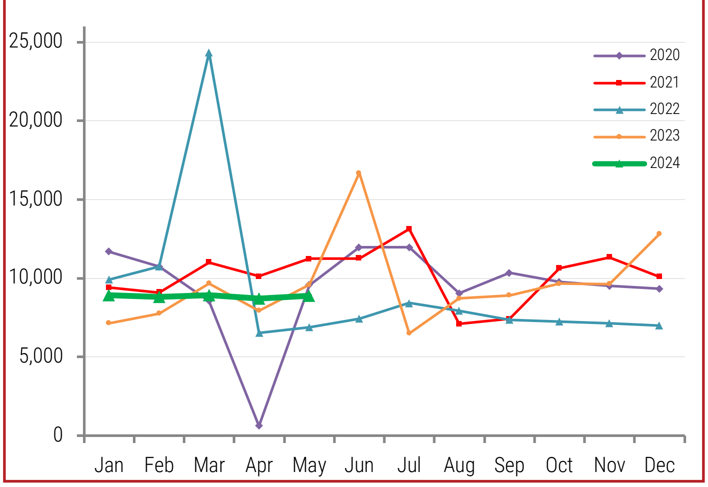
Last month's top marque was Toyota with 3,224 units, down by 19.9 per cent compared to May last year. Next up were Nissan on 1,209 and Mazda with 1,136.

FEEDBACK ON FINANCE

Submissions to the government on plans to amend the Credit Contracts and Consumer Finance Act close on June 19.

Feedback is being sought on three discussion documents for streamlining how banks and other financial-service providers are regulated.

Used Imported Passenger Registrations - 2020–2024



Used Imported Passenger Vehicle Sales by Motive Power - May 2024

POWER TYPE	MAY '24	MAY '23	+/-%	MAY '24 MKT SHARE	2024 YEAR TO DATE	2024 MKT SHARE
Full battery electric	98	307	-68.1%	1.1%	436	1.0%
Plug-in hybrid electric	100	233	-57.1%	1.1%	22,397	51.2%
Non plug-in petrol hybrid	3,963	4,665	-15.0%	44.6%	20,341	46.5%
Petrol	4,624	4,241	9.0%	52.0%	1	0.0%
Diesel	100	127	-21.3%	1.1%	554	1.3%
Others (includes non plug-in diesel hybrid, fuel cell)	0	0	0.0%	0.0%	1	0.0%
Total	**8,885**	**9,573**	**-7.2%**		**43,730**	

Technical letters issue solved

Action taken by the Imported Motor Vehicle Industry Association (VIA) has helped to avoid obstacles with used cars when it comes to compliance.

NZ Transport Agency Waka Kotahi has said it will accept electronically signed technical letters, which avoids for the need for physical signatures.

VIA says inspection organisations have been informed of this change by the agency with the updating of the vehicle inspection requirements manual (VIRM) to follow.

The issue was brought to the fore when the Land Transport Authority (LTA) in Singapore changed the format of its technical letters to include an electronic signature. This has replaced the need for staff to physically sign each letter.

However, as currently written, the VIRM requires a physical signature on these documents.

VIA contacted the LTA and NZTA to ensure the agencies were co-ordinating on this change in practice.

The association, in an alert to members, says: "The LTA confirmed that the NZTA was advised of the change and promptly sent a reminder to the NZTA on receipt of VIA's email. Subsequently, NZTA officials have confirmed they received this information."

The association is asking business owners to become members. It says joining VIA "signifies being part of a community that actively shapes the future of the automotive import sector in New Zealand".

"Our work ensures regulations are informed, practical and sustainable, mitigating risks and opening opportunities for all stakeholders," it says. "We represent interests at all levels of government, ensuring your voice is heard where it matters most.

"Members receive updates on regulatory changes, market trends and insights that can significantly impact business operations and strategic planning."

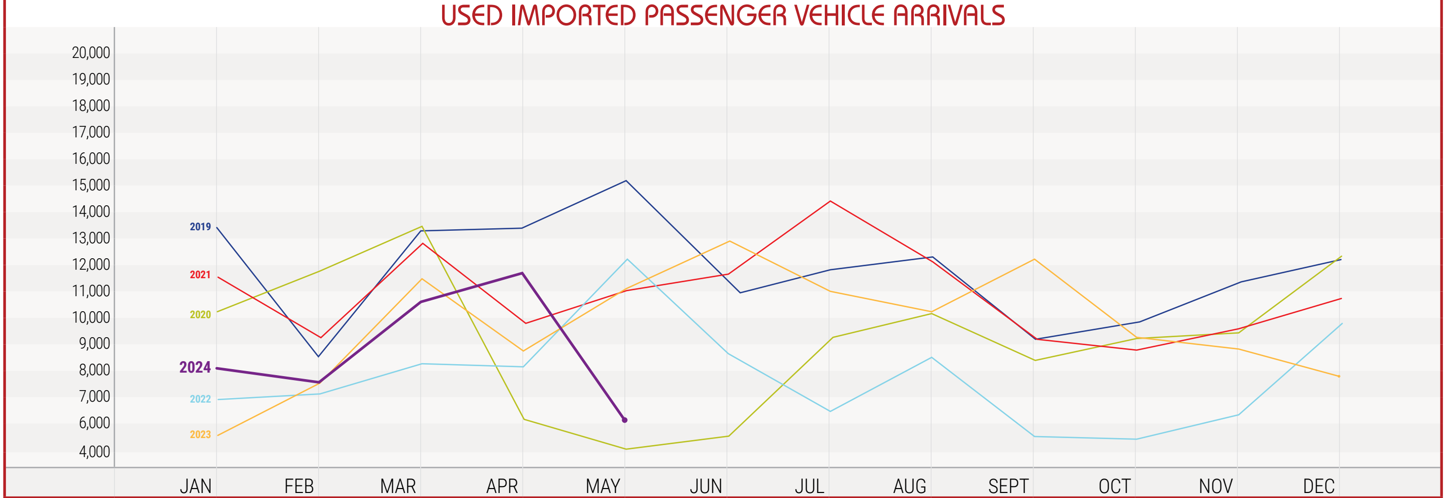
WEAK IMPORTS MONTH

There were 6,111 used passenger vehicles imported into New Zealand during May.

