www.autofile.co.nz

SEPTEMBER 2024

autofile

THE TRUSTED VOICE OF THE NZ AUTO INDUSTRY FOR 40 YEARS

Associations unite on training reforms

Automotive sector to present 'shared point of view' as government touts vocational education changes

The Motor Trade Association (MTA) is spearheading the automotive sector's response to a proposed overhaul of vocational training to ensure the industry speaks to the government with a "unified voice".

The coalition has committed to disestablishing Te Pukenga, the NZ Institute of Skills and Technology, and restoring some individual industry training organisations (ITOs) and institutes of technology and polytechnics (ITPs) as stand-alone entities.

The government is changing vocational education and training for the automotive sector

Its proposals for changing the vocational education and training system were released last month, and marked the start of six weeks' public consultation.

Feedback is being sought on plans for a redesigned ITP network, options for an industry-led system for standards-setting and training, and changes to funding for vocational education from 2026.

The MTA has long called for automotive industry training to be returned to the Motor Industry Training Organisation (MITO), which under the previous government was set to become fully absorbed into Te Pukenga.

Officials from the MTA held a meeting with the Motor Industry Association (MIA) and Imported Motor Vehicle Industry Association (VIA) on August 15 to start developing an industry-led response to the proposals.

James McDowall, the MTA's head of advocacy, and the other organisations spoke of their plans for a joint submission during an online industry forum held by MITO and Hanga-Aro-Rau Workforce Development Council days earlier.

Greig Epps, VIA's chief executive, told the forum there was a need for the industry to take a "collective position" and his

[continued on page 4]

GUEST EDITORIAL

There's some light at end of industry tunnel

Are we there yet? Greg Hedgepeth's answer is yes and things are looking up

It's fair to say 2024 has been painful for New Zealand's automotive industry.

Any Reserve Bank commentary has caused people to close their wallets with direct impact on sales.

Legislation also has a major part to play in phasing car demand by often bringing it forward to beat changes in incentives or penalties, and causing havoc from a reporting and planning perspective.

It's tricky to tell exactly how much business has been pulled forward each time a major legal milestone has happened, but it certainly looks like everyone did all their electric-car shopping in December 2023.

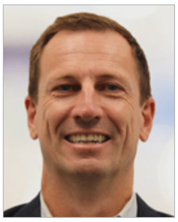
As history has shown, the new-car market (-29%, July 2024, year to date) is generally hit harder than used in a recession.

This has come with OEMs back to full production, and new vehicles finally and steadily flowing after Covid-19 shortages. Compounding this supply imbalance, there are also more brands regularly entering the Kiwi market.

Retail used-car sales to the public have held up better (+1%, July 2024 YTD) despite less imports coming in (-13%, July 2024 YTD).

That has largely been due to other international markets swallowing up Japanese auction volumes and, with a recent big drop in the New Zealand dollar versus the yen, volumes are likely to be even further impacted.

With dealers being more selective on classified listing strategies these days, it's difficult to know the exact car park of unsold



GREG HEDGEPETH

vehicles, but it would appear that overall there's more inventory in our market than last year. Coupled with lower consumer confidence, this has certainly put downward pressure on pricing and margins.

These supply and demand challenges haven't made it an easy time in our industry, and we've all been forced to adapt.

Furthermore, the price increases experienced on listing platforms have left many operators deciding it's time to call it quits. Unfortunately, the catchcry of "survive till '25" has become a reality for many.

On a more positive note, we have a new government that's already proven it is open to engage, listen and act on recommendations from industry.

We have just seen the long-awaited first cut to the official cash rate with more reductions signalled before the end of the year.

Will this momentum shift be enough to give people and businesses the confidence to finally purchase big-ticket items?

Also, we are rapidly approaching the warmer months, which generally help lift the nation's mood.

Overall, there certainly appears to be "some light at the end of the tunnel" for 2024. In relation to seeing the bottom of the market and the big question of "are we there yet", my guess would be "yes" and that hopefully things are finally starting to look up.

Greg Hedgepeth is chief executive officer of Turners Auto Retail Division and chairman of the Imported Motor Vehicle Industry Association.

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

Visit www.autofile.co.nz to subscribe to Autofile magazine and have it delivered monthly in print. The subscription rate is $78 plus GST for 12 issues per year.

Autofile magazine is also available online as a readable file or downloadable as a PDF.

Back copies dating to 2017 can be found on the website where you can subscribe to our Insight email alerts.

Copyright: Published monthly by 4Media Ltd

 ISSN 0112-3475 (print) **ISSN 2350-3181** (online)

FSC www.fsc.org MIX Paper from responsible sources FSC® C102598

[continued from page 1]

organisation is looking forward to working with the MTA.

The MIA supported a "shared point of view". Aimee Wiley, chief executive officer, noted it would be looking to articulate to government what the new-vehicle sector needs from the reforms.

MITO staff, including executive director Verna Niao, attended the August 12 forum to present information about the government's proposals, answer questions from industry and outline the time frame for making submissions.

"The MTA has been very strong advocates through the process," said Andrew Clearwater, MITO chairman. "I would encourage the MTA to take the lead and for all the motor groups together to present a unified voice."

The developments come after the MTA lodged a proposal with Penny Simmonds, Minister for Tertiary Education and Skills, in December 2023 outlining why it wanted to decentralise vocational education for the motor-vehicle sector from Te Pukenga.

James McDowall, head of advocacy, MTA

Verna Niao, executive director, MITO

It called for MITO to regain its functionality, including standards creation, and recommended an industry-led approach to training based on the now-repealed Industry Training and Apprenticeship Act, with modifications to address previous issues.

The MTA's proposals were endorsed by representatives of VIA, the MIA, Tractor and Machinery Association, Collision Repair Association, NZ Auto Electrical Group, Ia Ara Aotearoa Transporting NZ and the Rental Vehicle Association.

At that time, Lee Marshall, the MTA's chief executive, said: "Automotive was one of the best-performing ITOs. It was and is financially sustainable.

"Qualifications in automotive are largely standard already with almost 90 per cent of learners in the country studying through the same pathway, so the overall rationale for Te Pukenga never stacked up with automotive."

With changes on the horizon, Phil Urlich, MITO's manager corporate, was the guest at an industry webinar run by VIA in late July for its members.

He explained MITO covers nine industries, with automotive and collision repair being the two largest. It has about 7,500 learners, including about 6,000 in automotive, employed by more than 3,400 businesses.

Urlich said MITO was created in 1992 but after a reform of vocational education it merged into Te Pukenga in 2020.

The coalition government, which came into power in November last year, made disestablishing Te Pukenga one of its priorities and that process began in December.

"The outcome of this review will shape industry training for the next 20 years," added Urlich. "It's critical the government gets this right."

'DISASTROUS' DECISION

Te Pukenga was created by merging 16 ITPs and nine ITOs into one operation. Among its roles was responsibility for collaborating with employers to deliver most work-based vocational education.

Simmonds says, in the foreword of the latest consultation document, that the vocational education sector has faced unprecedented challenges in recent years.

"The decision to centralise all polytechnics and industry training organisations into Te Pukenga has proven to be nothing short of disastrous," she adds.

"We need to restore our polytechnics to their rightful place as anchors of learning opportunities for individuals, and as regional development tools for communities and industries.

"Our industry training must be driven by, and for, industry. Our communities and economy need us to get this right."

She explains the government wants to replace Te Pukenga with a network of regional ITPs and a training system that's closer to industry.

The government hopes the move will also address long-standing financial sustainability issues at some ITPs that the document notes "existed before Te Pukenga was established and that Te Pukenga did not address".

"This means returning to the system that existed before Te Pukenga is not an option," it says.

ITPs and ITOs with a clear pathway to financial sustainability as stand-alone institutions will be given greater autonomy under Te Pukenga from the start of 2025 and re-established as autonomous entities from January 1, 2026.

It is proposed the remaining ITPs and ITOs are grouped into a federation, anchored by the Open Polytechnic of New Zealand.

TWO CHOICES ON TABLE

Simmonds highlights that a strong industry voice in vocational education is critical and the government wants to create a model that's better connected to employers so they have a sense of ownership of training.

"To achieve this, the government proposes to disestablish Workforce Development Councils, and establish an industry-led system for standards-setting, qualification development, workforce forecasting and industry training."

The government has put

forward two options for standards-setting and training, with one model putting responsibility for these areas in the hands of "industry training boards".

These boards would also take responsibility for existing work-based programmes currently offered by Te Pukenga's work-based learning division.

"This option would be similar to the previous industry training system, but with changes to improve performance and avoid historical issues re-emerging, especially regarding the delivery of training," the document explains.

The second suggested model is for stand-alone industry-led bodies to oversee standards-setting, including qualification development, workforce forecasting and ensuring that provision meets industry needs.

They would have a more directly industry-relevant remit than workforce development councils and would likely cover a narrower range of industry areas.

Policy decisions on vocational education are due in November

SHAKE-UP IN FUNDING

The document notes further changes to settings for funding arrangements will be needed to align with, and support, the redesigned vocational education system.

Three main funding shifts are being proposed for 2026 onwards, including restoring vocational education funding rates to what they would have been under the previous student achievement component system.

Other suggestions are reprioritising money from work-based rates to fund standards-setting, and establishing funding arrangements to support and incentivise ITPs to engage with regional industries.

The purpose of these amendments is to support developing and retaining skilled workers, and to maximise the benefits of international education for regional New Zealand.

"The overall impact of these changes would be to increase funding for provider-based vocational education, offset by reductions in targeted learner component funding and in funding rates for work-based delivery," the report states.

"While these changes involve trade-offs, they are an important part of supporting the retention of regional provider-based vocational education under the new model."

The detail of the final changes will be informed by the overall design of the new vocational education system and, as a result, the specifics of funding settings for 2026 will be subject to further engagement before they are confirmed.

Public consultation on all the proposals closes on September 12 and the government intends to make final policy decisions about them in November.

Officials are set to consider the overall split of independent and federation ITPs in the second half of 2025. Wider changes needed to overhaul the vocational education system, including setting up a new industry training model, will be progressed next year and come into effect from January 2026.

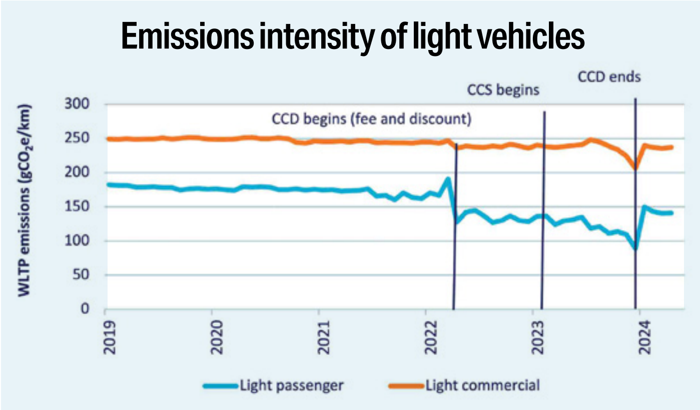
Call for action over climate push

Sales of low and zero-emissions passenger vehicles threaten to fall behind Climate Change Commission projections, and put the country at risk of missing targets in its second and third emissions budgets.

A monitoring report produced by the crown entity shows New Zealand is making progress in reducing pollution but could still end up short of future budgets unless action is taken in a number of key areas.

Its assessment shows transport and agriculture are at the greatest risk of not achieving reductions set out in the commission's 2022 demonstration path, which is used as a benchmark to gauge progress.

"This reflects that current policy tools on their own are unlikely to drive a shift to lower-carbon modes of transport and decarbonise freight and aviation,"



This graph shows the emissions intensity of units, based on the Worldwide Harmonised Light Vehicles Test Procedure (WLTP), entering the fleet and key policy dates for the clean car standard (CCS) and clean car discount (CCD). *Source: Ministry of Transport*

the report explains. "Alongside this is a risk that uptake of low and zero-emissions light vehicles will fall behind benchmark levels due to reduced policy support."

The commission says cutting passenger transport emissions primarily involves moving from internal combustion engines (ICEs) to zero or low-emissions options, and increasing the number of people making trips by public transport, cycling and walking.

However, it notes those ambitions may be tempered after the introduction of road-user charges (RUC) for electric vehicles (EVs) and plug-in hybrids (PHEVs) in April this year.

It adds that change, coupled with axeing the clean car discount (CCD) at the end of 2023, is likely to slow the shift to zero-emitters and hybrids because of higher ownership costs compared with ICE vehicles.

The affordability of low-emissions vehicles is identified in the report as an area for the car industry and policymakers to address.

It says higher prices, including upfront costs, create a risk that uptake will not be achieved at the pace and scale required to meet the emissions budgets.

The commission also calls for a clear signal from government on a move to RUC for petrol vehicles to limit the risk of the new charges for EVs and PHEVs discouraging consumers from buying cleaner models.

The suggestions form part of the report, which notes gross emissions from light vehicles fell by 2.6 per cent, or 0.23 megatonnes of carbon-dioxide equivalent (MtCO2e), from 2021-22. This was despite total light-vehicle travel increasing by 1.4 per cent over the same period.

It also states there was a "dramatic fall" in the emissions intensity of light vehicles added to the fleet from 2021-23, which it attributes to growth in the uptake of EVs, hybrids and more fuel-efficient conventional vehicles due to the CCD.

Whether that trend will continue is a concern for the commission as it looks at the first emissions budget covering 2022-25, and the next two set for 2026-30 and 2031-35.

"We assess there are moderate risks to the outcome of reducing light-vehicle emissions intensities," it says. "Higher-than-expected sales mean the uptake of EVs and hybrids is on track for the first emissions budget period.

"However, there are risks for the second emissions budget period due to discontinuation of the CCD and introduction of RUC that may discourage the sale of EVs and hybrids. There are also no current policy tools focused on reducing the emissions intensity of ICE vehicles."

The commission describes the clean car standard (CCS) as likely to drive change in this area but warns it's unclear how effective it will be with the CCD being canned.

"The key policy tool to achieve a greater share of zero-emissions vehicles is the CCS following the discontinuation of the CCD.

"This reliance on the one policy poses some risks to the ongoing uptake of EVs. While the CCS is a credible tool, it only came into effect in January 2023 and it is unclear how effective it will be in the absence of the CCD."

The commission adds ongoing monitoring and evaluation will be important to establish this.

It says the faster-than-expected uptake of EVs to date also indicates there's an opportunity for creating additional policies to leverage demand to help decarbonise the light fleet more quickly.

An increase in funding to develop EV-charging infrastructure is also considered important in making progress to cut transport emissions.

[continued on page 8]

[continued from page 6]


The supply of vehicles from Japan is expected to mainly consist of a growing proportion of hybrids

Other findings in the report include passenger transport's gross emissions falling year-on-year in 2022 by three per cent, or by 0.2 MtCO2e to 8.6 MtCO2e.

Light passenger vehicles accounted for 69 per cent of this total, or 5.9 MtCO2e, light commercials 31 per cent, or 2.7 MtCO2e, and motorcycles 0.5 per cent and 0.04 MtCO2e.

Passenger transport emissions have dropped 12 per cent since their peak in 2018 – 9.8 MtCO2e – driven by those from light passenger vehicles falling by 17 per cent, or 1.2 MtCO2e.

Emissions from light commercials, by contrast, have increased by 0.05 MtCO2e since 2018.

The commission explains faster adoption of low and zero-emissions light vehicles has the potential to reduce their output by an extra 6.7 MtCO2e over the second emissions budget and 6.8 MtCO2e over the third budget.

The report also observes a rapid increase in the use of EVs has contributed to a slowdown in global emissions growth.

The International Energy Agency, a Paris-based autonomous intergovernmental organisation, estimated that – in 2023 – deployment of EVs rather than ICEs helped avoid net emissions of around 130 MtCO2e.

It also forecasts that two-thirds of cars sold in 2035 will be electric and result in net avoided emissions of about 1,800 MtCO2e.

In 2023, New Zealand's percentage of new cars purchased that were electric came in at 14 per cent. This was below the global average of 18 per cent, and the averages for the EU and China of 22 and 38 per cent respectively.

The total global percentage of all cars currently in use that are electric is about 3.2 per cent.

Overall, the first emissions reduction monitoring report shows New Zealand is making good headway but could still miss the goals set in future budgets.

The document, which was released in July, is the first in what will be an annual series of reports tracking year-on-year how the country is progressing towards meeting its emissions budgets and targets.

Dr Rodd Carr, commission chairman, says: "The report shows New Zealand is making some good progress towards meeting budgets with emissions declining in recent years.

"This was partly because New Zealanders increasingly adopted low-emissions technology and took actions that made a difference.

"Examples include building new renewable generation facilities, converting boilers to biomass and electric power, choosing to drive more electric and hybrid vehicles, and planting more forests.

"However, the report also shows there is a significant risk the country won't meet future emissions budgets. There is an urgent need to ensure climate policies will put the country on track.

"Our assessment highlights particular risk to sufficient emissions cuts from the agriculture and transport sectors."

The areas that could have the biggest impact in driving down emissions are identified as decarbonising electricity supply and industry, reducing emissions on farms, adopting electric and hybrid light vehicles, and land-use change to forests.

Carr says together these could deliver about three-quarters of the net-emissions reductions needed to meet the second emissions budget covering 2026-30 and the third budget for 2031-35.

"The commission has been clear in all its work that the government has choices on how to act. Our monitoring report helps decision-makers understand different choices and how they add up."

CALL FOR MARKET SHIFT

EV supply constraints, technical and economic barriers to retrofitting cars, and the need for extensive infrastructure development have been identified as obstacles to hitting "ambitious" emissions reduction targets.

The Imported Motor Vehicle Industry Association (VIA) has highlighted these as potential hurdles to meeting the Climate Change Commission's proposals to transition New Zealand's fleet to zero-emissions vehicles. As a result, VIA is calling for officials to consider allowing imports of left-hand drive (LHD) EVs with modern safety features, and providing financial incentives and support for electric-car adoption and retrofitting.

The commission says all light vehicles entering the fleet will need to be electric by 2040 to achieve proposals in its draft advice on New Zealand's fourth emissions budget for 2036-40.

Kit Wilkerson, head of policy and strategy, says VIA supports comprehensive emissions reduction targets.

To promote zero-emissions vehicles (ZEVs), it recommends leveraging market growth in Japan to increase the supply of second-life units for New Zealand.

"By the early 2030s, we expect Japanese automakers to produce millions of EVs annually," explains Wilkerson. "By 2040, this will significantly increase the potential supply of used EVs available for export to New Zealand.

"This seven to 10-year gap in time between when we expect volumes to initially increase in Japan and when vehicles will be available to New Zealand at significant volumes is due to one factor – cost.

"New Zealand is a low-wage economy so most car buyers are constrained in their purchasing power. Historically, this price point becomes commercially viable at seven to 10 years. We expect this trend to continue."

In the meantime, the supply of vehicles from Japan is expected to mainly consist of a growing proportion of hybrids.

VIA notes New Zealand importers are largely constrained to sourcing vehicles from Japan, Singapore, Australia or the UK, which are right-hand-drive (RHD) markets.

