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Call for car industry to take over training

Joint submission lodged by Motor Trade Association lobbies government to overhaul how system works

The Motor Trade Association (MTA) wants to take ownership of the lead organisation for training in the automotive industry.

The call to government is outlined in a submission to the Ministry of Education and Tertiary Education Commission on this year's vocational education and training reforms.

It comes with the coalition being committed to disestablishing Te Pūkenga – the NZ Institute of Skills and Technology, and restoring some individual industry training organisations, as well as institutes of technology and polytechnics, as stand-alone entities.

The "most critical" aspect of the proposal lodged by the MTA is transitioning the Motor Industry Training Organisation (MITO) to be industry owned and led.

It believes this would ensure more relevant programmes being run that are aligned with current


New Zealand is in the midst of an automotive skills shortage. Photo: MTA

practices and future demands.

The MTA is prepared to contribute transition costs for taking ownership of MITO and then ensuring the new entity maintains independent industry governance.

The joint submission is the result of a taskforce of 20 organisations including the Motor Industry Association (MIA) and Imported Motor Vehicle Industry Association (VIA).

It essentially provides Penny Simmonds, Minister for Tertiary Education and Skills, with a blueprint for future automotive training.

James McDowall, the MTA's head of advocacy, says the submission represents a collective view of the industry group that's "clear and unequivocal".

Only when MITO has become industry owned and run "can learners get the right training and career pathways, businesses get skilled and trained new staff, and all New Zealanders get a robust and future-facing automotive sector".

"If we don't have enough Kiwis joining the industry, it affects

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GUEST EDITORIAL

Switching to electric is still future of transport

Kirsten Corson says now is a great time to buy with some heavy discounts available

KIRSTEN CORSON
Chair, Drive Electric

With sales of light passenger battery electric vehicles (BEVs) down by around 70 per cent on last year, it's easy to question if they really are the future.

The government's removal of the clean car discount and introduction of road-user charges on EVs have hit the market hard, especially against the backdrop of a long recession.

In reality though, the global trend is still electric. Worldwide sales are growing in 2024, albeit at a slightly softer rate.

EVs remain the future of transport. One reason to be confident about their future is they are cheaper to run. Charging an EV at home costs about \$3-\$5 per 100km depending on electricity rates. Filling up a car with petrol costs four or five times that.

Collectively, powering vehicles with electricity will save New Zealand \$8-\$9 billion per year on imported fossil fuels. To add to this, pollution from transport contributes to 2,000 deaths per year with an approximate \$10.5b social cost. The cars we drive do affect health outcomes.

The upfront price of EVs remains a barrier today, but prices are coming down. We're already seeing some new models retail from \$30,000 to \$40,000. It's actually a great time to buy with some heavy discounting in the market.

The other barrier in the mind of some drivers is "range anxiety".

In reality, more than 80 per cent of EV owners charge at home or work. However, we do need a comprehensive public-charging network to give current and future EV drivers confidence in this technology.

The government has set a target of 10,000 chargers by 2030, which is a positive ambition.

Currently, there are some 1,248 operational charge points in New Zealand, according to EECA, so we need to ramp up installation from about 21 each month over the past 18 months to around 140 per month for the next five years. This will depend on EV demand and making it easier to invest, particularly streamlining electricity network connections for chargers.

Of course, our country's transition to electric doesn't exist in a vacuum. New Zealand is a technology taker when it comes to its cars, but also an exporter dependent on its green credentials.

Manufacturers in China are now at the forefront of the revolution with new-energy vehicles running at about 40 per cent market share in the domestic market. Norway is still leading the way with more than 90 per cent market share.

Chinese carmakers will change the world order in automotive. Cheaper EVs are coming.

The adoption of new technologies is never linear and we may be in a comparatively sluggish patch right now with EV uptake in New Zealand.

However, ultimately the superior technology will win – and that's electric. It will be consumers who make the choice because EVs offer a cheaper, quieter and cleaner alternative to the status quo.

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everyone – longer waits for repairs, maintenance and service, or businesses forced into closure because of the staff shortage," says McDowall.

New Zealand's car industry has a significant lack of workers with skilled migrants plugging the gaps in many cases.

"MTA members regularly tell us they would prefer to hire local and give young Kiwis a chance.

"The current system is convoluted and difficult to navigate, doesn't always provide enough practical experience for new technology and puts a financial burden on employers hiring apprentices."