That was the lowest monthly total so far in 2024 with the previous low coming in February.

Japan accounted for 96 per cent of May's overall total with 5,864 units. In addition, 125 came in from Australia, 31 from Singapore, 26 from the US and 21 from the UK.

USED IMPORTED PASSENGER VEHICLE ARRIVALS



Used Imported Passenger Vehicles By Country Of Export

COUNTRY OF EXPORT	2024						
	JAN '24	FEB '24	MAR '24	APR '24	MAY '24	MAY MKT SHARE	2024 TOTAL
Australia	72	106	105	164	125	2.0%	**572**
Great Britain	19	23	14	14	21	0.3%	**91**
Japan	7,984	7,255	10,437	11,411	5,864	96.0%	**42,951**
Singapore	18	43	28	20	31	0.5%	**140**
USA	12	21	11	17	26	0.4%	**87**
Other countries	12	9	9	12	44	0.7%	**86**
Total	**8,117**	**7,457**	**10,604**	**11,638**	**6,111**	**100.0%**	**43,927**

COUNTRY OF EXPORT	2023						2022	
	Q1	Q2	Q3	Q4	2023 TOTAL	MRKT SHARE	2022 TOTAL	MRKT SHARE
Australia	338	306	267	352	1,263	1.1%	2,353	2.6%
Great Britain	75	60	58	79	272	0.2%	512	0.6%
Japan	23,317	32,064	32,800	25,281	113,462	98.0%	87,740	95.6%
Singapore	50	75	48	77	250	0.2%	423	0.5%
USA	68	56	83	58	265	0.2%	487	0.5%
Other countries	48	61	61	71	241	0.2%	250	0.3%
Total	**23,896**	**32,622**	**33,317**	**25,918**	**115,753**	**100.0%**	**91,765**	**100.0%**

Repairs need dealing with quickly

Registered motor-vehicle traders need to be aware of their obligations under the Consumer Guarantees Act (CGA) when it comes to repairing cars they have sold.

A specific decision has been used by the Motor Vehicle Disputes Tribunal to provide some guidance in respect of this part of the legislation.

After considering evidence from both parties in a case last year, the adjudicator determined the dealer took an unreasonable amount of time to repair relatively minor issues with a car.

This then resulted in the purchaser being allowed to reject it under the CGA.

A few days after the vehicle was supplied, the purchaser noticed a knocking noise coming from the steering and the heater wasn't working properly, so he returned to the dealer.

The customer then contacted the trader and hadn't received a reply some 10 days later about what was happening with repairs.

The dealer tried to fix the car, but couldn't find any problems connected to the steering.

The vehicle referred on to a mechanic, who diagnosed the issues as a broken flap in the heater box and a faulty steering-shaft universal joint.

About one week later, the trader purchased the replacement parts that were required. It eventually advised the buyer the car wouldn't be fixed until about 10 days after that, so the application to reject it was filed.

The tribunal ruled that while the faults weren't substantial, the remedial work was simple and should have been performed within two weeks – even if there had been an initial misdiagnosis of the cause of the knocking noise from the steering.

Consequently, the adjudicator allowed the purchaser to reject the vehicle and the dealer was ordered to issue a refund.

SLIGHT DROPS IN TRADE

Traders sold 15,492 second-hand passenger vehicles to members of the public last month.

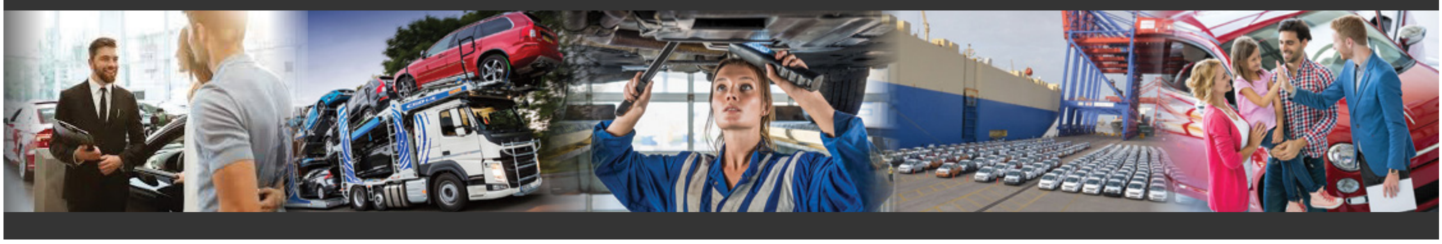
That was down by 0.1 per cent from 15,505 when compared to May last year.

Last month's trade-ins came in at 13,241, which represented a 5.2 per cent fall from 13,971 over the same period.

There were also 41,819 private transactions, which was down by 1.4 per cent from 42,409.

SECONDHAND CAR SALES - May 2024

	DEALER TO PUBLIC				PUBLIC TO PUBLIC			PUBLIC TO DEALER		
REGION	MAY '24	MAY '23	+/- %	MARKET SHARE	MAY '24	MAY '23	+/- %	MAY '24	MAY '23	+/- %
Northland	482	492	-2.0%	3.1%	1,853	1,832	1.1%	216	214	0.9%
Auckland	5,169	5,378	-3.9%	33.4%	14,114	14,507	-2.7%	5,321	6,020	-11.6%
Waikato	1,641	1,557	5.4%	10.6%	4,113	4,092	0.5%	1,159	1,228	-5.6%
Bay of Plenty	1,061	1,049	1.1%	6.8%	3,060	3,104	-1.4%	762	668	14.1%
Gisborne	161	138	16.7%	1.0%	371	389	-4.6%	60	40	50.0%
Hawke's Bay	592	615	-3.7%	3.8%	1,454	1,611	-9.7%	383	418	-8.4%
Taranaki	375	328	14.3%	2.4%	1,075	1,057	1.7%	185	226	-18.1%
Manawatu-Whanganui	865	860	0.6%	5.6%	2,142	2,170	-1.3%	814	836	-2.6%
Wellington	1,366	1,377	-0.8%	8.8%	3,198	3,247	-1.5%	1,136	1,168	-2.7%
Tasman	165	138	19.6%	1.1%	510	480	6.3%	24	23	4.3%
Nelson	108	149	-27.5%	0.7%	373	354	5.4%	204	213	-4.2%
Marlborough	121	126	-4.0%	0.8%	406	398	2.0%	81	87	-6.9%
West Coast	105	108	-2.8%	0.7%	292	292	0.0%	45	37	21.6%
Canterbury	2,197	2,123	3.5%	14.2%	5,622	5,620	0.0%	2,216	2,098	5.6%
Otago	730	726	0.6%	4.7%	2,093	2,106	-0.6%	490	510	-3.9%
Southland	298	279	6.8%	1.9%	1,013	986	2.7%	145	185	-21.6%
Other	56	62	-9.7%	0.4%	130	164	-20.7%	0	0	0.0%
NZ Total	**15,492**	**15,505**	**-0.1%**	**100.0%**	**41,819**	**42,409**	**-1.4%**	**13,241**	**13,971**	**-5.2%**