This has led it to also recommend looking at the potential to import LHD ZEVs – including electric cars – from the EU, South Korea, China and the US.

It states modern advanced driver-assistance systems, such as lane assist, blind-spot monitoring and even automated emergency braking, could negate potential risks associated with driving LHD vehicles in a predominantly RHD road environment.

"This approach should be limited to an environmental exemption, zero-emissions vehicles only," adds Wilkerson.

VIA has listed other recommendations for policymakers

VIA suggests allowing imports of left-hand-drive EVs with modern safety features, such as BYD's Dolphin

after an analysis of registration data from May 2023 to April 2024 and its implications on equity and greenhouse gas (GHG) emissions.

These include pricing policies to differentiate between new and used cars with a focus on supporting lower-income individuals, who are more likely to buy used.

Another is creating incentives for new and used vehicles to improve fuel efficiency, such as offering rebates or tax credits when buying models that meet certain efficiency standards. Others are:

- Encouraging companies to invest in more efficient cars, which could involve corporate tax breaks for low-emissions vehicles or penalties for maintaining inefficient fleets.
- Educating consumers about the benefits of light, efficient used cars, including lower costs and reduced environmental impact, to help shift preferences to greener options.
- Developing GHG reduction strategies that account for the entire vehicle lifecycle, including manufacturing, usage and disposal.

CARS IMPORTED BY BUYER TYPE: MAY 2023 TO APRIL 2024

Company new cars	87,764	33.2%
Individual new cars	48,722	18.5%
Company used cars	26,921	10.2%
Individual used cars	96,211	36.4%

As for retrofitting, VIA explains it has worked with the Ministry of Transport to ensure a potential pathway for EV conversions is open if the necessary technology and processes reach maturity.

Wilkerson points out the practice is technically complex and currently too costly to be viable at scale, noting it requires significant structural modifications and the availability of retrofitting kits and skilled technicians.

"While EV component technology, such as batteries, continues to decrease in cost, additional support through subsidies and grants to support technical training programmes would still be needed to help mitigate these challenges."

VIA also recommends progressive emissions reductions, efficiency improvements and the lightweighting of the fleet to help create a more sustainable transport system. It details that progressive emissions reductions would involve setting and enforcing stricter standards over time, encouraging the adoption of low and zero-emissions vehicles.

Meanwhile, efficiency improvements of models through advances in engine technology and drivetrain performance can reduce fuel or power consumption.

VIA's submission goes on to point out that reducing the weight of vehicles by using lightweight materials and innovative design can significantly impact fuel efficiency and emissions.

Wilkerson says these three strategies support each other, "creating a synergistic effect that maximises sustainability gains".

"One of the most significant factors exacerbating unsustainability in the automotive industry is manufacturing trends toward ever-heavier vehicles.

"This is reinforced by government policy positions that promote heavier vehicles, such as the weight adjustment in the clean-car programme or safety ratings that focus on occupant protection."

The need for significant investment in EV charging infrastructure is also raised by VIA. It supports expanding the network of fast-charging stations, and ensuring rural and underserved areas are adequately covered.

Other areas the association says are worthy of consideration include extra support through subsidies and grants to support technical training programmes related to zero-emissions technologies.

A knock-on effect of this could be EV batteries having continued value as remanufactured home batteries.

"Investment in the expertise to service our future EV fleet would provide for many of the skills needed to fulfil the promise of remanufacturing these batteries to extend their value and life before eventual recycling," says Wilkerson.

He adds recommendations and assumptions in the commission's draft advice are generally sound, but achieving its goals "will require overcoming significant challenges in the near term".

"By working collaboratively with government, industry and international partners, and by implementing supportive policies and regulations, New Zealand can accelerate the transition to a zero-emissions fleet.

"This comprehensive approach will not only contribute to global climate goals but also ensure a sustainable and resilient future for our automotive industry."


VIA expects Japanese companies to be making millions of EVs annually by early next decade. Pictured are some Nissan concepts

Demand reaches 'all-time high'

A dealer says the demand for classic and vintage vehicles is at an all-time high, and the sector's contribution to New Zealand's economy is "way bigger" than the $16.5 billion identified in a nationwide survey.

Jesmond Micallef, director of Waimak Classic Cars, says most of the market has been immune to some of the problems faced by many other industries in recent times, such as coronavirus and economic uncertainty.

His company contributed to research commissioned by the NZ Federation of Motoring Clubs that calculated the economic footprint of the historic and classic vehicle sector.

Micallef told Autofile the federation, which represents almost 150 clubs, more than 140,000 members and 48,000 historic and classic vehicles, aims to protect our automotive heritage, but believes the survey may have barely scratched the surface.

"To start with, not every 'significant' collector in New Zealand was contacted for the survey and not every vehicle owner belongs to a club, so many were never counted," he explains.

"Plus, we know for a fact that the classic and vintage vehicle industry in New Zealand is way bigger than the $16.5b footprint recorded in the survey.

"It's no secret that Kiwis love their cars. Per capita, they own the highest number of classic and vintage vehicles in the world.

Jesmond Micallef, director of Waimak Classic Cars

"Also, such demand is at an all-time high, and the results of such a survey will no doubt be used to inform and assist all future negotiations with the government and its related agencies with evidence-based data."

He says the study is intended to benefit the commercial sector of the industry and owners of these vehicles.

While demand remains strong, the market has experienced fluctuations in values over the past decade with some models experiencing significant appreciation and others more modest growth.

Micallef says mid-20th century vehicles from the likes of Ferrari, Porsche and Jaguar have consistently been top performers.

"In recent years, despite the climbing cost of living, growing economic uncertainty, Covid-19 and political incompetence, nearly every segment of the classic-car market was immune to the realities of the world," he adds.

"Since last year, however, we've been seeing sellers' expectations – in many cases – not being met by potential buyers' willingness to part with cash that had become more expensive to borrow.

"This news is neither great nor devastating because one should keep in mind the booming prices we enjoyed during Covid, which have now become unrealistic or are being referred to as falling values.

"This uncertainty in values seems to be causing a disconnect in people's perception of the real value of their classics."

He notes that despite this, vehicles valued at less than $100,000 have probably seen their biggest gain in New Zealand in the past five years and prices overall haven't fallen as much as expected in recent months.

Some people are also holding on to classics, knowing their values will rise again in the future, which may explain why price drops have been lower than expected.

Demographics and trends helping drive this specialist market also continue to change, according to Micallef, with demand shifting from baby boomers – people born from 1946-64 – to generation X, those born between 1965 to 1980, and on to millennials, born from 1980-95.

He says this pattern will likely fuel a rise in new segments of vehicles becoming more desirable.

"As with any market, the classic-car industry will face its share of challenges in the future. Regulatory changes, environmental concerns and the evolving preferences of new generations present hurdles that require adaptation.

"However, challenges often bring forth opportunities and classics are no exception."

The government imposes strict regulations on imports and emissions standards, which means the process of bringing a classic car into New Zealand can be a discouraging task.

Micallef says anyone considering importing such a vehicle needs

[continued on page 12]

Most popular imports

Larry Fallowfield, of the Motor Trade Association, has accessed five years of NZTA registration data to see what historic vehicles have been imported during that time.

How the class is defined determines the outcome for the period from May 2019 to April 2024. He has used definitions from the Vintage Car Club of New Zealand's website at vcc.org.nz.

When it comes to vintage vehicles made before 1994, some 4,052 units have been registered here for the first time – or 0.7 per cent of all first-time registrations during the five-year period.

The earliest model was a 1905 Rolls-Royce Light 20hp.

Royce was the engineer and built his first cars in 1904. Rolls was the salesman who sold them in 1904/05.

The most popular was Chevrolet's 1957 Bel Air on 69 units and the US represented nearly 58 per cent of the total vehicles imported in this category.

Between 1995 and 1999, first-time New Zealand registrations of classics totalled 5,228 for 0.9 per cent of all the overall total.

The most popular Japanese model was the 1998 Toyota Land Cruiser on 288 units.

The 1999 Jeep Wrangler topped the US ladder on 25, while the most-popular UK model was the 1996 Rover Mini with 12.

One per cent of all "modern classics" registered for the first time between May 2000 and April 2004 were in this category. The total was 5,827.

The 2004 Honda Odyssey topped the ladder from Japan with 261. The most popular American car was the 2000 Jeep Wrangler with 21 units, with 17 2004 BMW Minis heading the table for Germany.

Fallowfield says: "When considering classic vehicles, maybe not all models over 20 years old fit the 'true sense' of the category."

Waimak Classic Cars' stock has included a 1993 Porsche 968 cabriolet to a 1922 Rolls-Royce

to be aware of the challenges and considerations involved, including the potential costs.

"Firstly, it's important to consider eligibility. The NZTA has strict rules on which vehicles can be imported. Any car more than 20 years old is eligible as a classic, but other criteria must be met.

"The car must meet standards set by the agency for safety and emissions, and it must also comply with the country's vehicle standards. If it doesn't meet these requirements, it will not be allowed in.

"New Zealand has some of the strictest emissions standards in the world and any imported vehicle must comply with these.

"This can be particularly difficult for classics as many were built before emissions standards were established.

"It's important to do some research on emissions before importing and it may be necessary to make modifications to the vehicle to ensure compliance."

Micallef continues that importers also need to consider the cost of shipping, taxes and customs fees, and recommends using a shipping company with experience in handling classics.

"With careful planning and research, it's possible to successfully import a classic. But it's best to use the services of people and or businesses that know what they're doing, rather than someone who has never done it before taking on the challenge him or herself."

Waimak Classic Cars was established to preserve classic and vintage vehicles in New Zealand, and to promote them as an alternative investment to stocks and property – "tangible assets one can see, admire and enjoy".

Based in Leithfield, north Canterbury, its recent stock has ranged from a 1922 Rolls-Royce priced at $89,990 to a 1993 Porsche 968 cabriolet at $29,500.

Micallef says economic downturns can influence buyer confidence and discretionary spending, impacting demand for classics.

"During periods of economic uncertainty, we often witness a softening of prices as buyers adopt a more cautious approach," he explains.

"Periods of economic prosperity, on the contrary, can lead to increased interest and investment in classics. As disposable incomes rise, more individuals may choose to allocate funds towards collecting or restoring vintage vehicles, driving up demand and prices."

Technological advances have also impacted the classic-car market with online auction platforms and digital marketplaces extending its reach by connecting buyers and sellers on a global scale.

And the digital evolution has increased market transparency and influenced the pace at which transactions occur.

TRADING IN AMERICANA

Importers are taking risks by bringing in vehicles from the US they believe will appeal to Kiwi consumers as demand for such cars slows down with prices in the States increasing.

That's according to Dane Wells from 4Guys Autobarn in Hamilton, who says the market for Americana has always had its peaks and troughs.

The company tries to keep a broad range of vehicles from the States in stock, such as models from Chevrolet, Dodge and Ford, that meet the desires of enthusiasts here.

"These are high-dollar items so there's a lot of risk involved as an importer because we're outlaying $100,000, $150,000 or maybe $200,000 on vehicles to bring to New Zealand," says Wells.

"It all comes down to knowing what to look for, understanding the New Zealand market and having vehicles that fit those needs.

"Like any retail sector, the market for these cars has its ups and downs. These vehicles are high-dollar items, probably behind a house as a consumer's biggest purchase, so little old New Zealand is subject to whatever the market is doing.

"If interest rates are high and mortgages are going up, then consumers may hold onto their money a bit tighter and not be looking for a vehicle."

He adds demand in New Zealand for Americana has slowed recently because of the state of the domestic economy and the rising cost of stock in the US.

The price of American cars, like a number of retail items, has been increasing since the Covid-19 pandemic started as manufacturing costs grow.

Wells notes this has been compounded by supply issues with semi-conductors and a general shift in the automotive market towards electric models.

"Dodge has stopped making petrol Challengers and V8s, and new models like the C8 Corvettes are far more expensive than the C7," he says.

"The price of things has gone

up and up in America, and the price of some new cars there has almost doubled in recent times.

"It's mainly the price of vehicles in America and the exchange rate with our dollar that are keeping prices high here."

Despite those challenges, Ford Mustangs have remained popular with 4Guys Autobarn customers recently, with Chevrolet Corvettes and Camaros also among the main staples.

Wells adds that Dodge's Challenger and Charger models have helped fill a gap in the market created by the exit of Holden's vehicles and Ford Falcons.

Americana models require a left-hand-drive permit to be used on New Zealand's roads and are often considered to be special-interest vehicles.

"When it comes to the special permits, it can take a couple of days to get those from the NZTA, and you need the vehicle here and a buyer here," explains Wells. "You can't register anything without having a buyer for the vehicle.

"It can take a couple of days or sometimes it will blow out to a month, but it's been pretty quick and simple of late. We've been doing it since 2010 and have got a good handle on it these days."

Among the Americana offerings recently available at 4Guys have been a 2018 Dodge Challenger with a sticker price of $279,800, a 2016 Chevrolet Corvette at $169,800 and a 2017 Ford F-350 for $119,800.

Besides holding stock from North America, the company also offers a buy-to-order service if consumers want something specific from the US or Canada.

A 2018 Dodge Challenger, above, 2016 Chevrolet Corvette, left, and 2017 Ford F-350 have been among Americana options at 4Guys Autobarn

Custodians of motoring heritage

Mark Stockdale explains his love of rare cars

I've owned classic cars for all my adult life. I bought my first "normal" car at 21. Nine months later, I got a classic Fiat and have never been without a classic since then.

In fact, I still own that Fiat – a rare six-cylinder 2300. Currently, I own five classics. They are all Fiats including a couple more 2300s, so I may have cornered that market, plus a mid-engined X1/9, which is great fun to drive, and a rare 130 V6 coupe, whose first New Zealand owner was the late Sir Colin Giltrap.

I have owned other classics through the years, such as a couple of Citroens including the famed DS and a rare Renault Alpine GTA.

I do like rare cars. I kind of have a policy of owning vehicles that mean mine will be the only one like it at the shopping carpark.

Those I've owned all had different attributes and engineering solutions that made each unique to drive. Four, six or eight cylinders, front, mid or rear-engined, manual or automatic, column change or floor change, and shocks and springs or airbags or hydropneumatic suspension.

I've yet to own a two-stroke or rotary, but they're on my list, and DKW and NSU respectively just to make it interesting.

I was into vehicles from a young age. As I got older, I read contemporary magazines and collected car brochures – and still do – but then I picked up some British classic-car publications and was fascinated to learn about models I wasn't familiar with or had never even heard of or seen in New Zealand.

I was particularly captivated by Citroens, which developed into a desire to own one, but I also took an interest in other unusual classics advertised for sale locally.

When I bought my first classic Fiat, and soon after the Citroen, I

Mark Stockdale behind the wheel of his 1989 Fiat X/19

joined the marque clubs, took part in club events and went to shows, so it's become a hobby.

I learnt about other interesting Fiat and Citroen models, and through the clubs ended up buying some. And there are still more I'd like to buy.

I've served on committees of clubs and, I'm currently president of the Fiat Owners' Club, and have helped run events and publish newsletters.

Through my involvement in the sector, I ended up on the committee of the Federation of Motoring Clubs (FoMC), which represents the various clubs, from 2007-12 and have been involved in an advisory capacity since then.

I was able to contribute my knowledge from my background in transport policy. In my time there, we helped establish the special-interest vehicle category. I ended up creating and editing its newsletter and website before stepping down from the committee.

I got involved because I wanted to support the sector, and ensure that rules and regulations didn't create unintended consequences for owners of these older vehicles which aren't used as daily drivers.

Even back then, the FoMC realised that it needed to gather facts on the sector so it could lobby effectively.

I'm pleased its survey has now been published. It was a major undertaking and the results are impressive. I'd seen similar research done in the UK, which helped ensure the sector is taken seriously.

A lot of people have some connection with heritage or enthusiast vehicles, there are lots of trades involved and people employed. In reality, owners of classic cars and motorcycles are custodians of New Zealand's motoring heritage. The sector is entirely self-funded, yet the FoMC's survey shows it generates a lot of economic value for our country.

Looking to the future, one of the challenges is decarbonisation. As we move towards zero emissions, these vehicles will need to be accommodated somehow, perhaps through renewable fuels. "No one left behind", as I think the Prime Minister has put it.

In reality though, these vehicles' carbon footprints are tiny given their low mileage. For example, most of my cars do less than 1,000km annually.

Likewise, the vision of an autonomous fleet would take away the pleasure many get from physically driving their classics. Let's remember that when the car was invented, horses didn't get banned.

So, it is important for policymakers to take this sector into account, which the FoMC's survey shows is a sizeable one.

Mark Stockdale has written this article from a personal perspective. He has been principal technical adviser of the Motor Industry Association since March 2021. Before that, he was principal adviser at the AA for about 15 years, and executive officer of the Bus and Coach Association from 1996 to 2005.

Mark Stockdale's X/19 and 130

Impact of downturn being felt

An importer of used cars describes the trading environment for many companies as tough right now as it works to ensure it delivers steady net profit after tax.

2 Cheap Cars reports its first-quarter business performance has been "negatively affected by the prolonged economic downturn".

While anticipating the recessionary environment will continue for the rest of 2024/25, it's committed to delivering results close to its stable year-on-year profit guidance.

David Sena, chief executive officer, notes inflation and exchange-rate volatility have had some impact on pricing, while the cost-of-living crisis has resulted in falling finance and insurance penetration rates.

Despite these difficulties, the underlying business continues to make good progress with strategy implementation.

He says: "Our focus remains on delivering gross margin expansion and prudent cost management.

"We have increasing control of the value chain at our Auckland hub and some property developments will be announced shortly when finalised."

David Sena

Ash Waugh

In addition, due to health and safety concerns from a substantial landslide risk at a neighbouring property, 2 Cheap Cars' site in Smales Road, East Tamaki, has been "compelled to shut".

Although it's hoped the closure is temporary, the timeline for tackling the issues nearby to guarantee the site's safety remains uncertain. All vehicles and staff have been relocated to other Auckland branches, but trading will be impacted until it reopens.

Meanwhile, the Colonial Motor Company last month announced an after-tax trading profit of $17.88 million for 2023/24 – down by 41 per cent year on year – while revenue from ordinary activities came in at $ 1.01m for a 1.6 per cent rise.

Chairman Ash Waugh notes market conditions in New Zealand have deteriorated over the past two years.

"This has resulted in an increasingly challenging trading environment," he says. "The deterioration is evident in this year's result.

"It was a year of two halves. The first half produced a respectable result in a weakening market, albeit with high inventory carrying costs.

"The second half bore the full brunt of recession with softer light-vehicle demand, continuing high interest rates and an oversupplied market.

"New and used-vehicle margins have been squeezed, reducing profitability. The dealer response has been to review cost structures while remaining focused on delivering positive bottom-line results."

For context, the June calendar year-to-date new-vehicle market was down by 26.2 per cent on 2023.

Colonial's directors have declared a fully imputed dividend of 20 cents per share. This will take the total dividend for the year to 35 cents, 64 per cent of trading profit after tax.

Law changes to boost clients

Geneva Finance says amendments to legislation will lead to more loan applications being approved.