The submission states work-based learning is preferred, and the motor-vehicle sector should be setting its own standards to ensure they remain relevant and up to date. Increased financial support for employers training apprentices is being requested, and the industry group wants well-equipped centres of excellence established to deliver off-job training and a more efficient process for developing programmes.

Labour shortages are being exacerbated by high costs employers incur when training apprentices. Photo: MTA

"We appreciate the minister has faced a massive undertaking in unwinding Te Pūkenga," adds McDowall. "But in the case of the automotive sector, the way forward is clear.

"MITO made a substantial financial return to the government, which can be restored at the same time as building a better model."

INDUSTRY CHALLENGES

New Zealand's motor-vehicle industry faces "ongoing challenges" that impede its ability to grow and maintain a skilled workforce.

"Our industry is navigating a time of unprecedented and rapid technological advancement, meaning the need for relevant qualifications delivered at pace has never been greater," says McDowall in the submission to government.

"We are facing significant labour shortages, exacerbated by high costs employers incur when training apprentices. Employers are now more hesitant to invest in apprenticeships due to associated risks and costs.

"This has led to a greater reliance on migrants, which has been further complicated by frequently changing immigration policies.

"During the days of the 8,000-hour training model, apprenticeships were commonplace. If an employee left, they could simply hire a replacement to ensure a smooth transition.

"However, variability in competencies in the current model – due to multiple pathways to learning – necessitates that employers invest additional time and resources to ensure new apprentices are up to standard."

Based on the submitters' collective experience, they are confident industry ownership can address this issue by standardising training and ensuring consistent competency levels.

"Our industry is deeply disappointed that the government's proposal fails to acknowledge the significant investment and inherent risks involved in training apprentices for employers.

"Compared to a fully trained employee, an apprentice is

United approach

The submission lodged by the MTA has been supported by and produced alongside an industry taskforce led by the association.

Collaborating organisations include the MIA, VIA, Collision Repair Association, NZ Trucking Association, Bus and Coach Association, National Road Carriers' Association, Tractor and Machinery Association and Ia Ara Aotearoa Transporting NZ.

Others are the Rental Vehicle Association, European Motor Distributors and the Giltrap Group, NZ Auto Electrical Group, the Hire Industry Association, I-CAR NZ, Collins Automotive, Rutherford & Bond, Repairhub, CablePrice, Norwood and Tandem Smash Repair.

"Together, we represent the diverse spectrum of the industry, including associations, employers and the broader interests of motorists," states the submission.

"We also encompass heavy transport and agriculture, and emphasise the scale and importance of the primary sector.

"By involving employers alongside associations, we have gained valuable direct feedback from those who provide a significant number of apprenticeships.

"Our taskforce collectively represents approximately 90 per cent of the training that MITO, currently part of Te Pūkenga, provides."

A small percentage of MITO learners fall outside the scope of transport and automotive, specifically drilling, mining, quarrying and gas.

"We support the designation of 'motor', and encourage the Tertiary Education Commission and Ministry of Education to consider whether these sectors should transition to the new entity or be merged into a more relevant organisation."

significantly less productive during their training. We're concerned the proposal documents do not recognise substantial financial contributions employers make to vocational education."

In collision repair, for example, calculations show that providing a three-year apprenticeship can cost a business up to $90,000. This includes losses in productive hours for those supervising, signing off modules, administration, public holidays, leave, and direct costs of internal and external training.

The government is the minor contributor, while employers bear most of the costs by a substantial margin.

"The role of the government should be to create a legislative framework that grants industry training the freedom to choose how it succeeds," says McDowall.

"Crown ownership creates a system that's one step removed from industry accountability.

"Further, the industry has found providing feedback challenging due to unnecessary complexity. The structure is highly convoluted, especially considering training almost exclusively happens in the workplace.

"The government should seriously question why the system needs to be so complicated. Ownership of MITO should lie with industry as this allows for direct accountability to the industry.

"By extension, this would mean more responsive and relevant training programmes that address our needs.

"With industry ownership, we can ensure qualifications are closely aligned with industry practices, fostering a competent workforce that's ready to adapt to rapidly changing technology."

The submission explains that while this model may not be suitable for all industries, MITO and automotive stand out as being well-organised, fiscally sustainable and supported by industry.

Currently, 16 institutes of technology and polytechnics (ITPs) provide pre-trade education for the motor-vehicle industry. Many operate with significant deficits and a lack of modern resources.