New Passenger Vehicle Sales by Make - May 2024

MAKE	MAY'24	MAY'23	+/-%	MAY'24 MKT SHARE	2024 YEAR TO DATE	2024 MKT SHARE
Toyota	1,384	1,781	-22.3	21.7%	7,367	21.6%
Kia	680	646	5.3	10.7%	3,491	10.3%
Mitsubishi	659	1,094	-39.8	10.4%	3,731	11.0%
Suzuki	505	681	-25.8	7.9%	2,361	6.9%
Mazda	349	449	-22.3	5.5%	1,408	4.1%
Hyundai	333	870	-61.7	5.2%	1,370	4.0%
MG	258	514	-49.8	4.1%	1,191	3.5%
GWM	221	17	1,200.0	3.5%	1,246	3.7%
Ford	218	318	-31.4	3.4%	1,632	4.8%
Honda	190	390	-51.3	3.0%	1,331	3.9%
Subaru	165	206	-19.9	2.6%	784	2.3%
Volkswagen	157	389	-59.6	2.5%	845	2.5%
Nissan	146	218	-33.0	2.3%	1,212	3.6%
BMW	115	133	-13.5	1.8%	640	1.9%
Audi	100	103	-2.9	1.6%	513	1.5%
Mercedes-Benz	98	124	-21.0	1.5%	566	1.7%
Lexus	96	152	-36.8	1.5%	559	1.6%
Land Rover	80	89	-10.1	1.3%	522	1.5%
Tesla	76	173	-56.1	1.2%	521	1.5%
Skoda	71	137	-48.2	1.1%	465	1.4%
Omoda	58	0	5,800.0	0.9%	120	0.4%
BYD	53	222	-76.1	0.8%	206	0.6%
Mini	49	55	-10.9	0.8%	290	0.9%
Isuzu	43	13	230.8	0.7%	82	0.2%
Volvo	40	42	-4.8	0.6%	175	0.5%
Porsche	38	25	52.0	0.6%	237	0.7%
Cupra	22	56	-60.7	0.3%	128	0.4%
Mahindra	20	51	-60.8	0.3%	152	0.4%
Peugeot	18	96	-81.3	0.3%	179	0.5%
Jaguar	13	11	18.2	0.2%	86	0.3%
Opel	13	35	-62.9	0.2%	32	0.1%
Jeep	11	59	-81.4	0.2%	67	0.2%
SsangYong	11	30	-63.3	0.2%	79	0.2%
Alfa Romeo	10	3	233.3	0.2%	47	0.1%
KGM	10	0	1,000.0	0.2%	39	0.1%
Polestar	9	22	-59.1	0.1%	36	0.1%
Haval	8	267	-97.0	0.1%	46	0.1%
Citroen	5	13	-61.5	0.1%	34	0.1%
Yamaha	5	2	150.0	0.1%	13	0.0%
Aston Martin	4	6	-33.3	0.1%	22	0.1%
Fiat	4	7	-42.9	0.1%	19	0.1%
Ferrari	3	2	50.0	0.0%	17	0.0%
Ineos	3	2	50.0	0.0%	31	0.1%
Lotus	3	0	300.0	0.0%	9	0.0%
Others	12	34	-64.7	0.2%	135	0.4%
Total	**6,366**	**9,537**	**-33.2**	**100.0%**	**34,036**	**100.0%**