Steve Te Waiti, head of sales and lending, explains recent changes to the Credit Contracts and Consumer Finance Act and responsible lending code will allow the company to assess applicants who would have previously been overlooked.

He adds: "This will likely lead to a significant increase in application numbers in coming months, but we remain committed to preserving margins and maintaining the quality of our loan book.

"Despite economic headwinds many are facing, we are navigating the current tough market climate with a strategic focus on growth and resilience."

Te Waiti's views come with Geneva posting a pre-tax profit of $2.4 million for the three months to the end of June. That's up by $980,000 and 71.4 per cent versus the previous corresponding period.


Steve Te Waiti

The group's lending operations reported a $600,000 loss for 2024/25's first quarter, but this was a $100,000 improvement and includes NZX delisting costs of $200,000 so far incurred.

"Quarter-one lending volume decreased by 21 per cent compared to last year despite an increase in inquiries," adds Geneva in a report to the Unlisted Securities Exchange (USX) last month.

"Although asset quality is being maintained, the challenging economic environment is having an impact as additional provisioning was absorbed in the current quarter. This area is being monitored closely."

The company notes its net-receivables ledger amounts to $101.6m, up $1.5m, and the debt litigation and invoice-factoring businesses have been exited with efforts ongoing to collect remaining outstanding receivables.

Quest Insurance contributed $2.5m in the first quarter, up by $900,000 from a year ago. Gross written insurance premiums rose by 18.1 per cent to $14m.

Federal Pacific Finance Tonga matched its performance from a year ago and delivered another pre-tax profit of $500,000 in the June quarter.

Geneva says its overall performance in the quarter demonstrates an improvement in profitability, primarily driven by strong performance from its insurance business.

"New Zealand lending operations volumes are still recovering from previous challenges mainly due to disruptions in sub-note funding experienced in quarters three and four of the previous year for which a November 2023 extraordinary general meeting was needed," it adds. "Loan-book quality remains stable amid a tough economic environment."

Geneva started trading its ordinary shares on the USX on July 18 after delisting from the NZX.

Chairman Robin King says joining the USX will help the company "streamline operations, reduce costs and focus more on growing our core business".

Moving into top job

Paul Millward has become chief executive officer of MOVE Logistics Group on an interim basis.

The company, which has its headquarters in New Plymouth, says he has a proven ability to lead businesses through periods of change.


Paul Millward

It adds Millward was most recently chief executive of 2 Cheap Cars, which he helped transform into a leading NZX market performer in 2023 before resigning in April.

"Paul has an impressive track record of delivering results," says Julia Raue, chair of MOVE.

"His leadership and passion for talent will be valued as we reshape and streamline the business, adapting it for current market conditions and making MOVE more efficient and fit for the future.

"Paul will provide strong leadership as we accelerate turnaround plans following a period of disappointing financial performance in challenging economic conditions."

Before joining 2 Cheap Cars, Millward had sales leadership, finance and executive roles across several sectors in this country and offshore, including 12 years at DB Breweries Ltd.

He replaces Craig Evans, who will remain available to support the business as required and to ensure an orderly transition.

"The board appreciates the contribution Craig has made and his availability to support Paul in coming months," says Raue.

"Recruitment of a permanent CEO has been paused while the turnaround programme is under way."

Evans tendered his resignation in July, effective from October 24. He joined MOVE in February 2023 when it was embarking on a growth and expansion phase.

Traders get stake in new site

A new vehicle listings website set to launch soon in New Zealand will be "partially owned and run by the industry".

The Only Cars platform has been operational in Australia for more than three years and is now being adapted for the New Zealand market.

The New Zealand version will be launched under an equity-share model, allowing participating dealers to have shares in the company.

Only Cars is part of the Only Sales Group in Australia, which operates classified sites across various vehicle types, including cars, caravans, trucks, boats and earthmoving equipment.

Todd Fuller, general manager of Only Cars in New Zealand, has been leading the project since March.

He previously managed AdTorque Edge's New Zealand operations for more than five years and has nearly 30 years of experience with NZME's motoring division.

The Only Cars platform is due to go live soon and aims to disrupt the vehicle listings market

"This platform is about uniting the industry and has the goal of making every dealership more profitable by fostering true competition in the listings market," Fuller told Autofile.

After engaging with members of the automotive industry, he identified a need for a new online marketplace in New Zealand. He believes Only Cars will "disrupt the market" at a time when some dealers are concerned about rising advertising costs.

"Everyone encouraged me to enter the listings space and, after speaking to various people, I found that Only Cars in Australia offered unique value-added services that other providers didn't," explains Fuller.

"I'm also a fan of the equity-share model, which ensures that the industry has a stake in the platform's success. People will want to make it work because they own a part of it."

> The equity-share model ensures the industry has a stake in the platform's success
>
> – Todd Fuller, Only Cars

He notes that while Only Cars is a listings site driven by the industry, it also prioritises the consumer experience and significant effort has been invested in enhancing the customer journey to ensure it is positive.

Having dealers as shareholders is a key differentiator for the platform and, ultimately, 50 per cent of the operation will be owned by traders. An advisory board composed of dealers has also been established to guide the website's development.

Fuller is encouraged by the strong interest in the platform, with several major dealer groups already on board. The current focus is on attracting more independent traders.

"The response has been overwhelming. As we approach the launch, there just aren't enough hours in the day. Once dealers see what we're trying to achieve, the buy-in has been fantastic."

He emphasises that marketing will be crucial to the success of Only Cars across the entire industry.

"Once we're live, our initial focus will be on attracting in-market car buyers and we're planning a significant marketing campaign to reach them," says Fuller. "We have some very advanced tools at our disposal.

"The key metric for dealers is cost per sale, so we've designed everything with that in mind. All traders want to know is how many leads they'll get and what the cost will be."

Looking forward, Only Cars aims to bring as many dealerships as possible onto the platform and eventually attract private sellers as well.

Another goal is to keep enhancing the consumer experience by leveraging artificial intelligence (AI) to make the website more user-friendly.

"There's a lot you can do in the listings space with AI, but it requires a great deal of work and commitment," says Fuller.

"The site is already built to compete with others in the market. However, our plan is to take it to the next level by using AI to further improve the user experience."

Luxury marque outgrows premises

Lexus of Auckland City, part of the Giltrap Group, is set to move into a purpose-built facility next month.

The company says it is creating a customer-focused site that foregoes the typical exterior car yard and sales-office format. Instead, all facilities will be indoors, even parking for clients.

The two-storey building in Newmarket will feature new models and a cafe-style client lounge on the first floor, while offices for sales representatives will be on the ground floor.

The dealership will officially open in October and the business, which was founded in 1990, will continue to operate out of the current Great North Road site it has outgrown until then.

Sharlene van Dijk, chief executive officer of Lexus of Auckland City, says the marque is about "sumptuous interiors, beautiful design and the best in automotive technology".

Inside and out – Lexus of Auckland City's new dealership

She adds: "We really wanted to reflect those qualities in our new home of excellence."

Dane Fisher, Giltrap's chief executive officer, says Lexus of Auckland City's new site marks an incredible milestone for the group and marque.

He adds: "I want to say a huge thank-you to the customer base and our amazing staff who have made this new investment possible."

Andrew Davis, Lexus New Zealand's vice-president, explains the new dealership symbolises one of the marque's core brand values of "omotenashi", which means to "wholeheartedly look after guests".

"Service is at the heart of the experience," he says. "In a Lexus dealership, customers are valued guests where knowledgeable people are on hand to help, whether it be to test drive or purchase a car or have your vehicle serviced.

"The new building is reflective of where Lexus as a luxury car marque is heading in New Zealand.

"We and our dealership partners are very much in a growth mode with Lexus. We had a record year in 2023, reaching more than 1,300 new-vehicle sales and more than 90 per cent were electrified.

"Investment in new dealerships from our partners highlights the strength of our brand and our excitement for the sustainable future of Lexus here."

The new premises in Auckland come after a Miles Group dealership for the marque opened in Christchurch in May.

Register reports made easier

A collaboration between the Motor Trade Association (MTA) and data provider Autocheck is helping make it easier for dealers to comply with rules for using the motor-vehicle register (MVR).

The two are working together to ensure annual reports on MVR searches are compiled and sent to the NZTA after some businesses failed to do so following the last reporting period, between November 2022 and October 2023.

Under section 241 of the Land Transport Act, dealers accessing the MVR for a trade-in assessment to confirm the customer is the registered person – or to verify a change of ownership – need to keep annual records of every search.

Last year was the first time such records had to be submitted to the transport agency, but those who fail to do so risk having their access to personal information on the register being suspended or cancelled.

The MTA approached third-party platforms, including Autocheck, this year to see if anything could be done to improve compliance by dealers for when the next batch of yearly reports are due in early November.

Larry Fallowfield, the MTA's sector manager – dealers, says the issue affects more than 500 car traders and about 100 fuel providers that are members of the association. When combined, that's more than half of all those who have permission to use the MVR.

He explains members receive discounted MVR access, which means the MTA is responsible for ensuring those businesses meet the rules even if they access the register via third-party platforms.

"Members are aligned to us for accessing data from the MVR but most access it through third-party portals, which have no responsibility to chase dealers up to complete their annual reporting," Fallowfield told Autofile.

"Around March, we started looking into finding some solutions to help increase compliance with the rules and I reached out to third-party platform providers about this.

Some dealers search the MVR thousands of times a year, says the MTA

"Mike Harvey at Autocheck has been very solution-orientated and supportive in addressing the challenge we have."

Autocheck is now providing a service which, with permission from the dealers, will automatically record any use of the MVR.

Then, at the end of the reporting period, it will compile a log of all searches for each business. That information is then sent to the MTA, which in turn forwards it to the NZTA.

"The benefit for our members is it takes the hassle away," adds Fallowfield. "The process will be automated. At the end of October, the report will be downloaded and dealers don't have to worry about it.

"It's also free of charge, no one has to pay extra for this. It's all part of the goodwill we provide for our members and the goodwill Mike shows his customers."

Fallowfield notes some dealers perform up to 6,000 searches on the MVR a year and he expects the need to provide an annual report to be more strictly enforced from November this year.

As a result, the MTA has been trying to educate dealers about the need to meet the reporting regulations, and find the quickest and easiest way to get the yearly data to the association or directly to the NZTA.

"At this stage, no one has been hit with a big stick, but if we get a second year with a low response rate then I expect people who don't start abiding by these regulations may no longer be given access to the MVR," warns Fallowfield.

We're creating some efficiencies for our customers that weren't there before

– Mike Harvey, Autocheck

"Dealers and fuel providers need access to the portal to look up private information. It could be a big problem for any business to lose that access."

Autocheck, co-founded by Harvey with his business partner Andrew Connell in December 2021, is an online vehicle background report provider and appointed NZTA agent.

Harvey says he wanted to help remove the extra admin work for his customers because while dealers need to comply with the updated rules, not all them have been.

"We're creating some efficiencies for our customers that weren't there before," he adds.

"It's an important compliance component because if they don't provide annual reports they risk not being able to see private-ownership details, which is crucial to dealers' day-to-day operations.

"Autocheck has a lot of mutual customers with the MTA. Those businesses are now able to let us compile that information for them.

"For a lot of those MTA members, it removes a niggly bit of compliance and keeps the NZTA happy. It's a great collaboration and there's no commercial benefit for Autocheck from doing this with the MTA. It's about helping our mutual customers."

Harvey explains larger businesses may have an operations manager who will have the task of completing the annual reports as part of their job, but it may be more difficult for smaller firms to keep on top of MVR use when people have different roles.

"The MTA reached out to us after identifying a pain point and asked if we could do anything about it. That was at the start of the year and it's all in place now.

"We're pretty agile and can quickly move on things, such as helping dealers meet the reporting rules if they need attention."

The MTA notes that besides searches made on the MVR, the Land Transport Act requires dealers to maintain records of any privacy breaches, including errors or mistakes made.

Annual reports must also contain a record of staff training related to MVR use, and list individual users and training completed, such as internal training, Privacy 101, Privacy ABC and on-portal use.

Automation key to managing leads

The automotive industry has recently been experiencing a notable drop in enquiry levels.

However, this slowdown presents a unique opportunity for sales representatives to invest more time in nurturing and following up with potential customers.

Typically, salespeople at most dealerships collect contact details from digital, walk-in or phone enquiries. They then manually enter this information into the business' lead management system (LMS) and, over the following weeks, use their sales skills to convert these leads into car sales.

This approach works well in today's environment. But what happens when the economy picks up and lead volumes increase?

Will your team be able to handle the heavier workload, manually entering each lead and diligently following up? Or will old habits and short cuts start to re-emerge?

Experience shows that when dealerships face a surge in lead volume, a significant number of potential customers slip through the cracks due to oversight by sales reps, human error and inadequate follow-up processes.

The majority of vehicle enquiries come via the telephone.

JAMES HENDRY
Director, sales and operations
AdTorque Edge NZ

Unfortunately, many dealerships don't consistently capture each of these leads in their LMS.

Instead, they leave the decisions around lead quality and data entry to individual sales reps. This means that if a customer doesn't express immediate interest in buying a car, their details are often not entered into the LMS and are thus lost.

Interestingly, however, research indicates that people who contact a dealership early in their buying journey often end up purchasing a vehicle if nurtured effectively over time.

So, how can you ensure you are capturing and capitalising on all the leads that enter your business, both now and when enquiry levels rise? The solution lies in the automation of some of your lead-management processes.

This can be achieved by establishing integrations between your lead source platforms and your LMS.

While this may sound complex, integrations are rapidly becoming essential for improving efficiency and performance across all dealership operations, especially lead management.

Consider telephone enquiries as an example. Instead of relying on sales reps to judge lead quality and enter data manually, what if every call to your business automatically fed into your LMS? This would include the client's details and a recording of the call.

Such automation would ensure every phone lead is accurately captured, minimising human error and giving reps more time to focus on selling rather than data entry.

It would also provide managers with visibility into the number of telephone leads received, the quality of the sales team's follow-up and who potentially needs additional training.

Automating lead-management processes improves:

1. STAFF ACCOUNTABILITY
2. SALES PERFORMANCE
3. LEAD VOLUMES
4. AD CHANNEL PERFORMANCE
5. BUDGET SETTING

Integrations can be established between your LMS and most of the automotive industry's lead sources including your website, Trade Me, Auto Trader, Facebook, chat leads, manufacturers' websites and phone calls.

Once all your leads are automatically feeding into your LMS, you will have a much clearer picture of how your dealership is performing.

You will gain accurate insights into the number of leads you're receiving and how effectively they are being nurtured.

Additionally, you'll be able to run leads-matching to determine which channels are generating the most test drives and sales.

This information is invaluable when it comes to making decisions about where and how much to invest in advertising.

While there is a cost associated with establishing integrations between your LMS and lead source platforms, the improved data quality and increased sales opportunities will justify the investment so it quickly pays for itself.

Automation is the future of lead management, and it's worth considering if you are looking to enhance your processes and drive better performance.

Industry movers


Harrie Yan

HARRIE YAN has been appointed to the new position of MG Motor New Zealand's chief operating officer following the resignation of country manager Arek Zywot.

Yan spent six years with MG Motor Australia, including a spell as business director, before taking up his latest role. Zywot stepped down a little more than a year after joining in June 2023.


Arek Zywot

A spokesperson for MG Motor NZ says the changes coincide with its growth plans. "Arek has had the best interests of MG Motor front and centre. On behalf of the business, we thank him for his contributions. As a result, Harrie has been appointed to the new role of chief operating officer."

WAYNE SCOTT has become interim chief executive officer of MotorSport NZ after Elton Goonan's resignation.

Scott, pictured, has received "tremendous support" from colleagues and motorsport stakeholders as he gets to understand how the office works.

"I'm pleased to help lead the organisation and assist the board while it works through plans for a permanent CEO," he says. "While I am still getting my feet under the desk, I want to reiterate that – along with the rest of the team – we are here to help."

Scott was previously MotorSport NZ's chief steward and was on its executive. He is also well-regarded as an FIA steward after officiating at international events.

CRAIG CLARKE has become chief operating officer at Premcar, the Australian new-vehicle engineering and manufacturing firm.

He is leading its engineering and manufacturing operations across its two-vehicle development and assembly sites just outside Melbourne. Clarke, pictured, is the first COO appointed by Premcar.

"Various carmakers have tasked us with delivering more long-term projects," says co-owner Bernie Quinn. "Appointing Craig is a logical step to ensure they get the success they expect."

Clarke was previously a senior executive at Nissan's Asia-Pacific operations. Before that, he had management positions at Cox Automotive Australia and Manheim, and with Goodyear-Dunlop.


Robert Bell

ROBERT BELL and **SIMON BECKETT** have been signed up by the Heartland Group as independent, non-executive directors.

Bell is a banking executive with 20 years' experience in senior leadership roles. He was the founding CEO of digital bank 86 400. Before that, he held executive and chief executive roles at Cuscal, Australian Unity Bank and ANZ.


Simon Beckett

Beckett has 30 years of experience in financial services, including executive leadership positions at multi-nationals. He has also worked in motor-vehicle finance.

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

Five companies back female representation

Major players in the car industry have become the latest organisations to get behind Women in Automotive New Zealand.

AJ Motors, Custom Fleet, the Giltrap Group, Inchcape NZ and Sime Darby have signed up to the organisation's accord, which aims to attract more females to the sector and support the retention and advancement of women into senior leadership roles.


Kym Mellow

The accord was launched in May 2024 with Armstrong's being the first company to announce its backing for the scheme.


Pat McKenna

By becoming members of the Women in Automotive NZ initiative, organisations commit to upholding seven accord principles which foster diversity, equity and inclusion ensuring more dynamic workforces.


Natasha Callister

Kym Mellow, Inchcape NZ's general manager, says: "Inchcape is committed to empowering and developing our female colleagues.

"We believe that by attracting the best talent and fostering an inclusive and diverse environment, we will all thrive for today, for tomorrow and for the better.

"As we continue to promote greater inclusion and diversity in the industry, we proudly join the Women in Automotive Accord."

Richard Giltrap, managing director of the Giltrap Group, notes joining the accord demonstrates a commitment to developing and supporting women to succeed and reach their potential while at the company.

He adds: "Diversity is important as it drives performance and innovation across our business. We look forward to delivering on our action plan."

Women in Automotive NZ says the latest additions to the accord reflect an industry-wide commitment to work together to drive meaningful change in the sector.

It also notes the combined scales of the five newest signatories, with Sime Darby alone employing more than 1,200 staff across its retail and commercial divisions.

Pat McKenna, Sime Darby's managing director of New Zealand and director of commercial vehicles for Asia-Pacific, says the company is delighted to show its support for greater female representation in the industry.

"Our aim is to hire the best people for each job, which means making sure women have fair chances at all roles," he says.

"Our focus is on creating the right culture to accommodate and welcome more women into our group. Working with Women in Automotive is a key part of this."

Women in Automotive NZ was founded in 2022 by Natasha Callister, the Motor Trade Association, Motor Industry Association, Collision Repair Association, NZME's Driven Car Guide and MITO. Amanda Wood is an independent partner.

They assist women and the industry by providing a supportive network, strategic direction and advocacy, resources, tools and organising events.