New Passenger Vehicle Sales by Model - May 2024

MAKE	MODEL	MAY'24	MAY'23	+/-%	MAY'24 MKT SHARE	2024 YEAR TO DATE	2024 MKT SHARE
Toyota	RAV4	761	860	-11.5	12.0%	3,644	10.7%
Mitsubishi	ASX	328	157	108.9	5.2%	1,429	4.2%
Suzuki	Swift	246	403	-39.0	3.9%	1,181	3.5%
Mitsubishi	Outlander	223	449	-50.3	3.5%	1,431	4.2%
Kia	Seltos	201	108	86.1	3.2%	1,167	3.4%
MG	ZS	185	388	-52.3	2.9%	758	2.2%
Ford	Everest	154	84	83.3	2.4%	968	2.8%
Mazda	CX-5	151	166	-9.0	2.4%	643	1.9%
Kia	Stonic	143	80	78.8	2.2%	866	2.5%
Hyundai	Kona	136	229	-40.6	2.1%	505	1.5%
Toyota	Highlander	121	134	-9.7	1.9%	610	1.8%
Kia	Sportage	115	94	22.3	1.8%	672	2.0%
Kia	Carnival	102	61	67.2	1.6%	173	0.5%
Suzuki	Jimny	95	40	137.5	1.5%	475	1.4%
Toyota	Corolla	93	154	-39.6	1.5%	527	1.5%
Mitsubishi	Eclipse Cross	91	363	-74.9	1.4%	677	2.0%
Nissan	X-Trail	88	70	25.7	1.4%	574	1.7%
GWM	Haval H6	84	0	8,400.0	1.3%	486	1.4%
Hyundai	Tucson	84	233	-63.9	1.3%	385	1.1%
Toyota	Corolla Cross	83	87	-4.6	1.3%	760	2.2%
Toyota	Yaris Cross	83	72	15.3	1.3%	558	1.6%
GWM	Haval Jolion	81	0	8,100.0	1.3%	463	1.4%
Toyota	Yaris	76	73	4.1	1.2%	355	1.0%
Honda	Jazz	72	188	-61.7	1.1%	366	1.1%
Subaru	Outback	68	76	-10.5	1.1%	259	0.8%
Suzuki	S-Cross	68	35	94.3	1.1%	254	0.7%
Honda	ZR-V	66	130	-49.2	1.0%	482	1.4%
Kia	Niro	66	92	-28.3	1.0%	296	0.9%
Subaru	Crosstrek	59	5	1,080.0	0.9%	248	0.7%
Volkswagen	Tiguan	58	176	-67.0	0.9%	325	1.0%
Toyota	Land Cruiser Prado	55	118	-53.4	0.9%	128	0.4%
Omoda	C5	52	0	5,200.0	0.8%	102	0.3%
GWM	Tank	51	0	5,100.0	0.8%	257	0.8%
Suzuki	Vitara	50	121	-58.7	0.8%	188	0.6%
Hyundai	Santa Fe	48	105	-54.3	0.8%	273	0.8%
Suzuki	Ignis	46	82	-43.9	0.7%	263	0.8%
Mazda	CX-3	44	53	-17.0	0.7%	166	0.5%
Tesla	Model Y	44	77	-42.9	0.7%	336	1.0%
Isuzu	MU-X	43	13	230.8	0.7%	82	0.2%
Honda	CR-V	42	42	0.0	0.7%	386	1.1%
Mazda	CX-30	39	39	0.0	0.6%	131	0.4%
Nissan	Qashqai	38	109	-65.1	0.6%	495	1.5%
MG	MG 3	36	78	-53.8	0.6%	227	0.7%
Mazda	Mazda2	33	41	-19.5	0.5%	109	0.3%
Tesla	Model 3	32	96	-66.7	0.5%	185	0.5%
Others		1,532	3,556	-56.9	24.1%	9,171	26.9%
Total		**6,366**	**9,537**	**-33.2**	**100.0%**	**34,036**	**100.0%**

Taking top role at blue oval

Ford New Zealand has appointed Annaliese Atina to replace Simon Rutherford as managing director.

She has joined the company after holding senior executive roles with One NZ and Coca-Cola Amatil during her 25-year career.

"Ford has a rich history in New Zealand, and is locally and globally a leading brand with a promising future," says Atina.

"It's a great time to be joining, and I look forward to working closely with our team and dealers to help better serve our customers."

The mother-of-three's career highlights include leading a turnaround performance of a business unit at One NZ, where she started in 2021 when it was known as Vodafone.

She also set up strategic routes to lead the segment's 125,000 customers from share loss to robust annual revenue growth.

Before that, Atina worked at Coca-Cola Amatil for 17 years after starting there in 2004 as sales manager of the outbound call centre.

She later took a leadership position in establishing omni-channel capabilities to boost market reach that drove significant year-over-year revenue growth, led a customer-experience strategy that transformed the business and leveraged technology advancements to improve customer satisfaction by 35 per cent.


Annaliese Atina

Down one-third

Sales of new cars fell by 33.2 per cent last month when compared to May 2023 – from 9,537 to 6,366. The month's top model was Toyota's RAV4 with 761 units, followed by Mitsubishi's ASX on 328 and Suzuki's Swift with 246. The top five was completed by the Outlander with 223 and Kia's Seltos on 201. Last month's most popular marques were Toyota with 1,384 units, Kia with 680 and Mitsubishi on 659.

Atina is a member of Global Women and the Institute of Directors NZ, a board member of the Technology Users Association of NZ, and head coach of the Ambition Collective founded to uplift women in business. She is also studying for a master of business administration at the University of Waikato.

Atina started in her new role on May 27. This allowed for a transition and handover with Rutherford, who is taking on a new regional role at Ford International Markets Group.

Andrew Birkic, president and chief executive of Ford Australia and NZ, says: "We're excited to have Annaliese joining, and look forward to insights and ideas gained from her wealth of experience.

"Ford will benefit from her perspective and the new lens she can put on serving our customers."

BUSINESS EXPANDING

A dealership in the Taranaki is expanding after investing millions into building a new headquarters and opening two branches.

Western Coast MG was established by Craig and Jo Baylis in October last year after they took over the former Hawera Autocourt business from Sue Goble, its retiring owner.

They have teamed up with dealer principal Jimmi Guillosson and a new $2 million headquarters in Hawera is being constructed that will be three times the size of its current space.

Due to be completed in about 18 months, the site will include a six-vehicle showroom, five-bay workshop, offices, an electric-car charging space, the used-car operation, and a section for wheel and tyre alignments.

Western Coast MG has also expanded with a branch in New Plymouth in November 2023. A temporary store opened in Whanganui in March while work on a new $1m building takes place.

DOUBLE-DIGIT BOOM

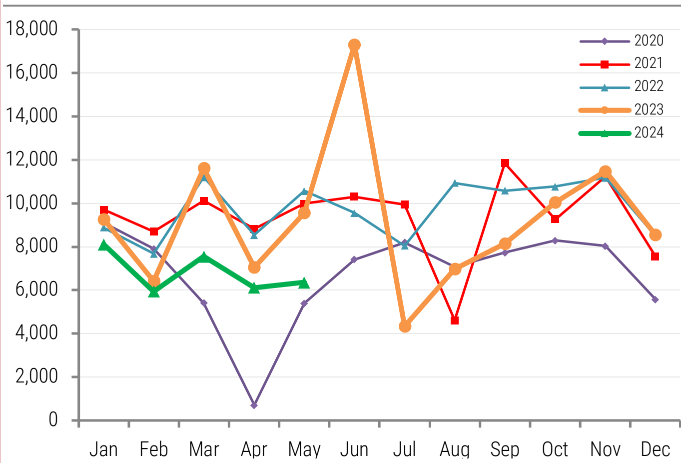
Mini NZ reported a 16 per cent increase in sales for the first quarter of 2024. It notched up 186 registrations during the period with those in March recording a year-on-year jump of 85 per cent.

The company says it's in a strong position to maintain growth with its Countryman C and John Cooper Works now at dealerships.

These two additions are "the beginning of an exciting range of next-generation variants" to be rolled out here in 2024's third quarter, including the petrol S variant alongside four new fully electric variants across the Countryman and Cooper hatchback ranges.

The next-generation models incorporate Mini's circularity principle of RE:think, RE:duce, RE:use and RE:cycle by using raw and secondary materials, as well as being 100 per cent chrome and leather-free.

New Passenger Registrations - 2020–2024



New Passenger Vehicle Sales by Motive Power - May 2024

POWER TYPE	MAY'24	MAY'23	+/-%	MAY'24 MKT SHARE	2024 YEAR TO DATE	2024 MKT SHARE
Full battery electric	359	1,165	-69.2%	5.6%	1,702	5.0%
Plug-in hybrid electric	177	726	-75.6%	2.8%	950	2.8%
Non plug-in petrol hybrid	2,190	2,558	-14.4%	34.4%	11,543	33.9%
Petrol	3,052	4,232	-27.9%	47.9%	16,706	49.1%
Diesel	588	855	-31.2%	9.2%	3,134	9.2%
Others (includes non plug-in diesel hybrid, fuel cell)	0	1	-100.0%	0.0%	1	0.0%
Total	**6,366**	**9,537**	**-33.2%**		**34,036**	

Second marque for dealership

Hyundai Hamilton, part of the Ingham Group, has become a dual-franchise site and is now also offering models from Isuzu.

In recognition of the change, the business has been renamed Ingham Hamilton.

Greg Renner, dealer principal, says: "Our decision to incorporate Isuzu into our line-up stems from a deep understanding of the varied requirements and preferences of the local community.

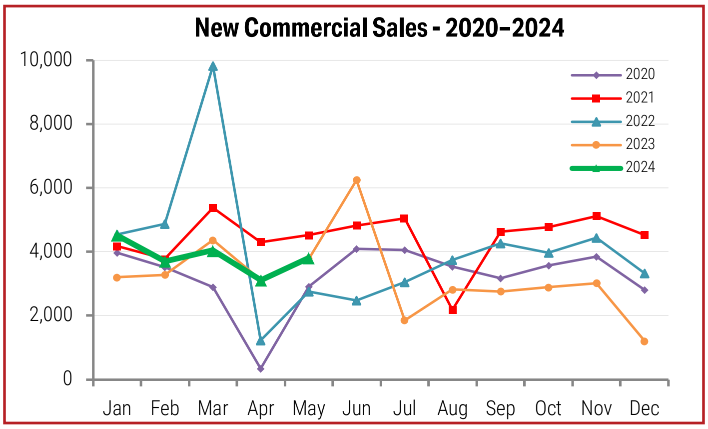
"By offering greater choices to meet the evolving needs of customers, our dealership will further solidify its position as a leading automotive destination in the region."

The Ingham Group describes the dealership's expansion and new name as an exciting milestone in the company's 40-year history.

Trent Ingham, managing director, believes the change underscores its dedication to meeting growing consumer demands, and reinforces its aim to provide the highest standards of quality and service.

"We're confident the introduction of Isuzu will not only meet but exceed the expectations of our customers," he says.

"By bringing Isuzu on-board, our customers can expect an unparalleled experience."



LOOKING AT ELECTRIC

Toyota may be looking to mass-produce a fully electric Hilux, according to media reports.

Noriaki Yamashita, president of Toyota Thailand, recently told journalists in Bangkok that the model could be released as early as 2025.

As for what to expect, the Hilux EV is likely to follow in the footsteps of the Revo BEV Concept first seen in 2022, which later

New Commercial Sales by Make - May 2024

MAKE	MAY '24	MAY '23	+/-%	MAY '24 MKT SHARE	2024 YEAR TO DATE	2024 MKT SHARE
Ford	1,246	1,073	16.1	32.7%	6,015	31.3%
Toyota	991	977	1.4	26.0%	4,373	22.8%
Mitsubishi	444	359	23.7	11.6%	2,294	11.9%
Isuzu	188	221	-14.9	4.9%	1,121	5.8%
LDV	132	136	-2.9	3.5%	334	1.7%
Nissan	114	114	0.0	3.0%	975	5.1%
Fuso	96	101	-5.0	2.5%	447	2.3%
Volkswagen	83	171	-51.5	2.2%	547	2.8%
Hino	56	73	-23.3	1.5%	233	1.2%
Scania	48	53	-9.4	1.3%	275	1.4%
Mercedes-Benz	47	62	-24.2	1.2%	322	1.7%
Fiat	44	31	41.9	1.2%	276	1.4%
DAF	33	16	106.3	0.9%	151	0.8%
Kenworth	27	13	107.7	0.7%	132	0.7%
Factory built	23	1	2,200.0	0.6%	30	0.2%
Foton	23	20	15.0	0.6%	74	0.4%
Hyundai	22	40	-45.0	0.6%	236	1.2%
Iveco	21	30	-30.0	0.6%	173	0.9%
Ram	21	28	-25.0	0.6%	123	0.6%
Volvo	21	22	-4.5	0.6%	145	0.8%
Others	135	239	-43.5	3.5%	927	4.8%
Total	**3,815**	**3,780**	**0.9**	**100.0%**	**19,203**	**100.0%**