Calling for fairness with emissions

During the previous government, the Ministry of Transport (MoT) amended the exhaust emissions rules, equating Japanese Dxx and Cxx levels of achievement under Japan 2005 with Euro 5 and Euro 4 respectively.

This decision significantly downplayed the effectiveness of Japanese standards in reducing harmful noxious emissions, which is their core purpose.

VIA has since developed a logical harm-based method for comparing emissions standards, focusing on the actual harm these standards cap.

Our model, validated by independent experts, demonstrates that Dxx – Japan 2005 with 75 per cent achievement – caps harm more effectively than Euro 6, while Cxx, which is Japan 2005 with 50 per achievement, surpasses Euro 5 in harm reduction.

While the actual harm reduction is about half of the stated 75-50 per cent due to the Japanese standards primarily focusing on lower NOx and hydrocarbon measurements, the decrease is still significantly greater than what's observed when moving from Euro 5 to Euro 6.

This oversight by the previous administration not only compromises public-health outcomes but also creates an uneven playing field for importers, affecting market fairness and economic stability.

VIA recently submitted a proposal to the MoT and we've informed the Minister of Transport of our key objectives.

Firstly, we are urging the government to recognise Japanese Cxx and Dxx levels of achievement as equivalent to Euro 5 and Euro 6 standards respectively.

This adjustment is crucial to ensuring a fairer and more competitive market, ultimately reducing costs for consumers and businesses, particularly small and medium-sized enterprises that rely on affordable, high-quality used light commercials.

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

Secondly, VIA proposes redefining the term "better standard" within the emissions rule to prioritise the effectiveness in preventing harm from noxious emissions rather than focusing solely on date of implementation.

A harm-based approach would ensure standards are evaluated based on their actual health benefits. Such an approach would also create a fairer market by applying consistent harm-based standards across all vehicle types.

It is illogical and counterproductive to allow extremely harmful diesels to cross the border while prohibiting the importation of small petrol vehicles that cause a fraction of the harm.

This inconsistency undermines the primary objective of the emissions rule, which is to limit harm from noxious emissions. By applying a consistent harm-based standard across all vehicle types, we can create a more equitable regulatory environment that genuinely prioritises public health.

Thirdly, we are seeking a mandate for the MoT to collaborate with VIA in establishing a fundamental methodology and set of principles for emissions standards.

The primary goal in implementing them should be to limit harm from vehicle emissions in the fairest way possible. This priority wasn't evident in previous amendments and is essential to realign our efforts to focus on the actual harm reduction capabilities of different standards.

> **Collaborating will ensure standards are evidence-based**

Collaborating on this effort will ensure standards are evidence-based, effective and aligned with the broader goals of public health.

Fourthly, we advocate for a phased approach to Euro 6 implementation. Under the current rule, both new and used vehicles are expected to adopt Euro 6 in 2028. This alignment is unprecedented and, frankly, impractical.

The fact the new-car sector isn't required to meet these standards until 2028 suggests there are cost or supply barriers that would have been even more significant seven to 10 years ago when then-new used cars were introduced.

Additionally, implementing Euro 6 for the new-car industry has been tied to its implementation in Australia.

If there are delays across the Tasman, used-car importers might be required to meet these standards before importers of new vehicles. This is both unconscionable and absurd.

We recommend rewriting the law so used cars move to Euro 6 three or four years after it is required for the new industry or 2028, whichever comes later. This phased approach will ensure a smoother transition and greater fairness in the application of these standards.

Lastly, we propose removing the arbitrary 2012 age ban for "Japan 2005 Low Harm" vehicles, allowing the importation of models that meet stringent harm-reduction criteria regardless of their first registration date.

This change would enhance market competition, improve economic conditions and ensure the availability of affordable, high quality, low-emissions vehicles.

A model awarded a Dxx rating in 2005 would have similar harm-prevention capabilities as one tested after 2012. Defining Japan 2005 Low Harm with that 2012 age ban is arbitrary and unwarranted.

Our proposals are not merely regulatory adjustments. They represent a commitment to ensuring that New Zealand's car industry operates on principles of fairness, public-health responsibility and economic stability.

By making these changes, we can better protect people's health, support businesses and create a more equitable market.

The month that was... September

September 14, 1998

Industry may not find parts easy

New Zealand's insurance companies might have bitten off more than they could chew by moving into the business of parallel-importing vehicle parts.

In what was viewed by many as a mere publicity stunt, State Insurance had announced it would begin to bring in new parts to bypass distributors.

The issue raised some questions for car dealers. Could and should they stand by and watch as an unrelated industry muscled in on their traditional business? Should traders attempt to bypass their own franchise holders and parallel-import parts themselves?

Those options would be likely to erode dealer-distributor relationships even further. It was also fraught with danger – both financial and logistical – given the complexity of managing inventories for parts.

One car trader told Autofile that insurance companies might find the parts business more of a pain than it was worth because it was such an involved business. He asked: "How will they access parts numbers and get hold of manuals?"

The Motor Industry Association (MIA) said using private parts to repair a vehicle would probably void its warranty provisions, but the owner was unlikely to be told that.

September 2006

Amazing recovery

The Cougar Ace, which was reported in Autofile on July 28 as having almost rolled on its side off the Aleutian Islands near Alaska, was carrying more than 4,800 new vehicles from Japan to Canada and the US. But it didn't sink, as most expected.

Almost miraculously, the car-carrier had been righted and was under tow to Portland, Oregon, a voyage that would take about 10 days. Only 41 cars, less than one per cent of the ship's cargo, were damaged.

In a remarkable sequence of events, the 55,328-tonne vessel was towed in its severely listing state to the fairly sheltered area of Dutch Harbour, Wide Bay, where it was righted, cleaned and safety measures implemented followed by an inspection of its hull, cargo and engine.

Mitsui OSK Lines, which operated the ship, decided not to have it sail under its own power because of potential problems with generators in the engine room, hence the long-distance tow.

Initial investigations had revealed the ship developed a 60-degree list during a required adjustment of ballast water, although exactly why it developed a list had yet to be determined.

September 9, 2005

100,000 new-vehicle sales

Half a decade of sustained growth by the new-vehicle market would see it almost certainly exceed 100,000 sales in 2005 – a feat not achieved since 1989.

Some 7,197 new cars and 2,424 new commercials were registered in August to bring the total number of units for the first two-thirds of the year to 68,535. That was already more than those sold in all of 1998.

Perry Kerr, chief executive of the MIA, said new-vehicle distributors were "quietly confident" of reaching the six-figure mark.

"We had a fantastic month in August," he enthused. "Obviously the market is incredibly strong. This is a continuation of an upward trend in new-vehicle sales, which have been going up since the removal of tariffs in 1998.

"We haven't seen such a long period of sustained year-on-year sales expansion in the past 30 years."

Fuel prices and the green movement were two factors to have emerged to the benefit of car manufacturers and distributors because they were drawing attention to advances in automotive technology.

"Overseas governments are putting in place regulations requiring better fuel economy and emissions standards," added Kerr. "We're getting the benefit as the technology is built into vehicles."

September 8, 2006

30% drop in imports

Vehicle registrations were on the slide across the board, but how indicative that was of a shift in the economy was unknown.

Registrations of used vehicles dropped by 30.1 per cent in August 2006 compared to the same month of 2005 and 9,600 used imports had been sold, down from 13,736. The decreases followed falls of 23 per cent in July, 20.4 per cent in June, 13.2 per cent in May and 24.1 per cent in April. Sales were down 16.7 per cent for 2006 year to date.

The new market was faring marginally better. That said, its sales in August were still down by 6.4 per cent versus the same month in 2005 – to 6,733 from 7,197 – and 1.8 per cent fewer new cars had been sold year-to-date in 2006 versus 2005.

New commercial sales fell by 21.2 per cent from 2,424 to 1,909, and those of used imports dropped by 15.5 per cent from 1,260 to 1,065.

While finance-company collapses and fuel prices were undoubtedly significant factors in the slowdown, the automotive market wasn't alone.

Dealers' voices matter for survey

So far, 2024 has been a tough year for new-car sales with battery electric vehicles (BEVs) having fallen off the cliff.

The introduction of road-user charges has also impacted on registrations of plug-in hybrids.

More than ever before, business relationships are the lifeblood of industry success and franchise dealers' partnerships with distributors are crucial to their future.

How are these relationships in 2024? Is there room for improvement? It's that time of the year again for the annual dealer attitude survey run by the MTA.

It provides a unique platform for franchisees to express their views candidly. Held under the cloak of anonymity, it allows dealers to share their perspectives as one.

While "dealer attitude" may sound potentially combative, the true purpose of the survey is far from that and this year we've renamed it to better convey its true intent.

As of October 1, we will be welcoming in the dealer-distributor relationship index (DDRI) survey.

As with all other years, the 2024 survey isn't about winners and losers. Instead, it acts as an independent conduit for full and frank feedback between dealers and their distributor partners.

This year, we will also have some additional EV-related content to enhance the DDRI survey.

The consistency of previous surveys' questions remains so 2024's results can be compared year on year.

The survey's outcomes assist both parties by identifying pinch-points in relationships so that dealers and distributors can address issues constructively.

The MTA carefully guards the conclusions of this research by ensuring no public promotion of the results is allowed.

In essence, it's industry-driven feedback designed to benefit everyone immersed in the new light-vehicle sector across New Zealand.

Previously, the survey boasted an impressive participation rate with some brands consistently receiving 80 to 100 per cent responses.

In 2023, the MTA's dealer attitude survey embarked on a transformative journey after 17 years by shifting from its customary paper format to a digital platform with the aim of enhancing and improving the user experience while maintaining engagement within the dealer sector.

LARRY FALLOWFIELD
Sector manager – dealers, Motor Trade Association

However, the 2023 transition didn't quite generate the anticipated participation and this year we have taken on-board feedback to make some improvements.

For 2024's survey, we will be using a combination of good old "snail mail" while incorporating email to deliver a detailed explanation of the digital platform to dealer principals for the dealer-distributor relationship index.

Within the letter, there will be a QR code to take participants directly to the survey and we have introduced an autosave function.

> **High participation rates lend validity to the survey's findings**

This will enable franchise dealerships to seek input from department management, so the likes of sales, service and parts staff can easily add important feedback.

That means no more passing paper between departments, no need to remember to scan or to send it back to the MTA and no more delays for us in receiving responses because of snail mail.

With the digital platform we can speed up the compiling of information and, as such, we will be running the DDRI survey for six weeks from October 1 to November 15 to encourage more participation.

This is a reminder to light-vehicle franchise dealers that your voices matter. High participation rates lend weight and validity to the survey's findings.

If you haven't previously received a copy of the survey or your details have changed, don't hesitate to phone me on 027-333-1164 or email me at larry.fallowfield@mta.org.nz.

Whether you're a seasoned dealer or new to the role, your input helps to shape the industry's future.

After last year's results, it's evident distributors and dealers see value in having an independent report. Considering some face collective criticism and complaints, there are distributors that eagerly await the survey's results.

They treat them seriously, recognising the value of constructive feedback. Many actively encourage their dealer networks to participate, which demonstrates their commitment to improvement.

The DDRI survey is designed to bridge gaps, foster trust and drive positive change. So, franchise partners, take this opportunity to help shape your future.

Italians show way in California

Lamborghini's replacement for its decade old and best-selling Huracan V10 has been unveiled at Monterey Car Week.

It's a plug-in hybrid (PHEV) called the Temerario, which translates to reckless, rash or dare devil, and it's the first V8 sports car from the Italian marque since the Jalpa in 1981.

With its reveal in the US, Lamborghini has become the first luxury automotive company to hybridise its full product range.

The new high-revving mid-engine in the Temerario is four litres and twin-turbocharged with a flat plane crankshaft.

It's backed up by two electric traction motors on the front axle, and an integrated electric traction motor on the rear axle between the engine and eight-speed dual-clutch transmission.

The rear electric motor performs generator and starter duties, as well as adding to performance and efficiency.

The combined petrol-electric all-wheel-drive system aids traction and dynamics. It can also function in EV mode driving only the front wheels thanks to a 3.8kWh battery.

Lamborghini's Temerario replaces the Huracan V10

With turbo boost, the Temerario can combine 677kW of power with 950Nm of torque.

That's claimed to propel the 1,690kg coupe from 0-100kph in 2.7 seconds and to a top speed of 340kph. Fuel efficiency and recharging data have yet to the published.

It is the second Lamborghini HPEV – or "high performance electrified vehicle" – and the third step in its electrification strategy. It completes the hybridisation of its entire line-up following the Revuelto and Urus SE.

The Temerario's hybrid drive system and 3.8kWh battery are shared with the flagship Revuelto, but the similarities end there because the latter runs a 6.5-litre V12 with more power.

Inside the new model is a 12.3-inch digital instrument cluster with an 8.4-inch centre screen along with a 9.1-inch screen for the passenger, which provides driving data.

It rides on an aluminium spaceframe chassis said to provide a 20 per cent increase in torsional rigidity compared to the Huracan.

The Temerario has 20-inch front alloys and 21-inch rears covering carbon-ceramic brake discs with monobloc calipers, while luxury kit includes 18-way electrically adjustable seats and a Sonus faber audio system.

"Every new Lamborghini must surpass its forerunners," says Stephan Winkelmann, chairman and chief executive officer of Lamborghini.

"With the Temerario, the hybrid plug-in reaches a new paradigm in terms of performance, sportiness and driving pleasure. It's the first production super sports car with an engine able to reach 10,000rpm, a feat typically only achieved in motorsports."

'EVERYDAY DRIVING'

The GT2 Stradale, Maserati's new "super sports" car, received its world premiere in California last month.

With a top speed of more than 320kph, maximum output of 477kW and acceleration from 0-100kph in 2.8 seconds, the Stradale "promises superior performance" partly thanks to aerodynamics and design inherited from its racing sibling.

Leading features of the model include a wide range of options and opportunities for customisation with packages dedicated to improving performance.

Davide Grasso, Maserati's chief executive officer, says: "The GT2 Stradale is a unique product, bringing together the brand's sporting heritage and representing the evolution of the MC20".

Two other Tridents were also displayed at Monterey – the MC20 Icona and the MCXtrema, a track-only "beast".

Unveiled in June this year, the Icona is a special series celebrating the 20th anniversary of the brand's return to GT championships.

With a limited-edition run of 20 units, it has a 12-cylinder Ferrari-derived engine.

The MCXtrema will see 62 models produced worldwide. Made and type-approved for track use only, it has 537kW of power.

The Maserati GT2 Stradale

Automobili Pininfarina's Battista hyper GT

Nissan's GTP ZX-Turbo

Richard Gauntlett being presented with the "wedge-shaped concept cars and prototypes late" award for the Aston Martin Bulldog

PERSONALISATION KEY

Automobili Pininfarina has unveiled a unique and bespoke Battista hyper GT to celebrate the brand's home, the town of Cambiano.

Several elements of the car are linked to the Italian town, which is on the outskirts of Turin, and are brought to life in the design.

These include livery on the underside of the active rear wing, which combines a map of the Cambiano region with a stylised schematic of the Battista production line. Similar imagery has been laser-engraved on the bespoke door plates.

Every buyer has the choice to select their own vehicle identification number to further personalise their car.

The Battista hyper GT's two seats are unique, and it's the first time the monochrome "dogtooth" design from the B95 Barchetta show car – unveiled at Monterey in 2023 – has been used on a production vehicle.

The car was the third in a trio of new model launches by Automobili Pininfarina in California.

It followed the reveal of the Bruce Wayne-inspired B95 Gotham hyper Barchetta and Battista Targamerica, the world's first coach-built electric hypercar to be delivered to a client.

RESTORATION JOB

The Aston Martin Bulldog, restored by Classic Motor Cars (CMC) in England, won the "wedge-shaped concept cars and prototypes late" class at the Pebble Beach Concours d'Elegance, which was Monterey Car Week's finale.

"I'm ecstatic it won its class at the toughest and most prestigious concours on the planet," says American owner Philip Sarofim, who collects cars.

"It's a fitting testament to the hard work, diligence and incredible skill of the team at CMC, and all those who have dedicated themselves to this project."

David Barzilay, director of communications at CMC, says: "Richard Gauntlett, who presented the car to the judges and managed the restoration, is the glue that held the project together.

"His knowledge of the car's technical specifications and its significance in motoring history allowed the restored Bulldog to retain its originality while being preserved for the future."

The Bulldog was designed by Aston Martin in the 1970s to be the fastest production car on the road. It fell short of its 200mph (322kph) goal, so the project was canned.

Philip Sarofim acquired the vehicle in 2019. He appointed Gauntlett to manage the restoration and chose CMC to undertake it. The project was completed two years later.

The Bulldog went on to smash its original 200mph goal in June 2023, reaching 205.4mph (330.6kph) in Campbeltown, Scotland, with Aston Martin works driver Darren Turner at the wheel.

STANDOUT IN RACING

Monterey Car Week isn't just about what's coming onto the market and awards. There's also the motorsports reunion.

During the 1980s, amid a wave of technological advancements, one vehicle emerged as a standout in the racing world and that was Nissan's GTP ZX-Turbo.

Competing in the International Motorsports Association (IMSA) GT Series from 1985-90, it embodied the marque's determination to outpace the competition.

Originally built by Lola Cars in the UK and developed by Electramotive Engineering in California, the GTP ZX-Turbo became a symbol of Nissan's dedication to motorsports.

It quickly made its mark in the racing world, particularly in 1988 when Geoff Brabham and John Morton drove it to victory. Their first major win of that season at the Atlanta Journal Constitution Grand Prix was followed by another triumph at West Palm Beach.

Innovations helped the GTP ZX-Turbo secure the IMSA constructor's championship in 1989, a title it defended in 1990 to cement Nissan's status as a force to be reckoned with in motorsports.

Visit www.autofile.co.nz for the full story.

World champion at the age of 14

New Zealand's world champions just keep getting younger and younger with Levi Townley becoming the first Kiwi to claim a world junior motocross title.

The Yamaha racer did so after winning the 2024 FIM Junior Motocross World Championship's 85cc class in the Netherlands.

The 14-year-old may have had some help in the pits because his father, Ben, is a former supercross and motocross star.

Levi's title victory came on his debut attempt on the deep sand of the Dutch circuit of Kamperweg Heerdem, but his race day was in doubt just eight weeks before.

His father, who took out the MX2 Motocross World Championship in 2004, says they made the decision for Levi to take part in the competition two months earlier and started preparing in New Zealand for the vastly different conditions in Holland.

"The track that Levi raced on is deep and sandy, and we don't have anything like that in New Zealand," says Ben. "We spent a few days down in the Manawatu at PWR Yamaha team manager Paul Whibley's track.

"Levi had support from Tauranga Boys' College for some extra time off and ramped up his physical training. The world champ motos are more than twice the distance of those in New Zealand."

His Yamaha YZ85's engine was fine-tuned in Europe to cope with the intense heat generated by strenuous riding conditions.

"In a nutshell, to compete from New Zealand and go and have a crack at the biggest junior competition in the world, especially in Holland in the sand, is no easy feat whatsoever," enthuses Ben.