New Commercial Sales by Model - May 2024

MAKE	MODEL	MAY '24	MAY '23	+/-%	MAY '24 MKT SHARE	2024 YEAR TO DATE	2024 MKT SHARE
Ford	Ranger	1,067	983	8.5	28.0%	5,333	27.8%
Toyota	Hilux	709	743	-4.6	18.6%	3,179	16.6%
Mitsubishi	Triton	444	358	24.0	11.6%	2,293	11.9%
Toyota	Hiace	234	157	49.0	6.1%	918	4.8%
Ford	Transit	179	88	103.4	4.7%	682	3.6%
Nissan	Navara	114	114	0.0	3.0%	975	5.1%
Isuzu	D-Max	104	129	-19.4	2.7%	609	3.2%
Volkswagen	Amarok	51	121	-57.9	1.3%	381	2.0%
Toyota	Land Cruiser	47	77	-39.0	1.2%	260	1.4%
Fiat	Ducato	44	30	46.7	1.2%	276	1.4%
LDV	Deliver 9	44	14	214.3	1.2%	146	0.8%
Isuzu	F Series	38	35	8.6	1.0%	229	1.2%
Isuzu	N Series	34	39	-12.8	0.9%	218	1.1%
Mercedes-Benz	Sprinter	32	30	6.7	0.8%	226	1.2%
Hino	500	28	35	-20.0	0.7%	96	0.5%
LDV	G10	28	27	3.7	0.7%	61	0.3%
DAF	CF	25	15	66.7	0.7%	135	0.7%
LDV	eT60	25	2	1,150.0	0.7%	27	0.1%
Volkswagen	Crafter	21	26	-19.2	0.6%	94	0.5%
Factory built	Geely	20	0	2,000.0	0.5%	20	0.1%
Others		527	757	-30.4	13.8%	3,045	15.9%
Total		**3,815**	**3,780**	**0.9**	**100.0%**	**19,203**	**100.0%**

underwent testing in Australia.

The concept's technical specifications are still under wraps.

Such a vehicle could be some time off – and could use next-generation battery technology, or hydrogen fuel-cell power, given the difficulties in "electrifying" utes and heavy-duty 4WDs with current technology.

Toyota is set to launch a mild-hybrid Hilux later this year with a 2.8-litre turbo diesel four-cylinder and six-speed automatic gearbox joined by a 48-volt electric-motor generator and lithium-ion battery.

SETTING BENCHMARK

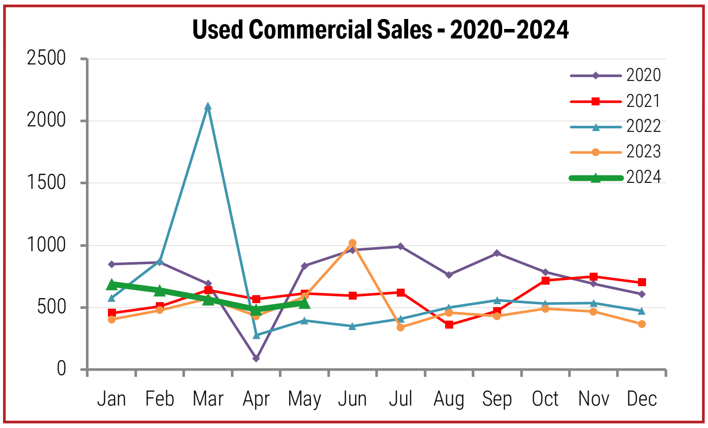
Mitsubishi's new Triton has been awarded five safety stars after being the first dual-cab ute to be tested and assessed against ANCAP's 2023-25 rating criteria.

It was shown to pose a relatively moderate risk compared with other models of its type.

"This rating demonstrates Mitsubishi's determination and ability to design, build and deliver a five-star product," says Carla Hoorweg, ANCAP's chief executive officer.

"Dual-cab utes are some of the highest-selling models in New Zealand and Australia, purchased in volume by consumers and fleet buyers. Utes in our market generally have longer model lifecycles than passenger cars.

"The aspiration of manufacturers to achieve five stars should extend across all market segments, not just those targeted by fleet buyers."



The five-star rating applies to all 2WD and 4WD double-cab variants of the new Triton available down under.

BUSINESS PICKING UP

Registrations of new commercials last month rose slightly to 3,815 from 3,780 in May 2023 or by 0.9 per cent.

Ford was May's most popular marque with 1,246 units. That total was up by 16.1 per cent from 1,073 in the same month last year.

The blue oval's Ranger was the best-selling model on 1,067, up by 8.5 per cent. Toyota's Hilux was second with 709 and Mitsubishi's Triton came third on 444.

The total for used-imported commercials was 538 for a year-on-year drop of eight per cent from 585. The most popular marque was Toyota on 222 units.

Used Commercial Sales by Make - May 2024

MAKE	MAY'24	MAY'23	+/-%	MAY'24 MKT SHARE	2024 YEAR TO DATE	2024 MKT SHARE
Toyota	280	266	5.3	52.0%	1,493	51.0%
Nissan	109	125	-12.8	20.3%	629	21.5%
Hino	38	26	46.2	7.1%	156	5.3%
Isuzu	24	44	-45.5	4.5%	144	4.9%
Mitsubishi	23	31	-25.8	4.3%	115	3.9%
Ford	15	15	0.0	2.8%	129	4.4%
Suzuki	9	5	80.0	1.7%	29	1.0%
Chevrolet	7	4	75.0	1.3%	23	0.8%
Holden	4	11	-63.6	0.7%	15	0.5%
Mazda	4	6	-33.3	0.7%	39	1.3%
Volkswagen	4	4	0.0	0.7%	21	0.7%
Daihatsu	3	16	-81.3	0.6%	22	0.8%
Fuso	3	2	50.0	0.6%	8	0.3%
Citroen	2	0	200.0	0.4%	3	0.1%
Mack	2	0	200.0	0.4%	2	0.1%
Mercedes-Benz	2	3	-33.3	0.4%	8	0.3%
UD Trucks	2	4	-50.0	0.4%	11	0.4%
Campervan	1	0	100.0	0.2%	1	0.0%
DAF	1	0	100.0	0.2%	2	0.1%
Dodge	1	3	-66.7	0.2%	12	0.4%
Others	4	20	-80.0	0.7%	63	2.2%
Total	**538**	**585**	**-8.0**	**100.0%**	**2,925**	**100.0%**