Levi Townley celebrates his world junior motocross victory

Ben Townley flanked by his son Levi, to his right, and Jaggar, along with the rest of the team

"It's very unusual for Kiwis to come over and compete well in those conditions, and especially to be competitive for a one-off event."

Ben, Levi and his brother Jaggar, 12, who also took part in the 85cc class to gain some top-level experience, arrived in Europe three weeks before the event, but the build-up didn't go to plan.

"I didn't think I was going to be racing," explains Levi. "I thought I had broken my wrist, but it turned out to be bad bruising down to the bone."

Just when time on the bike was critical, he was off it for a whole week.

In the first race, Austrian Moritz Ernecker took the holeshot and held the early lead from Levi and French rider Sleny Goyer.

On lap five, Ernecker lost his frontrunner position, presenting Levi a lead that he wouldn't relinquish.

"I got a really good start in the first race and came around second before ending up leading by halfway to win that moto," says Levi. "That set the day up and the weekend really well to win."

Levi's wrist didn't trouble him during the race because he believes "the adrenalin just took over".

Deep sand on the first day then scoured out for day two.

The second race saw a clean holeshot for Estonian Lucas Leok, who could not be caught as he created an early gap and claimed a solid 12-second victory by the flag.

The battle raged behind him as Casey Karstrom, of Denmark, put his Yamaha into second initially before local rider Dex van den Broek completed a charge from outside the top five to claim second in the race.

Levi, who fought through to be third, says: "I didn't get the best start in the second moto. Then I rode pretty good and came from outside the top 10 to third.

"That was enough to win the world championship. It was pretty cool when I crossed the line.

"It was an amazing weekend for me. I wasn't expecting it. I was expecting to go and learn as much as I could."

The Townleys moved their focus closer to home for the Australian Supercross CR22 85 Cup before heading further afield to compete in the Motocross of Nations' YZ85 Cup class at Matterley Basin, England, this month.

Paddon's lead grows before Wales

A double puncture cost Hayden Paddon more than three minutes at Barum Czech Rally Zlin, but the New Zealander fought back to extend his lead in the European Rally Championship.

Frenchman Mathieu Franceschi had looked set to challenge for the top spot after the first day on the weekend of August 16-18. However, he retired with extensive tyre damage.

Local driver Dominik Stritesky won the rally ahead of Austrian Simon Wagner with another Czech, Erik Cais, third.

Hayden Paddon competing in Czechia

Paddon and navigator John Kennard entered the first full day of competition in 10th place overall by being 6.9 seconds off the lead.

He gained a place on the second special stage, then climbed to seventh on special stage five when Jan Kopecky lost more than two minutes while changing a wheel of his Škoda Fabia Rally2 evo.

Paddon remained in seventh place ahead of special stage eight, a 13.19km second pass over Rajnochovice, only for a double puncture to put him on the back foot.

The Kiwi pairing finished the stage three minutes and 48.2 seconds behind Stritesky and tumbled down the order to 18th.

Paddon then regained places over the morning loop on the Sunday and sat 15th ahead of the final three runs.

Eighth-place finishes on stages 13 and 14 elevated him to 14th.

He completed the 12.48km pass of Halenkovice as the third fastest, only by being three seconds off the best time, to secure three more championship points.

"It was a disappointing weekend because we wanted to come away with more," says Paddon.

"From a championship perspective, we can't rely on other disappointments. We're going to Wales with what we've got, so we'll just see what we can do there."

Maiden rally triumph

Mark McMillan in action

Photos: Geoff Ridder

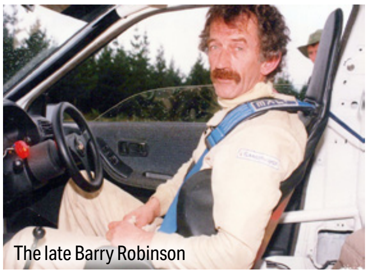
Mark McMillan, of Invercargill, secured victory at this year's MLT Barry Robinson Memorial Wyndham Rally.

The top seed for the event on August 10 was Caleb Macdonald, but he lost time when a tyre came off the bead in the stage, eventually finishing in 15th position.

McMillan and co-driver Murray Wright prevailed over 128km of special stages in their Subaru Impreza WRX STI.

They ended up 6.3 seconds ahead of Carter Strang and Catriona Flynn, of Wallacetown, in a Mitsubishi Lancer Evo 10. Mossburn brothers James and Harry Worker were third in another Evo.

McMillan and Wright won the opening two stages, building a margin of 19.2 seconds over Strang. Macdonald, of Queenstown, in an Evo 6 won the third stage with Carter Strang second and McMillan third.


The late Barry Robinson

McMillan and Strang notched up an equal fastest time on stage four when Macdonald's challenge ended with that tyre issue.

Overall victory would be decided on the final stage. McMillan had stretched his lead out to 14.4 seconds over Strang, who went on the attack.

He won the stage with a time 8.1 seconds faster than McMillan, but leaving the latter the winner by 6.3 seconds.

The inaugural MLT Barry Robinson Memorial Wyndham Rally took place last year.

It was instigated by the Eastern Southland Car Club to remember Robinson, a South Island rally legend, who passed away in March 2022.

Robinson farmed in the Mokoreta area near Wyndham during the height of his career, which saw him win multiple Wyndham and Otago rallies.

He also came close to taking out the 1983 New Zealand Rally Championship but for an engine failure in the final round, which left him runner-up.

Robinson also won the inaugural Catlins Coast Rally in 1991 with his daughter Anna as co-driver.

This year's rally was again centred on Wyndham, 45km east of Invercargill and 25km south of Gore.

Andrew Graves, of Gore, with son Hayden co-driving took out 2023's event in his Mitsubishi Evo 3 winning four of the five stages.

Wallacetown's Strang and Stewart Robbie came second in an Evo 10 after a close battle throughout the day. Macdonald, of Queenstown, with Kerran Graeve alongside him in an Evo 6 was third.

Tribunal rules spots of rust on car's roof caused by lack of repairs to stone chips

A 2017 Mazda CX-5

The case: More than six years after purchase, the buyer wanted the manufacturer to fix the paintwork and rust-spotting on the roof of his Mazda CX-5. He claimed it was a common defect with that model. The manufacturer disagreed and said the spots most likely occurred due to damage from stone chips that the purchaser failed to repair with touch-up paint.

The decision: The adjudicator dismissed the application, which was made under the Consumer Guarantees Act (CGA).

At: The Motor Vehicle Disputes Tribunal via video link.

Background

Graeme Macdonald bought a 2017 Mazda CX-5 from a non-party supplier for $41,500 on January 31, 2017.

On November 21, 2023, he applied for orders under the CGA requiring Mazda Motors of New Zealand Ltd to repair what he alleged to be its failing paint system.

Mazda NZ said the buyer hadn't proved the paint was failing. It added the evidence established that the CX-5 had suffered paint degradation due to stone chipping and a lack of maintenance by not treating the chips as soon as they appeared.

At the start of the hearing, the adjudicator noted the buyer questioned the tribunal assessor's industry experience and if he had worked for Mazda Motors NZ in the past.

The assessor confirmed he had. When asked why his work history was being queried, the purchaser clarified he wanted to ensure there was no bias on the tribunal's part in favour of Mazda NZ. Satisfied there was no evidence of bias, the buyer agreed to continue.

The case

Macdonald said he was unaware of any damage to the CX-5's paintwork until about 10 months prior when a friend was up on a ladder polishing its roof and noticed rust-spotting.

He was advised this was common with Mazdas of that age and model. It was thought to be the result of a thinner layer of paint being applied to the roof than to the bonnet.

This CX-5's roof paint was assessed as having 58 to 64 microns of paint with the bonnet having 70 to 75 microns.

The buyer produced photos of the affected areas, a $3,000 quote from a local repairer and email correspondence with Mazda NZ.

He also relied on material from the internet in the form of customer complaint forums, blogs or articles documenting a systemic problem with this model's paintwork.

Phillip Lusby, Mazda NZ's technical service engineer, said the evidence showed various longitudinal gouges in the painted surface or evidence of what was described as "spider rust".

The former was the result of impact damage to the paintwork, most likely "stone chipping" flicked up from other road users, while the latter was the result of the underlying sheet metal corroding and being exposed to the atmosphere – itself the result of paintwork being compromised or damaged.

Lusby submitted the evidence established stone-chip damage to the CX-5 and the resulting deterioration of the substrate was because no spot repairs of stone chipping were done once identified.

He accepted the paint applied to the vehicle might have differed in its thickness noting its higher impact zones, like the bonnet, were more likely to have a thicker layer than less affected areas, such as the roof, sides or rear.

The assessor reviewed all the material filed by both parties. His opinion was that the evidence was indicative of the CX-5 having suffered stone-chip damage, which had been left untreated.

He agreed with Lusby that the longitudinal damage was evidence of impact damage and the spider rust had been accurately diagnosed as the corrosion of the sheet metal following exposure to the atmosphere.

The assessor pointed to the spider rust appearing at or near the evidence of impact damage to support his opinion.

The paint had been damaged and, in the absence of spot treatment of the stone chips, corrosion had occurred to the adjacent sheet metal over time.

The assessor said the thickness of the paintwork would differ and that wasn't uncommon in most vehicles.

He didn't consider the rust-spotting to be the result of the CX-5's paintwork system because it wasn't an inherent or latent defect that had taken about seven years to appear. Rather, he considered the damage to be consistent with stone-chip damage being left untreated.

The finding

It was ruled the buyer hadn't satisfied on the balance of probabilities that it was more likely than not the damage was caused in the manufacture of the vehicle and application of its paintwork.

Instead, the tribunal was satisfied, on the evidence presented, that the damage sustained to the paintwork was the result of external forces – most likely stone chips – compromising the integrity of the surface and corrosion occurring to the sheet metal because of exposure to the elements.

The buyer said internet evidence should sway the tribunal in his favour, but the adjudicator disagreed.

The internet articles and other material relied on by the purchaser were not evidence of the cause of the rust-spotting on this vehicle, it was ruled. They were largely a log of customer complaints concerning vehicles in other countries and differing circumstances.

The purchaser didn't call any witnesses to prove his allegation that this was a systemic problem affecting Mazdas of this age and model.

The tribunal didn't attach any weight to material sourced from the internet. None of the hearsay material produced could be tested as to its credibility or veracity.

Lusby was asked if he was aware of any recalls or problems with these vehicles globally that might impact on this case. He replied he wasn't aware of any issues and no such matters had arisen in New Zealand with these cars.

The adjudicator concluded the buyer hadn't discharged the onus of proving his case on the balance of probabilities.

Order

The claim was dismissed.

Trader claims obligation was on buyer to carry out own assessment of old vehicle

The case: Four months post-supply, the buyer rejected his old, high-mileage Range Rover after it went into limp mode. It needed $13,830 in repairs. The trader said the vehicle had been listed on Trade Me for $1 and the listing noted that it had possible mechanical issues, which was to alert any potential buyers to assess the car prior to purchase.

The decision: The tribunal upheld the rejection of the car under the Consumer Guarantees Act (CGA).

At: The Motor Vehicle Disputes Tribunal via video link.

Background

Andrew Moir purchased a 2007 Range Rover with an odometer reading of 323,448km from S&A Motor Company on June 24, 2023, for $10,350. Four months later, he rejected it because it had pre-existing problems.

The dealer denied any knowledge of faults at supply except an issue with a manifold absolute pressure (MAP) sensor, which was disclosed.

The trader's managing director, Alex Hulme-Chivell, said it was an old Range Rover with high mileage so faults should be expected to occur with it.

He added a high-mileage vehicle carried an obligation for a purchaser to undertake their own assessment of it before buying.

The case

Moir saw the car advertised on Trade Me with a $1 reserve. It was described as having been serviced at 320,000km.

The listing added: "Immaculate condition for age and mileage. Very well looked after, starts/runs and drives extremely well.

"Have noticed an oil leak after it was serviced, may be possible sump plug. No warning lights present on dash, no engine lights. Diagnostic scan showed a history intermittent fault for map sensor. Not present. No other known or present issues."

Based on that, and after reviewing the listing's questions and answers, which disclosed no issues, Moir placed his bid.

He signed a copy of the vehicle offer and sale agreement (VOSA) electronically and paid before seeing the car.

The VOSA stated: "Please note. The vehicle is sold via $1 reserve auction due to age and mileage. Vehicle has noted issues but not limited to [an] oil leak? DTC fault code for intermittent map-sensor fault. Recommended viewing and inspections prior to bidding. All bids are final."

When Moir uplifted the car, he met with Hulme-Chivell, who said it had gone into limp mode a few times recently under hard acceleration or going uphill, but that was probably a map-sensor issue "and not a biggie".

Moir said he was driving back to Tauranga and asked what to do if the vehicle went into limp mode. Hulme-Chivell replied switch it off, start it again and "you'll be good to go". He asked for service receipts and Hulme-Chivell said he would email them.

After driving about 60km, an engine light came on and the car went into limp mode. Moir managed to restart it and drove it on to Tauranga.

He contacted Hulme-Chivell and told him about that, asked who had serviced the vehicle and what that service covered. A few days later, the trader revealed the pre-purchase service was just an oil filter and oil change.

Moir told him the suspension warning lights had come on, so the Range Rover was assessed by European Autotech in Tauranga on October 18.

It found fault codes relating to "crankshaft position sensor" and "vehicle speed-sensor range".

The top of the radiator was cracked, there was a severe coolant leak inside the engine's "valley", and an intake manifold had cracked and was losing pressure under boost.

European Autotech charged Moir $159 for that diagnosis and it estimated $13,830 for repairs. He had only driven the car to and from the mechanic.

Hulme-Chivell told the tribunal that a purchaser of such an old, high-mileage vehicle had a joint obligation to ensure they were happy with it pre-purchase.

He said he had disclosed all known issues and considered saying there was a MAP sensor issue should have alerted Moir to the leaking rocker covers. The Trade Me listing also disclosed "oil leak after it was serviced, may be possible sump plug".

Hulme-Chivell suggested those disclosures were sufficient to alert Moir to the possibility of the faults. He didn't challenge European Autotech's diagnosis, but emphasised he was unaware of the problems it found.

The finding

For the purposes of assessing liability under the CGA, it doesn't matter if a supplier is aware of any pre-existing faults.

At issue in this case was whether the car was faulty and if that amounted to a failure of the guarantee of acceptable quality.

Moir purchased an old Range Rover with very high mileage. He should have expected buying a vehicle of this sort would eventually lead to various repairs, and potentially expensive and unplanned maintenance.

However, the tribunal ruled its faults were probably present at the time of sale, especially as Moir had only driven 60km before it went into limp mode.

Therefore, the Range Rover hadn't been as durable as would have been expected by a reasonable consumer.

The tribunal also ruled disclosures by Hulme-Chivell about the oil leak, sump plug and MAP sensor didn't alert Moir to the extent of the car's faults.

That led the adjudicator to conclude its problems meant it failed the CGA's guarantee of acceptable quality and they were substantial. Therefore, Moir was entitled to reject it, and get refunds of the purchase price and the $159 diagnostic charge.

Finally, the tribunal noted it would have had little difficulty in concluding the advertising for this Range Rover was misleading in breach of section nine of the Fair Trading Act.

The Range Rover was described as in "immaculate condition for age and mileage" and "starts/runs and drives extremely well". Neither of those representations were accurate.

Orders

The trader was ordered to pay the buyer $10,509 and uplift the vehicle.

A 2007 Range Rover

For our latest schedule:

armacup.co.nz/schedules/asia-to-oceania

0800 ARMACUP
(0800 276 2287)

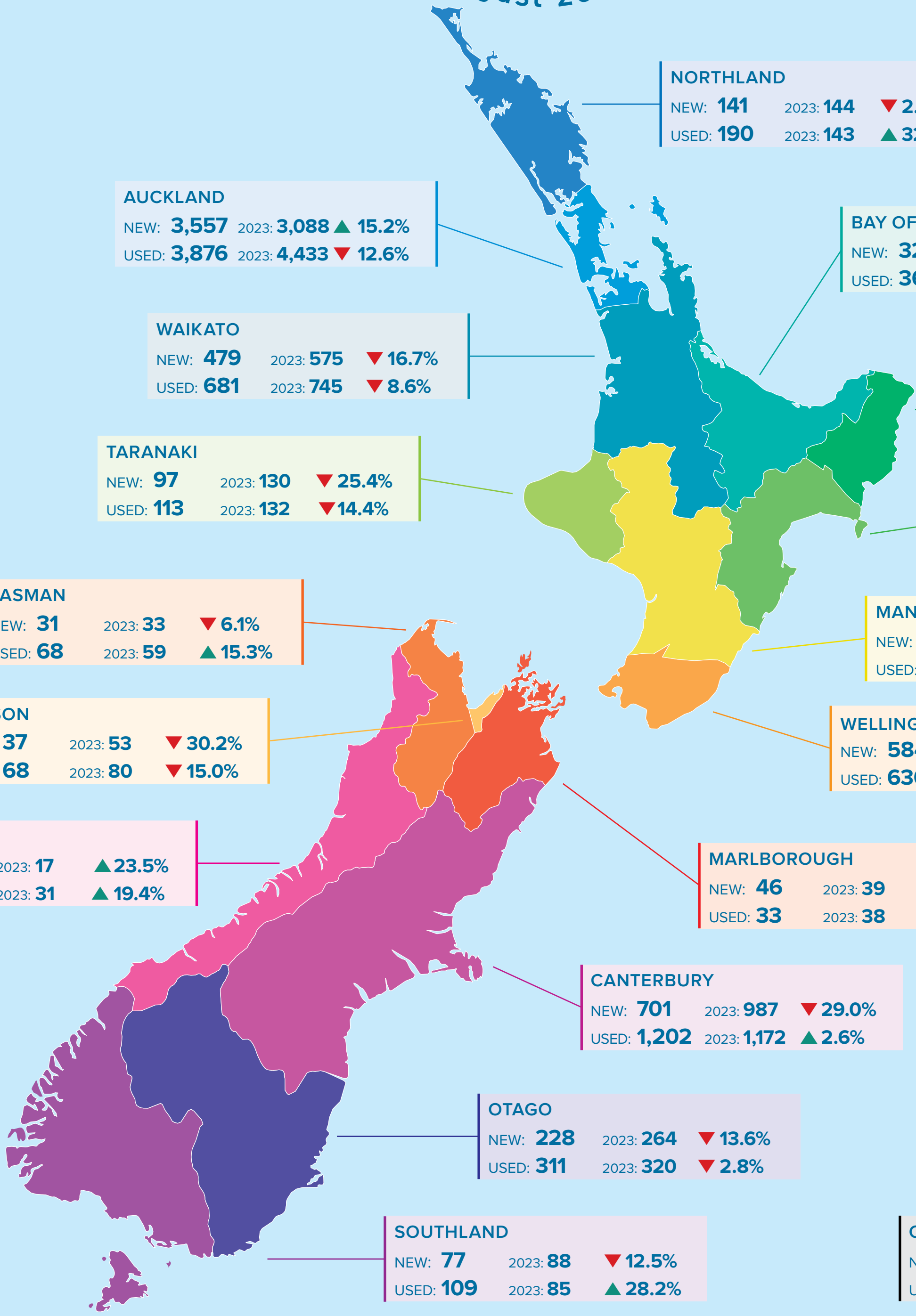
enquiries.NZ@armacup.com

www.armacup.com

Around the Country — August 2024

Total new cars
6,761
2023: 6,971 ▼ 3.0%

Total imported used cars
8,181
2023: 8,710 ▼ 6.1%



			2023	
NORTHLAND	NEW:	141	144	▼ 2.1%
	USED:	190	143	▲ 32.9%
AUCKLAND	NEW:	3,557	3,088	▲ 15.2%
	USED:	3,876	4,433	▼ 12.6%
BAY OF PLENTY	NEW:	326	412	▼ 20.9%
	USED:	368	314	▲ 17.2%
WAIKATO	NEW:	479	575	▼ 16.7%
	USED:	681	745	▼ 8.6%
GISBORNE	NEW:	24	34	▼ 29.4%
	USED:	92	55	▲ 67.3%
TARANAKI	NEW:	97	130	▼ 25.4%
	USED:	113	132	▼ 14.4%
HAWKE'S BAY	NEW:	178	182	▼ 2.2%
	USED:	165	158	▲ 4.4%
TASMAN	NEW:	31	33	▼ 6.1%
	USED:	68	59	▲ 15.3%
MANAWATU-WHANGANUI	NEW:	229	235	▼ 2.6%
	USED:	219	222	▼ 1.4%
NELSON	NEW:	37	53	▼ 30.2%
	USED:	68	80	▼ 15.0%
WELLINGTON	NEW:	584	679	▼ 14.0%
	USED:	630	696	▼ 9.5%
WEST COAST	NEW:	21	17	▲ 23.5%
	USED:	37	31	▲ 19.4%
MARLBOROUGH	NEW:	46	39	▲ 17.9%
	USED:	33	38	▼ 13.2%
CANTERBURY	NEW:	701	987	▼ 29.0%
	USED:	1,202	1,172	▲ 2.6%
OTAGO	NEW:	228	264	▼ 13.6%
	USED:	311	320	▼ 2.8%
SOUTHLAND	NEW:	77	88	▼ 12.5%
	USED:	109	85	▲ 28.2%
OTHERS (Chatham Islands, overseas, unknown)	NEW:	5	11	▼ 54.5%
	USED:	19	27	▼ 29.6%

Imported Passenger Vehicle Sales by Make - August 2024

MAKE	AUG '24	AUG '23	+/-%	AUG '24 MKT SHARE	2024 YEAR TO DATE	2024 MKT SHARE
Toyota	2,911	4,176	-30.3	35.6%	25,858	37.3%
Nissan	1,118	1,273	-12.2	13.7%	9,471	13.7%
Mazda	1,103	859	28.4	13.5%	9,485	13.7%
Subaru	783	373	109.9	9.6%	5,669	8.2%
Honda	682	675	1.0	8.3%	5,828	8.4%
BMW	278	185	50.3	3.4%	2,011	2.9%
Suzuki	249	225	10.7	3.0%	1,942	2.8%
Mitsubishi	215	223	-3.6	2.6%	1,725	2.5%
Mercedes-Benz	165	95	73.7	2.0%	1,285	1.9%
Lexus	156	129	20.9	1.9%	1,412	2.0%
Audi	148	116	27.6	1.8%	1,246	1.8%
Volkswagen	133	207	-35.7	1.6%	1,387	2.0%
Land Rover	49	16	206.3	0.6%	321	0.5%
Ford	24	30	-20.0	0.3%	233	0.3%
Jaguar	17	7	142.9	0.2%	144	0.2%
Jeep	16	7	128.6	0.2%	143	0.2%
Chevrolet	15	17	-11.8	0.2%	105	0.2%
Tesla	15	9	66.7	0.2%	75	0.1%
Volvo	13	8	62.5	0.2%	111	0.2%
Dodge	10	4	150.0	0.1%	69	0.1%
Mini	9	12	-25.0	0.1%	85	0.1%
Peugeot	7	8	-12.5	0.1%	45	0.1%
Chrysler	6	5	20.0	0.1%	61	0.1%
Holden	6	5	20.0	0.1%	41	0.1%
Hyundai	5	6	-16.7	0.1%	45	0.1%
Kia	5	5	0.0	0.1%	29	0.0%
Porsche	5	6	-16.7	0.1%	107	0.2%
Chrysler Jeep	3	0	300.0	0.0%	7	0.0%
Daihatsu	3	3	0.0	0.0%	33	0.0%
Pontiac	3	2	50.0	0.0%	14	0.0%
Alfa Romeo	2	1	100.0	0.0%	22	0.0%
Aston Martin	2	2	0.0	0.0%	8	0.0%
Citroen	2	1	100.0	0.0%	3	0.0%
MG	2	2	0.0	0.0%	15	0.0%
Range Rover	2	0	200.0	0.0%	7	0.0%
Others	19	18	5.6	0.2%	224	0.3%
Total	**8,181**	**8,710**	**-6.1**	**100.0%**	**69,266**	**100.0%**

Imported Passenger Vehicle Sales by Model - August 2024

MAKE	MODEL	AUG '24	AUG '23	+/-%	AUG '24 MKT SHARE	2024 YEAR TO DATE	2024 MKT SHARE
Toyota	Aqua	807	1,510	-46.6	9.9%	6,844	9.9%
Toyota	Prius	532	1,034	-48.5	6.5%	5,507	8.0%
Toyota	Corolla	329	388	-15.2	4.0%	2,627	3.8%
Mazda	Axela	323	336	-3.9	3.9%	2,906	4.2%
Nissan	X-Trail	283	192	47.4	3.5%	2,223	3.2%
Subaru	Impreza	280	174	60.9	3.4%	2,163	3.1%
Nissan	Note	273	365	-25.2	3.3%	2,565	3.7%
Mazda	Demio	261	226	15.5	3.2%	2,193	3.2%
Toyota	C-HR	251	238	5.5	3.1%	2,102	3.0%
Honda	Fit	238	330	-27.9	2.9%	2,229	3.2%
Nissan	Serena	208	171	21.6	2.5%	1,873	2.7%
Mazda	CX-5	183	113	61.9	2.2%	1,650	2.4%
Suzuki	Swift	180	148	21.6	2.2%	1,391	2.0%
Subaru	XV	168	105	60.0	2.1%	1,498	2.2%
Honda	Vezel	133	87	52.9	1.6%	1,117	1.6%
Mitsubishi	Outlander	129	158	-18.4	1.6%	1,072	1.5%
Mazda	Atenza	109	53	105.7	1.3%	848	1.2%
Subaru	Legacy	109	26	319.2	1.3%	597	0.9%
Toyota	Vitz	100	173	-42.2	1.2%	1,004	1.4%
Mazda	Premacy	94	58	62.1	1.1%	798	1.2%
Toyota	Camry	91	103	-11.7	1.1%	806	1.2%
Subaru	Forester	86	21	309.5	1.1%	559	0.8%
Volkswagen	Golf	86	128	-32.8	1.1%	917	1.3%
Toyota	Vellfire	75	42	78.6	0.9%	714	1.0%
Nissan	Leaf	71	356	-80.1	0.9%	551	0.8%
Toyota	Alphard	71	28	153.6	0.9%	448	0.6%
Toyota	Spade	68	73	-6.8	0.8%	631	0.9%
BMW	320i	62	31	100.0	0.8%	388	0.6%
Subaru	Outback	60	12	400.0	0.7%	323	0.5%
Toyota	RAV4	54	49	10.2	0.7%	363	0.5%
Honda	Odyssey	53	20	165.0	0.6%	367	0.5%
Mazda	CX-3	53	34	55.9	0.6%	333	0.5%
Honda	Accord	52	19	173.7	0.6%	268	0.4%
Toyota	86	50	23	117.4	0.6%	336	0.5%
Nissan	Lafesta	46	28	64.3	0.6%	298	0.4%
Others		2,213	1,858	19.1	27.1%	18,757	27.1%
Total		**8,181**	**8,710**	**-6.1**	**100.0%**	**69,266**	**100.0%**

Finance provider halts lending

Go Car Finance is being pulled from the Kiwi market as its parent company warns of uncertainty here for the foreseeable future and eyes up "better growth opportunities" across the Tasman.

Solvar Ltd acquired the finance provider in 2019 for A$21.6 million – or about NZ$23.79m – and says the business has since contributed more than A$90m in cumulative earnings before interest, tax, depreciation and amortisation.

However, Go Car Finance stopped considering new finance applications and lending from August 6, and Solvar plans to direct capital returned from this country into expanding its Australian operations.

Solvar, in an announcement to the ASX, states: "Go Car Finance has positively contributed to the group's current robust financial position.

"However, macroeconomic conditions in New Zealand have been challenging for an extended period, which has created uncertainty for the foreseeable future.

"Solvar's view is there are now substantially better growth opportunities in the Australian market.

"This coupled with the subdued outlook for the New Zealand economy and the higher relative funding costs has led the board to make the decision to cease new lending in Go Car Finance."

The statement issued by Solvar in late July adds Go Car Finance will continue to collect and service outstanding loans from customers, and seek to minimise disruption to clients and staff.

"As a result of the decision to cease new lending, it is expected the A$9.2m of goodwill and intangibles associated with Go Car Finance will be impaired and written down," it continues.

"Solvar anticipates Go Car Finance will contribute positively to group earnings during financial year 2025. As of June 30, 2024, the Go Car Finance loan book was A$139.2m with associated drawn wholesale funding of A$73m."

Go Car Finance is currently the subject of civil proceedings in the high court after the Commerce Commission alleged it breached the Credit Contracts and Consumer Finance Act when providing vehicle loans between 2019 and 2022.

Toyota top three

Sales of used-imported passenger vehicles dropped by 6.1 per cent last month to 8,181 compared to 8,710 in August 2023.

Toyota's Aqua headed up the models' ladder with 807. Next was the marque's Prius with 532 with third place claimed by the Corolla on 329.

Last month's best-selling marque was Toyota with 2,911 units, down by 30.3 per cent compared to August last year. Next up were Nissan on 1,118 and Mazda with 1,103.

ACQUISITION MADE

Trade Me has announced its full acquisition of AutoGrab NZ after securing the remaining 49 per cent of the company it didn't already own.

The online marketplace took a 51 per cent stake in the vehicle-software business in June last year and has now purchased it outright. "We're excited for the team at AutoGrab NZ to join us and the added value they bring," says Trade Me.

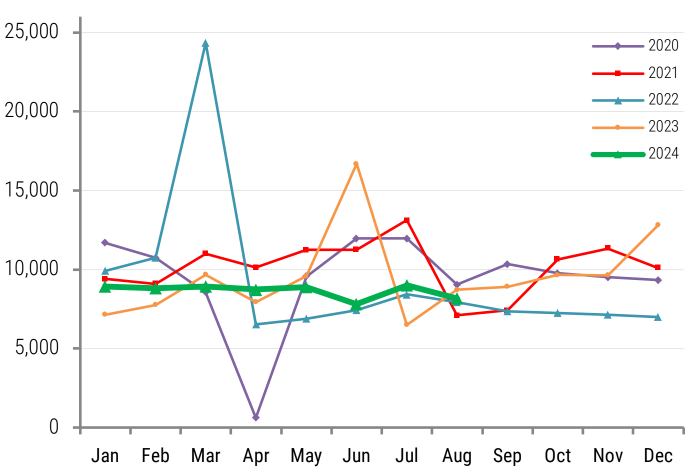
AutoGrab was added to Trade Me's services under its privacy policy on August 5.

The former offers live vehicle valuations to help car traders, finance and insurance companies.

It was founded in Australia in 2020 by Dan Werzberger and Chris Gardner before being launched in New Zealand in April 2022.

The platform enables dealers to leverage live market data, and has separate branches in Australia, Malaysia and the UK.

Used Imported Passenger Registrations - 2020–2024



Used Imported Passenger Vehicle Sales by Motive Power - August 2024

MAKE	AUG '24	AUG '23	+/-%	AUG '24 MKT SHARE	2024 YEAR TO DATE	2024 MKT SHARE
Full battery electric	91	383	-76.2%	1.1%	705	1.0%
Plug-in hybrid electric	86	203	-57.6%	1.1%	830	1.2%
Non plug-in petrol hybrid	3,547	4,852	-26.9%	43.4%	31,279	45.2%
Petrol	4,333	3,177	36.4%	53.0%	35,534	51.3%
Diesel	124	95	30.5%	1.5%	917	1.3%
Others (includes non plug-in diesel hybrid, fuel cell)	0	0	0.0%	0.0%	1	0.0%
Total	**8,181**	**8,710**	**-6.1%**		**69,266**	

Tyre collection scheme starts

The Imported Motor Vehicle Industry Association (VIA) has issued a reminder to its members about Tyrewise's collection scheme, which has now officially begun.

It has published key advice about the programme that has been designed to ensure the responsible disposal of end-of-life tyres (ELTs) contributes to a cleaner environment.

Members were advised to continue with current disposal arrangements until the scheme started because Tyrewise wasn't funded to collect ELTs before September 1.

The only exception was for tyres sold since March 1 that reached end of life since then. These have needed to be stored separately with evidence kept that the fee was paid on them.

There is a library of webinars online at www.tyrewise.co.nz to help people understand the scheme. These can be accessed at any time for up-to-date information and guidance.

Businesses wanting tyre collections need to provide Tyrewise with some health and safety information.

Under the Health and Safety at Work Act, companies and Tyrewise are jointly responsible for the wellbeing of contractors going onto sites. This means health and safety policies must be provided or photos of hazard boards displayed at locations, or evidence of warning signs.

If you needed to book collections, Tyrewise sent links and log-in information to software administrators a couple of weeks before they started. Admins can add other people to the system who can book and verify jobs.

Companies need to be registered with Tyrewise to be part of the scheme. You can check if your business is listed in the searchable directory of registered partners on its website.

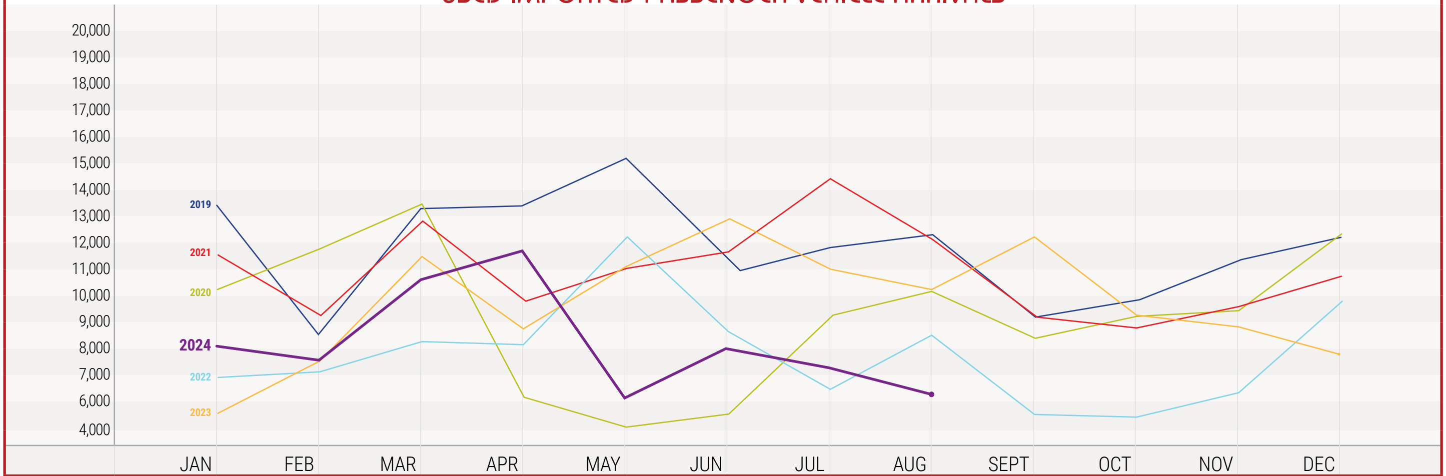
If you can't find your listing, ensure you have returned a signed acknowledgement of the code of participation, and health and safety information. The Tyrewise team is on hand to offer support and can be contacted on 0800-897-394.

CROSSING THE BORDER

There were 6,193 used passenger vehicles imported into New Zealand during August, which brought the year-to-date total to 64,948.

It was the second lowest monthly total of 2024 after 6,070 in May.

USED IMPORTED PASSENGER VEHICLE ARRIVALS



Used Imported Passenger Vehicles By Country Of Export

COUNTRY OF EXPORT	JAN '24	FEB '24	MAR '24	APR '24	MAY '24	JUN '24	JUL '24	AUG '24	AUG MKT SHARE	2024 TOTAL	2023 TOTAL	2023 MRKT SHARE	2022 TOTAL	2022 MRKT SHARE
Australia	72	106	101	157	121	84	110	94	1.5%	**845**	1,263	1.1%	2,353	2.6%
Great Britain	19	23	14	14	21	15	13	18	0.3%	**137**	272	0.2%	512	0.6%
Japan	7,984	7,255	10,190	11,332	5,827	7,858	7,028	6,026	97.3%	**63,500**	113,462	98.0%	87,740	95.6%
Singapore	18	43	28	19	31	12	36	12	0.2%	**199**	250	0.2%	423	0.5%
USA	12	21	11	17	26	15	18	36	0.6%	**156**	265	0.2%	487	0.5%
Other countries	12	9	9	12	44	5	13	7	0.1%	**111**	241	0.2%	250	0.3%
Total	**8,117**	**7,457**	**10,353**	**11,551**	**6,070**	**7,989**	**7,218**	**6,193**	**100.0%**	**64,948**	**115,753**	**100.0%**	**91,765**	**100.0%**

Deal to create added value

Turners Automotive Group has invested $1 million to secure a 13 per cent stake in Quashed, a New Zealand online insurance platform.

Quashed allows consumers to compare prices and coverage from multiple providers across motor, contents, home, pet and life insurance, and is approaching its near-term goal of 100,000 users.

People can also use the platform to access and manage all their policies in one location.

Turners says the investment aligns with its partnership strategy to provide more value to the company's customer base via complementary digital offerings.

Chief executive Todd Hunter adds: "Insurance is something that everyone needs and is complementary to our core business of selling used cars.

"We want Kiwi consumers to be protected. Quashed enables this through the effortless comparison of a multitude of policies, pricing and features."

Justin Lim, Wenbo Li and John Ganzan, Quashed's co-founders, say Turners' strategic expertise and customer network will help accelerate the platform's goal to make insurance simple and accessible for everyone.

Meanwhile, analysts at Forsyth Barr expect Turners' share price to increase. James Lindsay, Will Twiss and Kylie Mills describe the company as a "high-quality operator" that has gained market share and grown earnings through the interest-rate cycle.

"We see a clear pathway to further earnings growth driven from new branches, margin recovery and book growth in its finance segment as the official cash rate falls, and further sales channel optimisation in its auto retail segment," the analysts add.

Forsyth Barr's report notes Turners offers a gross yield of about 8.9 per cent and has been one of the premier dividend growers in the market over the past decade.