Used Commercial Sales by Model - May 2024

MAKE	MODEL	MAY'24	MAY'23	+/-%	MAY'24 MKT SHARE	2024 YEAR TO DATE	2024 MKT SHARE
Toyota	Hiace	222	186	19.4	41.3%	1,148	39.2%
Nissan	NV350	72	68	5.9	13.4%	406	13.9%
Hino	Dutro	29	16	81.3	5.4%	118	4.0%
Toyota	Regius	25	36	-30.6	4.6%	167	5.7%
Fuso	Canter	19	18	5.6	3.5%	84	2.9%
Toyota	Dyna	19	20	-5.0	3.5%	95	3.2%
Isuzu	Elf	17	31	-45.2	3.2%	102	3.5%
Nissan	Caravan	12	28	-57.1	2.2%	97	3.3%
Nissan	Civilian	9	3	200.0	1.7%	20	0.7%
Suzuki	Carry	9	4	125.0	1.7%	27	0.9%
Hino	Ranger	8	8	0.0	1.5%	27	0.9%
Isuzu	Forward	6	9	-33.3	1.1%	30	1.0%
Nissan	NV200	6	4	50.0	1.1%	54	1.8%
Nissan	Atlas	5	14	-64.3	0.9%	27	0.9%
Ford	Ranger	4	7	-42.9	0.7%	33	1.1%
Chevrolet	C10	3	2	50.0	0.6%	8	0.3%
Daihatsu	Hijet	3	16	-81.3	0.6%	22	0.8%
Ford	F-100	3	2	50.0	0.6%	6	0.2%
Nissan	Clipper	3	0	300.0	0.6%	3	0.1%
Toyota	Alphard	3	0	300.0	0.6%	3	0.1%
Others		61	113	-46.0	11.3%	448	15.3%
Total		**538**	**585**	**-8.0**	**100.0%**	**2,925**	**100.0%**

Fleet scepticism with mandates

Daily sales drop

New car imports in May came in at 7,808. This was up by 25.3 per cent when compared to 6,233 units in April, but down 2.3 per cent from the 7,995 recorded in the same month a year earlier.

Registrations of 6,366 new passenger vehicles were completed last month, which was 4.2 per cent more than April's total. However, it was down by 33.2 per cent from 9,537 units in May 2023.

The numbers have resulted in the stock of new cars still to be registered increasing for a fourth consecutive month, climbing by 1,442 to 72,204. Daily sales, as averaged over the previous 12 months, stand at 276 units per day – down from 310 a year earlier.

May's results mean stock at-hand has risen to 262 days if sales continue at the current rate. In the same month of 2023, it stood at 238 days.

Zero-emissions mandates set by governments are being met with scepticism and a lack of trust by fleet operators.

That's according to an annual survey by Teletrac Navman, which is a connected mobility platform for sectors that manage vehicle and equipment assets.

Key takeaways from the research's findings include less than half of respondents believe governments will follow through with their planned zero-emissions mandates.

Two-thirds of global fleets are currently operating battery electric vehicles (BEVs), plug-in hybrids (PHEVs) and fuel-cell EVs.

However, making the switch still presents challenges with emerging technologies, the high costs of electric cars and limited public-charging points.

In addition, fleet operators list their top three expenses as unstable fuel costs, equipment and vehicle maintenance, and purchasing new equipment and cars.

And driver wellbeing and safety technology are the top investments they are aiming to make this year.

TOLL OF COST PRESSURES

The 2024 Telematics Survey (TS24) sheds light on trends and challenges, as well as viewpoints on issues ranging from safety, AI adoption and alternative energy to the biggest obstacles for fleets.

Taking data from more than 500 global fleet businesses, Teletrac Navman's report focuses on three key areas – sustainability, safety and efficiency.

When it comes to sustainability, fleets lack credible information sources, which creates challenges.

With 65 per cent of fleets feeling environmental pressure to start the shift to alternative energy, many are operating multi-energy fleets or are about to begin the transition while experiencing a lack of awareness and trustworthy guidance that's readily available.

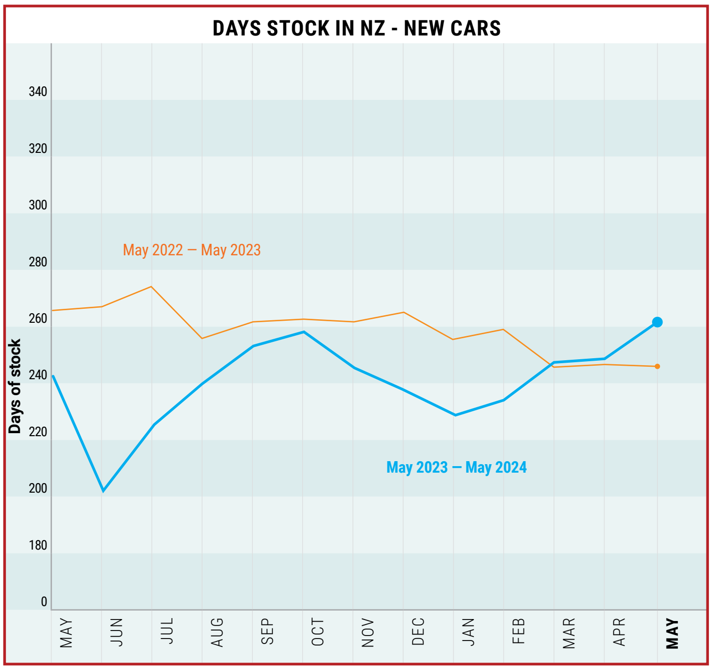
When seeking assistance on transitioning fleets to electric or alternative energy, one-quarter of respondents prefer advice from experts and 15 per cent would opt for dedicated training courses.

While the switch keeps appearing on fleet operators' agendas and one-quarter of TS24 respondents cite tackling rising fuel costs as a key motivation, challenges remain.