NUMBERS TAKE TUMBLE

Traders sold 15,425 second-hand passenger vehicles to members of the public in August.

That was down by 10.4 per cent from 17,207 when compared to the same month of 2023.

Trade-ins, meanwhile, came in at 12,473, which represented a 6.9 per cent fall from 13,398.

There were also 40,443 private transactions, which was down by 1.4 per cent from 41,002 over the same period.

SECONDHAND CAR SALES - August 2024

	DEALER TO PUBLIC				PUBLIC TO PUBLIC			PUBLIC TO DEALER		
REGION	AUG '24	AUG '23	+/- %	MARKET SHARE	AUG '24	AUG '23	+/- %	AUG '24	AUG '23	+/- %
Northland	536	592	-9.5%	3.5%	1,929	1,852	4.2%	216	190	13.7%
Auckland	5,083	5,808	-12.5%	33.0%	13,505	14,030	-3.7%	5,395	5,692	-5.2%
Waikato	1,621	1,760	-7.9%	10.5%	4,120	4,025	2.4%	1,071	1,254	-14.6%
Bay of Plenty	1,041	1,135	-8.3%	6.7%	2,770	2,844	-2.6%	588	692	-15.0%
Gisborne	130	138	-5.8%	0.8%	358	383	-6.5%	49	43	14.0%
Hawke's Bay	642	628	2.2%	4.2%	1,416	1,462	-3.1%	407	386	5.4%
Taranaki	347	364	-4.7%	2.2%	1,037	1,094	-5.2%	181	204	-11.3%
Manawatu-Whanganui	907	923	-1.7%	5.9%	2,131	2,173	-1.9%	662	779	-15.0%
Wellington	1,408	1,531	-8.0%	9.1%	3,235	3,124	3.6%	1,029	1,056	-2.6%
Tasman	149	149	0.0%	1.0%	471	476	-1.1%	18	13	38.5%
Nelson	128	174	-26.4%	0.8%	421	415	1.4%	164	164	0.0%
Marlborough	133	159	-16.4%	0.9%	349	362	-3.6%	55	73	-24.7%
West Coast	99	124	-20.2%	0.6%	266	311	-14.5%	33	42	-21.4%
Canterbury	2,156	2,571	-16.1%	14.0%	5,352	5,414	-1.1%	2,003	2,220	-9.8%
Otago	685	749	-8.5%	4.4%	1,913	1,886	1.4%	442	452	-2.2%
Southland	296	319	-7.2%	1.9%	1,042	993	4.9%	160	138	15.9%
Other	64	83	-22.9%	0.4%	128	158	-19.0%	0	0	0.0%
NZ Total	**15,425**	**17,207**	**-10.4%**	**100.0%**	**40,443**	**41,002**	**-1.4%**	**12,473**	**13,398**	**-6.9%**

New Passenger Vehicle Sales by Make - August 2024

MAKE	AUG '24	AUG '23	+/-%	AUG '24 MKT SHARE	2024 YEAR TO DATE	2024 MKT SHARE
Toyota	1,249	1,731	-27.8	18.5%	10,793	20.3%
Kia	844	803	5.1	12.5%	5,645	10.6%
Mitsubishi	714	645	10.7	10.6%	5,879	11.1%
Suzuki	444	382	16.2	6.6%	3,681	6.9%
Hyundai	320	256	25.0	4.7%	2,444	4.6%
Mazda	315	291	8.2	4.7%	2,313	4.3%
MG	298	285	4.6	4.4%	1,871	3.5%
Honda	282	182	54.9	4.2%	1,988	3.7%
Ford	256	530	-51.7	3.8%	2,372	4.5%
Volkswagen	216	189	14.3	3.2%	1,397	2.6%
GWM	204	17	1,100.0	3.0%	1,832	3.4%
Nissan	187	294	-36.4	2.8%	1,659	3.1%
Mercedes-Benz	139	132	5.3	2.1%	966	1.8%
Skoda	137	71	93.0	2.0%	748	1.4%
Subaru	133	125	6.4	2.0%	1,256	2.4%
Tesla	133	104	27.9	2.0%	859	1.6%
BYD	108	129	-16.3	1.6%	531	1.0%
Lexus	86	97	-11.3	1.3%	853	1.6%
Audi	85	71	19.7	1.3%	753	1.4%
BMW	82	151	-45.7	1.2%	967	1.8%
Land Rover	78	99	-21.2	1.2%	785	1.5%
Peugeot	49	46	6.5	0.7%	321	0.6%
Mini	40	26	53.8	0.6%	523	1.0%
Omoda	37	0	3,700.0	0.5%	257	0.5%
Porsche	36	8	350.0	0.5%	360	0.7%
Volvo	33	48	-31.3	0.5%	275	0.5%
Cupra	27	11	145.5	0.4%	204	0.4%
KGM	27	0	2,700.0	0.4%	90	0.2%
SsangYong	26	16	62.5	0.4%	171	0.3%
Jaecoo	24	0	2,400.0	0.4%	75	0.1%
Mahindra	24	11	118.2	0.4%	217	0.4%
Polestar	23	19	21.1	0.3%	79	0.1%
Jeep	20	33	-39.4	0.3%	147	0.3%
Isuzu	19	3	533.3	0.3%	143	0.3%
Fiat	15	7	114.3	0.2%	50	0.1%
Jaguar	10	12	-16.7	0.1%	138	0.3%
Opel	6	25	-76.0	0.1%	53	0.1%
Alfa Romeo	4	7	-42.9	0.1%	57	0.1%
Lamborghini	4	1	300.0	0.1%	26	0.0%
LDV	4	1	300.0	0.1%	33	0.1%
Citroen	3	6	-50.0	0.0%	43	0.1%
Lotus	3	2	50.0	0.0%	15	0.0%
Yamaha	3	1	200.0	0.0%	23	0.0%
Can-Am	2	7	-71.4	0.0%	17	0.0%
Others	12	97	-87.6	0.2%	267	0.5%
Total	**6,761**	**6,971**	**-3.0**	**100.0%**	**53,176**	**100.0%**

New Passenger Vehicle Sales by Model - August 2024

MAKE	MODEL	AUG '24	AUG '23	+/-%	AUG '24 MKT SHARE	2024 YEAR TO DATE	2024 MKT SHARE
Toyota	RAV4	541	770	-29.7	8.0%	5,134	9.7%
Kia	Seltos	306	214	43.0	4.5%	2,002	3.8%
Mitsubishi	ASX	286	39	633.3	4.2%	2,277	4.3%
Suzuki	Swift	257	213	20.7	3.8%	1,945	3.7%
Mitsubishi	Outlander	221	321	-31.2	3.3%	2,163	4.1%
Toyota	Yaris Cross	189	161	17.4	2.8%	857	1.6%
Kia	Sportage	178	66	169.7	2.6%	1,109	2.1%
Kia	Stonic	169	192	-12.0	2.5%	1,204	2.3%
Mitsubishi	Eclipse Cross	154	233	-33.9	2.3%	1,082	2.0%
Toyota	Yaris	136	156	-12.8	2.0%	609	1.1%
Honda	HR-V	126	0	12,600.0	1.9%	153	0.3%
Mazda	CX-5	123	118	4.2	1.8%	1,012	1.9%
MG	MG3	119	16	643.8	1.8%	518	1.0%
MG	ZS	118	134	-11.9	1.7%	1,033	1.9%
Toyota	Highlander	118	181	-34.8	1.7%	999	1.9%
Tesla	Model Y	116	72	61.1	1.7%	548	1.0%
Hyundai	Santa Fe	108	61	77.0	1.6%	430	0.8%
Suzuki	Jimny	99	38	160.5	1.5%	745	1.4%
Hyundai	Tucson	98	99	-1.0	1.4%	754	1.4%
GWM	Haval Jolion	92	0	9,200.0	1.4%	724	1.4%
Toyota	Corolla	90	171	-47.4	1.3%	861	1.6%
Nissan	X-Trail	86	173	-50.3	1.3%	817	1.5%
Hyundai	Kona	84	56	50.0	1.2%	856	1.6%
Volkswagen	Tiguan	83	38	118.4	1.2%	526	1.0%
GWM	Haval H6	81	0	8,100.0	1.2%	706	1.3%
Ford	Everest	79	225	-64.9	1.2%	1,278	2.4%
Honda	Jazz	67	109	-38.5	1.0%	573	1.1%
Mazda	CX-3	67	18	272.2	1.0%	309	0.6%
Ford	Puma	66	15	340.0	1.0%	390	0.7%
Subaru	Outback	65	61	6.6	1.0%	463	0.9%
Kia	Carnival	63	25	152.0	0.9%	332	0.6%
Nissan	Leaf	59	13	353.8	0.9%	76	0.1%
Skoda	Superb	54	8	575.0	0.8%	229	0.4%
Mitsubishi	Pajero Sport	53	6	783.3	0.8%	261	0.5%
Ford	Escape	51	208	-75.5	0.8%	398	0.7%
Honda	CR-V	51	18	183.3	0.8%	480	0.9%
Toyota	Camry	50	17	194.1	0.7%	245	0.5%
BYD	Sealion 6	42	0	4,200.0	0.6%	102	0.2%
Mercedes-Benz	GLC	40	27	48.1	0.6%	201	0.4%
Kia	Sorento	39	150	-74.0	0.6%	286	0.5%
MG	MG4	39	96	-59.4	0.6%	163	0.3%
Kia	Niro	38	113	-66.4	0.6%	421	0.8%
Toyota	Corolla Cross	38	111	-65.8	0.6%	889	1.7%
Volkswagen	T-Roc	38	22	72.7	0.6%	210	0.4%
Suzuki	Ignis	37	46	-19.6	0.5%	370	0.7%
Others		1,747	2,161	-19.2	25.8%	16,436	30.9%
Total		**6,761**	**6,971**	**-3.0**	**100.0%**	**53,176**	**100.0%**

Marque posts increase in profits

Toyota New Zealand's after-tax profit for 2023/24 came in at $88.1 million for a year-on-year increase of 4.8 per cent from $84.1m.

The company's annual report shows its total revenue grew by 14 per cent from $1.6 billion to $1.8b over the same timescale.

Its assets increased by seven per cent from $643.9m to $690.5m, with cash equivalents up 39 per cent from $103.2m to $144m.

The report, which was published on the Companies Office website on August 14, notes the total paid out in wages and salaries increased by 6.1 per cent from $31.1m to $33m.

In a review of operations, Toyota NZ's board says the profit increase came despite new-vehicle registrations of 149,005 in 2023 being 11 per cent lower than in 2022.

"The timing of new-vehicle wholesales was severely affected during the year due to changes in the clean car discount in July 2023 and then again when the CCD was repealed in December 2023," the report states.

That said, the company's various sectors continued to perform strongly with its new-vehicle division securing a 36th consecutive year of market leadership at 22.6 per cent and the business, as a whole, securing record sales.

Winger Motors' service centre in Penrose

The board adds that it expects the clean car standard, which came into effect on January 1, 2023, will significantly impact the automotive industry over the next few years as manufacturers respond to "strict emission targets".

"Toyota NZ is well-placed to address the short-term impact to our business operations while studies on the long-term impact are under way."

COMPANY EXPANDING

Winger Motors has become the official dealer for Hyundai, Isuzu, Renault, KGM and LDV in Auckland.

The company has taken on responsibility for the brands from Auckland Vehicles Group and has welcomed 53 extra employees who were previously with the marques.

It means the Hyundai and Isuzu Greenlane dealership is now at the corner of Great South Road and Campbell Road in Greenlane.

Winger Motors Commercial Greenlane at 460 Great South Road now boasts Renault, KGM and LDV. Winger Motors West Auckland remains at 156 Central Park Drive, and provides sales and servicing for Hyundai and Isuzu.

The company says future-proofing for expansion at its customer service centre in Greenpark Road, Penrose, has allowed for the addition of Hyundai, Isuzu, Renault, KGM and LDV at the facility.

Meanwhile, the Winger Motors' parts department is now located in Penrose.

MAINLAND GROWTH

The Andrew Simms dealership group has revealed plans to build new showrooms in Dunedin as it looks to expand its operations outside Auckland.

The developments come as it intends to add Jeep, RAM and BYD to the southern city's existing Mitsubishi and Nissan franchises, which were previously held by Stephen Duff Motors.

Managing director Andrew Simms says he has been a 50 per cent shareholder in Stephen Duff Motors since its inception in 2001 before his business took full ownership in December 2023.

He now has his sights set on building four new showrooms in Andersons Bay Road, Dunedin, to cater for the five marques.

The facilities will be at former Stephen Duff Motors premises and nearby properties, with the first project set to be a new Mitsubishi facility.

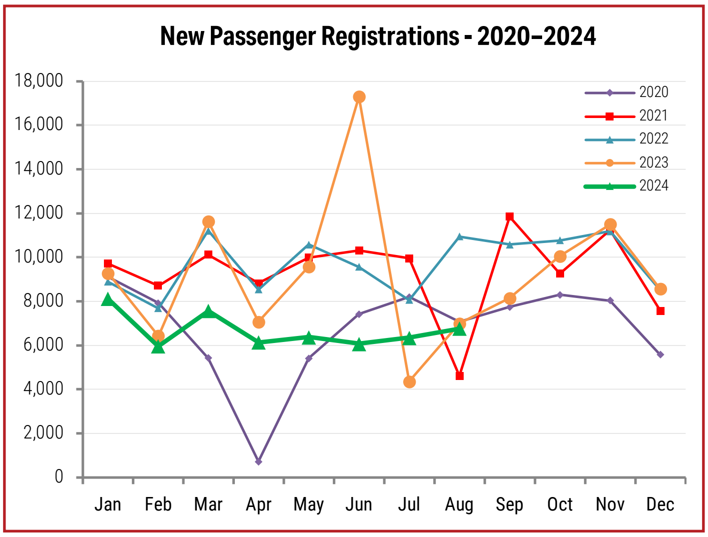
Simms says a new service centre in Timaru Street has also been built to accommodate the expanded business. All Stephen Duff Motors employees are being retained and more staff have been recruited.

Slight trade dip

Registrations of new cars dropped by three per cent last month when compared to August last year – down from 6,971 to 6,761.

Toyota's RAV4 topped the ladder with 541 units. Second spot was claimed by Kia's Seltos on 306 and the Mitsubishi ASX came third with 286. Suzuki's Swift was fourth with 257 and the Outlander came fifth on 221.

Last month's most popular marques were Toyota with 1,249 units and Kia with 844.



New Passenger Vehicle Sales by Motive Power - August2024

MAKE	AUG '24	AUG '23	+/-%	AUG '24 MKT SHARE	2024 YEAR TO DATE	2024 MKT SHARE
Full battery electric	564	858	-34.3%	8.3%	3,319	6.2%
Plug-in hybrid electric	231	778	-70.3%	3.4%	1,641	3.1%
Non plug-in petrol hybrid	2,480	2,485	-0.2%	36.7%	18,200	34.2%
Petrol	3,035	2,259	34.4%	44.9%	25,381	47.7%
Diesel	450	591	-23.9%	6.7%	4,633	8.7%
Others (includes non plug-in diesel hybrid, fuel cell)	1	0	0.0%	0.0%	2	0.0%
Total	**6,761**	**6,971**	**-3.0%**		**53,176**	

Major centre for golden triangle

Sime Darby Motors NZ, one of the country's leading suppliers of cars, trucks and transport solutions, is planning to open a major service centre at the Ruakura Superhub, Hamilton, in late 2025.

The company has taken out a long-term ground lease on a 2.4-hectare site with a strong presence on Ruakura Road.

The strategic location has direct access to the Waikato Expressway and is close to Ruakura Inland Port, which connects Auckland, Hamilton and Tauranga for what's known as the "golden triangle".

Construction of the facility should start later this year. It will house multiple Sime Darby Motors NZ businesses including a flagship Volvo showroom, a 14-bay truck service centre to support its Volvo, Mack, Hino and UD franchises, office space, parts storage and a yard.

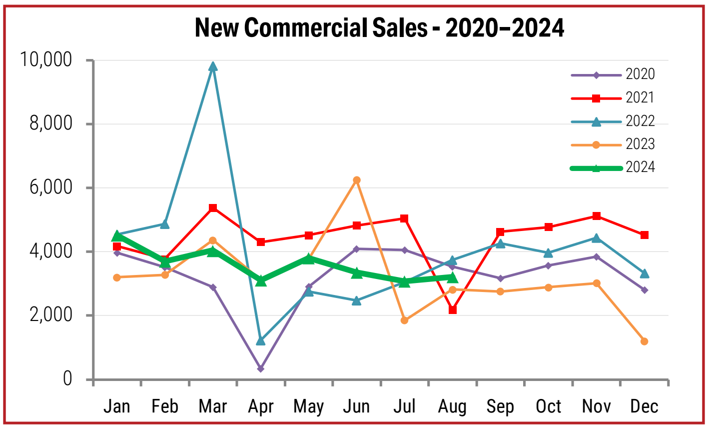
The company has got a Green Star 4 rating in its sights for the premises as part of the Superhub's commitment to sustainability and environmental stewardship.

This will include provisions for solar power, charging stations for electric vehicles, rainwater recycling, landscaping and end-of-trip amenities for staff including bicycle storage.

Pat McKenna, managing director of Sime Darby Motors NZ, says: "It will become our largest truck service centre in the North Island, and is part of our ongoing programme of growth and investment in New Zealand.

"This represents significant investment in a key area for our servicing customers as the golden triangle sees more than 40 per cent of the country's total freight movement."