The frequency of emerging new technologies, high purchase cost of alternative-energy models and the limited availability of

Dealer stock of new cars in New Zealand

	CAR SALES		VARIANCE	STOCK	DAILY SALES - 12-MONTH AVERAGE	DAYS STOCK AT HAND
	IMPORTED	REGISTERED				
May '23	7,995	9,537	-1,542	73,827	310	238
Jun '23	10,725	17,237	-6,512	67,315	331	203
Jul '23	8,183	4,332	3,851	71,166	321	222
Aug '23	9,399	6,971	2,428	73,594	310	237
Sep '23	10,030	8,123	1,907	75,501	303	249
Oct '23	10,751	10,031	720	76,221	301	253
Nov '23	7,825	11,473	-3,648	72,573	302	240
Dec '23	7,435	8,549	-1,114	71,459	302	236
Jan '24	4,154	8,098	-3,944	67,515	299	226
Feb '24	7,608	5,922	1,686	69,201	298	232
Mar '24	8,978	7,540	1,438	70,639	287	246
Apr '24	6,233	6,110	123	70,762	285	249
May '24	**7,808**	**6,366**	**1,442**	**72,204**	**276**	**262**
Year to date	34,781	34,036				
Change on last month	25.3%	4.2%		2.0%		
Change on May 2023	-2.3%	-33.2%		-2.2%		
	LESS IMPORTED	LESS SOLD		LESS STOCK		



public-charging points have been identified as leading issues.

This is highlighted further with 72 per cent of survey respondents stating that ongoing cost pressures will likely delay their transition to EVs or alternative energy vehicles.

In New Zealand and Australia, 69 per cent express doubts about their governments' commitment to planned bans on fossil fuels, outnumbering the 46 per cent in the US with similar concerns.

In the UK, while they feel environmental pressures, 56 per cent do not believe the government there will go ahead with its planned ban on petrol and diesel-powered cars.

SAFETY TO THE FORE

Safety remains a top priority for fleets with half of businesses surveyed monitoring and measuring driver behaviour, and 30 per cent of respondents looking to invest in well-being technology this year.

Seventy-three per cent of TS24 respondents have seen fewer accidents on the job since adopting telematics solutions, and the same percentage are actively rewarding motorists for better performance.

The survey also found 71 per cent of respondents have picked up on improved performance through rewards programmes for their drivers.

Incentivising drivers has become crucial for retention especially in the face of economic challenges, such as the cost-of-living crisis.

Teletrac Navman has seen a 110 per cent year-on-year jump in driver-appreciation activities and a 54 per cent spike in adopting reward programmes.

Rising fuel costs are considered in driver-behaviour management with a 33 per cent increase in companies implementing programmes to navigate increasing fuel prices since last year.

TS24 also found businesses are working towards keeping up with the latest technologies to achieve streamlined operations.

The top cost for fleets is fuel, followed by equipment and vehicle maintenance and purchase, and 96 per cent of survey respondents have made measurable savings by implementing telematics across administration time, fuel and overall costs.

The survey shows asset visibility, meeting compliance regulations, and more efficient routing and dispatching are the top three benefits operators have seen since implementing telematics.

Despite the 98 per cent adoption of such solutions, only 43 per cent of businesses believe they are using these tools to their full potential.

The market is increasingly recognising the possibilities of data-led and machine-learning applications, with 47 per cent of TS24 respondents leveraging AI solutions.

Stock tumbles

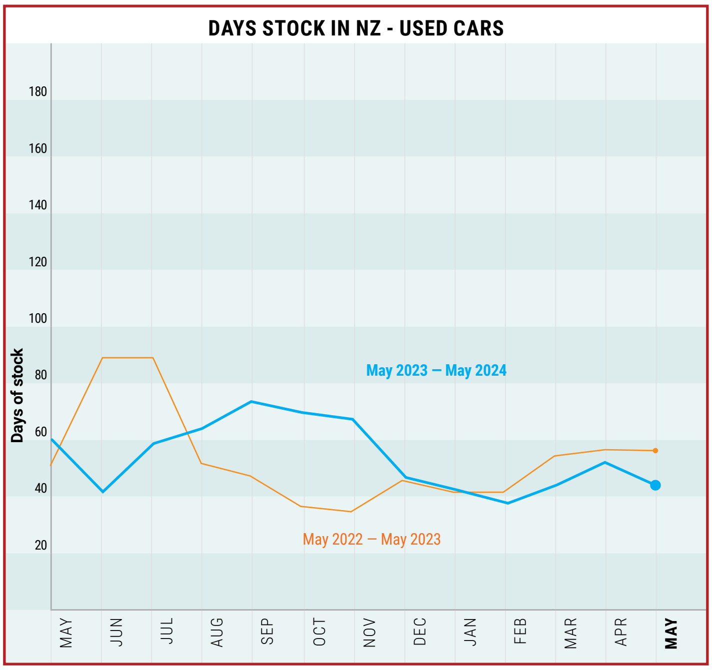
There were 6,111 used cars imported last month, a decrease of 44.2 per cent from May 2023 when 10,954 units crossed our borders. The latest figure was also down by 47.5 per cent from April this year.

Some 8,885 units were registered in May. That was 7.2 per cent fewer than the 9,573 in the same month of 2023, but up 1.8 per cent from 8,729 in April.

With 2,774 fewer used cars imported than registered last month, unregistered stock on dealers' yards or in compliance shops came to 14,187 units.

This was down by 16.4 per cent from 16,961 at the end of April and came after stock levels had increased in the previous two months. May's total was also 9.2 per cent lower than the 15,625 units a year ago.

Average daily registrations for the month were 321, compared to 258 a year ago, and there is 44 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
May '23	10,954	9,573	1,381	15,625	258	60
Jun '23	12,900	16,664	-3,764	11,861	284	42
Jul '23	11,000	6,491	4,509	16,370	279	59
Aug '23	10,265	8,714	1,551	17,921	281	64
Sep '23	12,052	8,905	3,147	21,068	285	74
Oct '23	9,044	9,644	-600	20,468	292	70
Nov '23	8,711	9,638	-927	19,541	299	65
Dec '23	7,768	12,802	-5,034	14,507	315	46
Jan '24	8,117	8,908	-791	13,716	320	43
Feb '24	7,491	8,819	-1,328	12,388	323	38
Mar '24	10,604	8,940	1,664	14,052	321	44
Apr '24	11,638	8,729	2,909	16,961	323	53
May '24	**6,111**	**8,885**	**-2,774**	**14,187**	**321**	**44**
Year to date	43,961	44,281				
Change on last month	-47.5%	1.8%		-16.4%		
Change on May 2023	-44.2%	-7.2%		-9.2%		
	LESS IMPORTED	LESS SOLD		LESS STOCK		

CALLING TIME ON THE BACK PAGE.

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