Sime Darby Motors NZ's commercial division is made up of 11 businesses that underpin the



New Commercial Sales by Make - August 2024

MAKE	AUG '24	AUG '23	+/-%	AUG '24 MKT SHARE	2024 YEAR TO DATE	2024 MKT SHARE
Ford	931	910	2.3	28.9%	8,847	30.7%
Toyota	828	701	18.1	25.7%	6,738	23.4%
Mitsubishi	279	152	83.6	8.7%	3,274	11.3%
Isuzu	178	150	18.7	5.5%	1,760	6.1%
Nissan	142	77	84.4	4.4%	1,411	4.9%
Volkswagen	114	41	178.0	3.5%	822	2.8%
Mercedes-Benz	107	119	-10.1	3.3%	559	1.9%
Fuso	84	93	-9.7	2.6%	678	2.4%
Scania	67	75	-10.7	2.1%	444	1.5%
LDV	54	26	107.7	1.7%	487	1.7%
Hino	51	76	-32.9	1.6%	390	1.4%
Volvo	50	23	117.4	1.6%	273	0.9%
Hyundai	44	49	-10.2	1.4%	343	1.2%
Renault	40	1	3,900.0	1.2%	166	0.6%
Fiat	33	25	32.0	1.0%	380	1.3%
Iveco	32	71	-54.9	1.0%	241	0.8%
GWM	29	0	2,900.0	0.9%	158	0.5%
Ram	22	19	15.8	0.7%	181	0.6%
Kenworth	21	23	-8.7	0.7%	194	0.7%
DAF	18	19	-5.3	0.6%	200	0.7%
Others	101	162	-37.7	3.1%	1,304	4.5%
Total	**3,225**	**2,812**	**14.7**	**100.0%**	**28,850**	**100.0%**

New Commercial Sales by Model - August 2024

MAKE	MODEL	AUG '24	AUG '23	+/-%	AUG '24 MKT SHARE	2024 YEAR TO DATE	2024 MKT SHARE
Ford	Ranger	826	842	-1.9	25.6%	7,802	27.0%
Toyota	Hilux	687	465	47.7	21.3%	5,043	17.5%
Mitsubishi	Triton	279	152	83.6	8.7%	3,273	11.3%
Nissan	Navara	142	77	84.4	4.4%	1,411	4.9%
Ford	Transit	105	68	54.4	3.3%	1,045	3.6%
Toyota	Hiace	103	145	-29.0	3.2%	1,295	4.5%
Isuzu	D-Max	102	42	142.9	3.2%	989	3.4%
Mercedes-Benz	Sprinter	93	98	-5.1	2.9%	428	1.5%
Volkswagen	Amarok	92	16	475.0	2.9%	562	1.9%
Isuzu	N Series	42	49	-14.3	1.3%	351	1.2%
Toyota	Land Cruiser	37	90	-58.9	1.1%	376	1.3%
Hyundai	Staria Load	34	35	-2.9	1.1%	286	1.0%
Fiat	Ducato	32	25	28.0	1.0%	379	1.3%
Renault	Master	31	1	3,000.0	1.0%	112	0.4%
GWM	Cannon	29	0	2,900.0	0.9%	158	0.5%
Volvo	FM	29	7	314.3	0.9%	125	0.4%
LDV	Deliver 9	28	1	2,700.0	0.9%	210	0.7%
Isuzu	F Series	27	47	-42.6	0.8%	326	1.1%
Hino	500	24	34	-29.4	0.7%	159	0.6%
Iveco	Daily	20	56	-64.3	0.6%	163	0.6%
Others		463	562	-17.6	14.4%	4,357	15.1%
Total		**3,225**	**2,812**	**14.7**	**100.0%**	**28,850**	**100.0%**

transport industry's value chain from end to end.

It supplies trucks and materials handling equipment supported by a nationwide after-sales network, parts sales and distribution operation serving body builders, transport operators and the public.

BOOM FOR PICK-UPS

Ram Trucks Australia has gone through the 30,000-unit barrier at its factory in Melbourne. The milestone was reached with a crew-cab 1500 Big Horn.

The company started operating in 2014 and a 2500 HD was the first vehicle to roll off the production line.

Since then, the brand has grown exponentially on both sides of the Tasman to offer a comprehensive range of full-size pick-ups.

General manager Jeff Barber describes 30,000 vehicles as a "significant car park in anyone's books".

He says: "From our partners in the US and Melbourne, to our dedicated dealer network in New Zealand and Australia, the business proves it's possible to establish an original equipment manufacturer-level capability in Australia despite the closure of local automotive brands."

The Ateco Group is the world's only authorised manufacturer of right-hand-drive Ram trucks.

All of Ram Trucks Australia's vehicles are made to international specification levels and delivered from the global production line in the States.

They are uniquely coded for the Kiwi and Australian markets, and for the local build process in Melbourne.

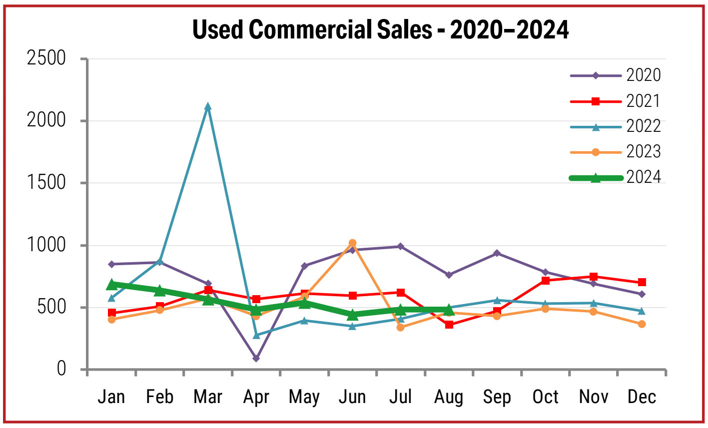
The company has a significant parts warehouse and inventory, along with 73 dealers in both countries and employs more than 400 people.

REGISTRATIONS BOOST

Sales of new commercials totalled 3,225 in August, which was up by 14.7 per cent from 2,812 in the same month of 2023.

The models' ladder was topped by Ford's Ranger with 826 for a 1.9 per cent fall. Toyota's Hilux came second with 687 and Mitsubishi's Triton was third on 279.

The total for used-imported commercials was 484 for a year-on-year rise of 6.1 per cent from 456 vehicles.



Used Commercial Sales by Make - August 2024

MAKE	AUG '24	AUG '23	+/-%	AUG '24 MKT SHARE	2024 YEAR TO DATE	2024 MKT SHARE
Toyota	256	221	15.8	52.9%	2,195	50.7%
Nissan	91	95	-4.2	18.8%	936	21.6%
Hino	34	29	17.2	7.0%	235	5.4%
Isuzu	21	27	-22.2	4.3%	221	5.1%
Mitsubishi	17	23	-26.1	3.5%	162	3.7%
Ford	16	9	77.8	3.3%	171	3.9%
Fuso	5	3	66.7	1.0%	21	0.5%
Volkswagen	5	3	66.7	1.0%	34	0.8%
Chevrolet	4	4	0.0	0.8%	33	0.8%
Fiat	4	1	300.0	0.8%	19	0.4%
Mazda	4	3	33.3	0.8%	53	1.2%
UD Trucks	4	9	-55.6	0.8%	17	0.4%
Daihatsu	3	4	-25.0	0.6%	42	1.0%
Dodge	3	0	300.0	0.6%	19	0.4%
Holden	3	6	-50.0	0.6%	21	0.5%
Mercedes-Benz	2	4	-50.0	0.4%	15	0.3%
Renault	2	1	100.0	0.4%	5	0.1%
DAF	1	0	100.0	0.2%	3	0.1%
Freightliner	1	0	100.0	0.2%	4	0.1%
GWM	1	0	100.0	0.2%	1	0.0%
Others	7	14	-50.0	1.4%	126	2.9%
Total	**484**	**456**	**6.1**	**100.0%**	**4,333**	**100.0%**

Used Commercial Sales by Model - August 2024

MAKE	MODEL	AUG '24	AUG '23	+/-%	AUG '24 MKT SHARE	2024 YEAR TO DATE	2024 MKT SHARE
Toyota	Hiace	186	165	12.7	38.4%	1,678	38.7%
Nissan	NV350	53	50	6.0	11.0%	601	13.9%
Toyota	Regius	30	23	30.4	6.2%	239	5.5%
Hino	Dutro	24	23	4.3	5.0%	171	3.9%
Isuzu	Elf	16	19	-15.8	3.3%	157	3.6%
Nissan	NV200	16	2	700.0	3.3%	83	1.9%
Nissan	Caravan	14	21	-33.3	2.9%	145	3.3%
Toyota	Dyna	14	19	-26.3	2.9%	132	3.0%
Toyota	Hilux	12	4	200.0	2.5%	35	0.8%
Fuso	Canter	11	17	-35.3	2.3%	119	2.7%
Ford	Ranger	8	5	60.0	1.7%	55	1.3%
Hino	Ranger	8	4	100.0	1.7%	44	1.0%
Toyota	Coaster	6	1	500.0	1.2%	21	0.5%
Nissan	Atlas	5	10	-50.0	1.0%	43	1.0%
Fiat	Ducato	4	1	300.0	0.8%	19	0.4%
Toyota	Toyoace	4	8	-50.0	0.8%	52	1.2%
Daihatsu	Hijet	3	4	-25.0	0.6%	42	1.0%
Dodge	Ram	3	0	300.0	0.6%	17	0.4%
Ford	F-150	3	0	300.0	0.6%	15	0.3%
Mitsubishi	Rosa	3	3	0.0	0.6%	14	0.3%
Others		61	77	-20.8	12.6%	651	15.0%
Total		**484**	**456**	**6.1**	**100.0%**	**4,333**	**100.0%**

Nameplate hits end of road

Imports decline

New-car imports came to 7,205 in August. This was down by 22.7 per cent when compared to 9,315 units in July and a decrease of 23.3 per cent from 9,399 recorded in the same month a year ago.

Registrations of 6,761 new passenger vehicles were completed last month, which was 6.8 per cent more than July's total. It was down by three per cent from 6,971 units in August 2023.

The numbers have resulted in the stock of new cars still to be registered increasing for the seventh month in a row, climbing by 0.6 per cent to 77,445. Daily sales, as averaged over the previous 12 months, stand at 250 units per day – down from 310 a year earlier.

August's results mean stock at-hand has risen to 309 days if sales continue at the current rate. In the same month of 2023, it came in at 237 days.

What was the cheapest new passenger vehicle in our domestic market has been dropped by Mitsubishi Motors NZ (MMNZ).

The Mirage, which was recently priced from $21,990, has been withdrawn from the carmaker's local line-up.

The decision comes at the same time as the model's withdrawal from US showrooms, while sales of the hatchback across the Tasman ended last year after three decades.

Reece Congdon, of MMNZ, told Autofile: "The Mirage has come to an end as our parent company explores other vehicle options in our region.

"Sales of the Mirage have declined in recent years as the ASX has really taken off.

"While it's always sad to lose a beloved nameplate, we are excited about future replacement options."

Mitsubishi's range in New Zealand is now made up of the Triton, ASX and Pajero Sport, Eclipse Cross and Outlander. The latter two are also available as plug-in hybrids.

The Mirage is the latest hatchback to exit the market. It follows the Ford Fiesta, Hyundai's i20, except for its top-spec N variant, and Volkswagen's Polo.

Mitsubishi first launched the Mirage as a front-wheel drive, three-door hatchback in March 1978 as a response to 1973's oil crisis. A five-door hatchback on a longer wheelbase followed in that September.

FACILITIES UP & RUNNING

Lotus of Auckland has opened a new showroom with the occasion used to pull the covers off an all-new hyper GT, with the model's range-topping variant able to clock 0-100kph in just 2.8 seconds.

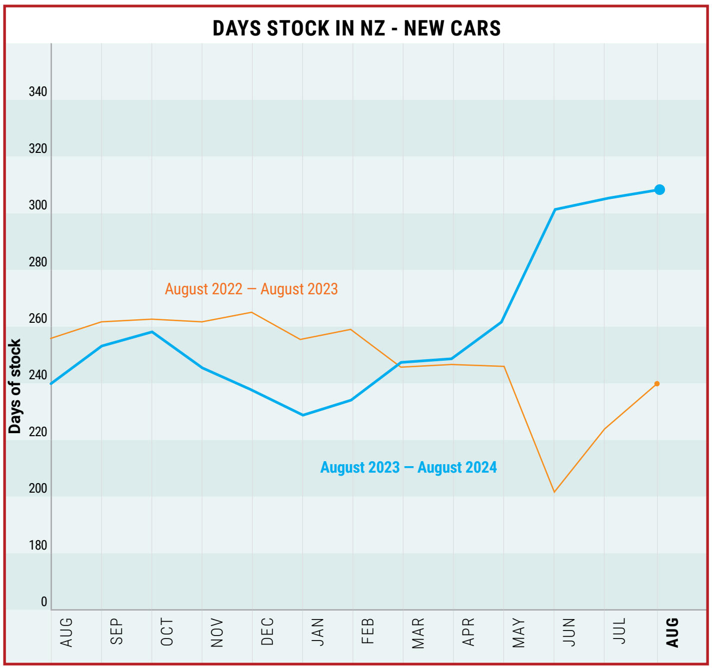
The dealership, part of the Giltrap Group, has relocated to 138 Great North Road and the official reveal of the facility took place on August 24. Invited guests joined Chris Parker, Lotus of Auckland's brand manager, and Giltrap staff at the event.

It also provided an opportunity to show off the Lotus Emeya, an electric sports sedan that will be available to New Zealand consumers with a choice of three variants – one with entry-level features, an S version and a top-of-the-range R model.

Meanwhile, Armstrong's has opened a new Nissan dealership in central Wellington, which offers new and used vehicles alongside servicing and parts.

Dealer stock of new cars in New Zealand

	CAR SALES IMPORTED	CAR SALES REGISTERED	VARIANCE	STOCK	DAILY SALES - 12-MONTH AVERAGE	DAYS STOCK AT HAND
Aug '23	9,399	6,971	2,428	73,596	310	237
Sep '23	10,030	8,121	1,909	75,505	303	249
Oct '23	10,751	10,027	724	76,229	301	253
Nov '23	7,825	11,470	-3,645	72,584	302	240
Dec '23	7,435	8,548	-1,113	71,471	302	236
Jan '24	4,154	8,098	-3,944	67,527	299	226
Feb '24	7,608	5,923	1,685	69,212	298	232
Mar '24	8,882	7,539	1,343	70,555	287	246
Apr '24	6,180	6,111	69	70,624	285	248
May '24	7,800	6,352	1,448	72,072	276	261
Jun '24	8,006	6,059	1,947	74,019	245	302
Jul '24	9,315	6,333	2,982	77,001	251	307
Aug '24	**7,205**	**6,761**	**444**	**77,445**	**250**	**309**
Year to date	**59,150**	**53,176**				
Change on last month	**-22.7%**	**6.8%**		**0.6%**		
Change on Aug 2023	**-23.3%**	**-3.0%**		**5.2%**		
	LESS IMPORTED	LESS SOLD		MORE STOCK		



The site in Kent Terrace, Mount Victoria, expands on the group's existing branches representing other marques in the capital and Lower Hutt.

The company says its service department boasts the latest Nissan diagnostic equipment and factory-trained technicians.

Baxter Murray-Hamilton has been appointed branch manager at Armstrong's Nissan Wellington.

CAMPAIGN UNDER WAY

Auto Trader has launched what it describes as a "huge increase" in advertising spend.

The campaign, which started on September 1, aims to drive more Kiwis to the listings platform.

Auto Trader says it's appearing "everywhere", such as on the radio and television, Google Ads, YouTube, TikTok and more.

In addition, the site's dealer dashboard is now live. It has been "designed to give you complete control over your listings", explains the company in an industry email alert. "With it, you can monitor performance metrics, track views, user behaviour and much more."

Auto Trader, which is owned by Optimus Group NZ Ltd, says it has 247,000-plus users for an increase of 64 per cent from 2023 with each one visiting 27 pages.

STAFF SHARE SUCCESS

More than half the people working at Turners Automotive Group have joined its employee share scheme over the past three years.

"We're pleased with the uptake," says Todd Hunter, chief executive officer. "Between the 2022, 2023 and 2024 schemes, we now have 53 per cent of our wider team as shareholders."

Employees have applied for 91,388 shares and, after utilising shares already owned by the staff scheme, 70,352 shares have been issued representing 0.08 per cent of issued capital.

The scheme allows permanent employees to invest $1,000 and receive $1,500 worth of shares after a three-year vesting period.

REMINDER ON ESC

The Imported Motor Vehicle Industry Association (VIA) has warned members to ensure cars entering the fleet meet electronic stability control (ESC) requirements.

Malcolm Yorston, technical support, says: "We are aware several recently imported vehicles have been rejected at inspection for not having ESC.

"Don't let this happen to you. If you're unsure whether a used vehicle in another jurisdiction is ESC-equipped, have a trusted person examine it to confirm before purchasing."

MA, MB and MC-class vehicles less than 20 years old shouldn't be imported unless they have ESC.

VIA's advice is to always confirm compliance with New Zealand's ESC requirements for all models.

Trading decreases

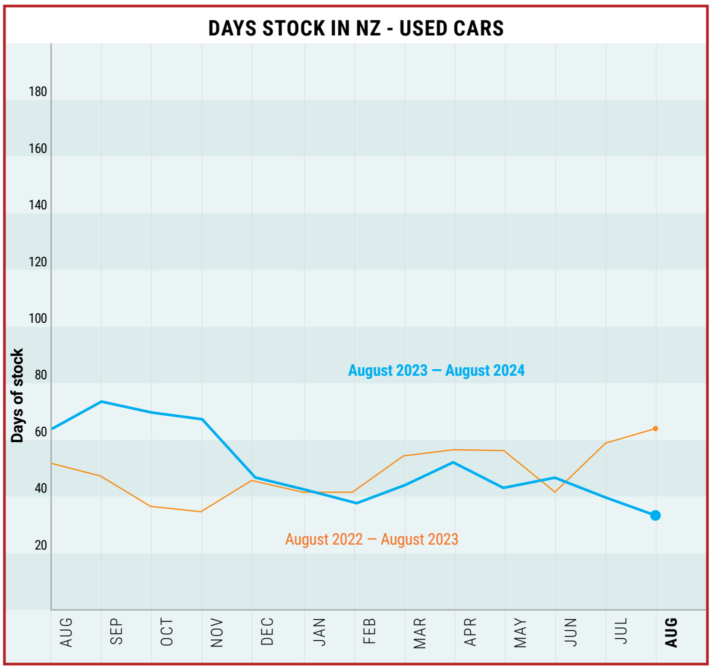
The total for used cars imported last month was 6,193, which was a decrease of 39.7 per cent from August 2023 when 10,265 crossed our borders. The latest figures were also down by 14.2 per cent from 7,218 in July 2024.

Some 8,181 units were registered last month to bring the year-to-date total to 69,266. August's total was 6.1 per cent down on 8,710 during the same month of 2023 and down by 9.1 per cent from 8,997 in July.

With 1,988 fewer used cars imported than registered last month, unregistered stock on dealers' yards or in compliance shops came to 10,204 units.

This was 43.1 per cent lower than the 17,930 units a year ago and down by 16.3 per cent from 12,192 at the end of July.

Average daily registrations in August were 302 compared to 281 a year ago and there is 34 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
Aug '23	10,265	8,710	1,555	17,930	281	64
Sep '23	12,052	8,903	3,149	21,079	285	74
Oct '23	9,044	9,643	-599	20,480	292	70
Nov '23	8,711	9,637	-926	19,554	299	65
Dec '23	7,768	12,800	-5,032	14,522	315	46
Jan '24	8,117	8,904	-787	13,735	320	43
Feb '24	7,457	8,818	-1,361	12,374	323	38
Mar '24	10,353	8,939	1,414	13,788	321	43
Apr '24	11,551	8,725	2,826	16,614	323	51
May '24	6,070	8,880	-2,810	13,804	321	43
Jun '24	7,989	7,822	167	13,971	297	47
Jul '24	7,218	8,997	-1,779	12,192	304	40
Aug '24	**6,193**	**8,181**	**-1,988**	**10,204**	**302**	**34**
Year to date	**64,948**	**69,266**				
Change on last month	**-14.2%**	**-9.1%**		**-16.3%**		
Change on Aug 2023	**-39.7%**	**-6.1%**		**-43.1%**		
	LESS IMPORTED	LESS SOLD		LESS STOCK		

Break free from high listing prices

List your car, *save* money, and become a *shareholder* of your listing platform with *Only Cars.*

Become part of the solution

Sign up for a free demo!

hello@onlycars.co.nz

OnlyCars.co.nz