"Consequently, employers face high costs retraining ITP-only graduates, who often have significant student loans to contend with. Unfortunately, many graduates do not enter the industry or leave soon after as classroom learning cannot replicate real-world environments.

"The automotive industry attracts individuals who excel through hands-on experience, making work-based learning the preferred choice for employers. This approach supports intended learning outcomes, and provides better social and economic benefits for learners.

"As such, we would be uncomfortable with any system that promotes ITP-based education over, or in direct competition with, work-based learning.

"The objective of the system should be to produce workers that industries need, not to fill seats to reduce polytechnics' operating deficits."

THE MITO PROPOSAL

The MTA taskforce has adopted an "innovative approach" to the government's proposals, offering an alternative that better reflects the industry's needs.

Its idea for MITO to become industry owned and led includes legislation for ongoing government oversight.

"We have received overwhelming feedback that crown ownership is undesirable and risks exacerbating disengagement with the system," says McDowall.

"MITO stands out among the former ITOs [industry training organisations] as a success story with even more room to improve under industry ownership.

"We are not proposing to convert MITO into a private training establishment [PTE] as standard-setting is a crucial function that was derailed with workforce development councils [WDCs]."

The new entity would be responsible for setting standards and arranging training, with off-job training delivered in partnership with ITPs and PTEs.

The MTA is offering to contribute to transition costs and "has the resources to take on ownership of MITO on behalf of industry if considered necessary by the government".

If this happened, it would have a separate board of directors to the MTA and operate independently with wider involvement of the transport industry.

"We acknowledge the minister's desire to issue letters of expectations to facilitate government oversight.

"To achieve this, we propose it includes a ministerial appointment to its board with remaining members drawn from industry.

"We would collaborate with officials to develop a workable solution for all parties."

STANDARDS & TRAINING

The submission lodged by the MTA tackles a range of issues forming a roadmap for the future of training.

It says barriers to industry involvement are mainly due to a time-consuming and

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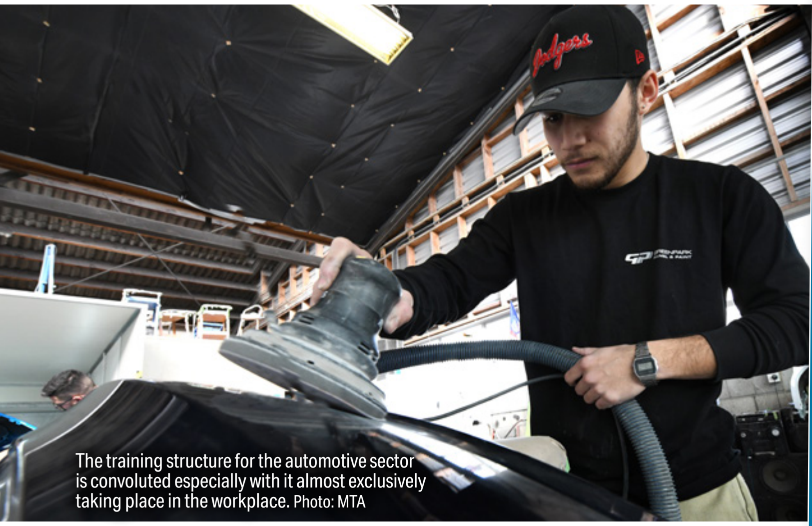
The training structure for the automotive sector is convoluted especially with it almost exclusively taking place in the workplace. Photo: MTA

Proposals from the Beehive

The government wants to create a vocational-education system in which employers have a sense of ownership. It includes scrapping workforce development councils (WDCs).

There are two options for standards-setting and training. One places responsibility in the hands of "industry training boards", which would also include what's offered by Te Pūkenga's work-based learning division.

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

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

These would have a more direct industry-relevant remit than WDCs and cover a narrower range of areas.

The document notes changes to settings for funding need to be aligned with the revamped vocational system.

The government proposes three shifts from 2026. These include restoring rates to the previous student-achievement component system.

Other suggestions are reprioritising money from work-based rates to fund standards-setting, and arrangements to support institutes of technology and polytechnics (ITPs) to engage with regional industries.

The government wants to make final policy decisions next month. Officials will consider the way forward for ITPs during 2025's second half. Legal changes to overhaul vocational education will be progressed next year.

complex process led by the NZ Qualifications Authority, and a lack of engagement with workplace development councils.

For qualifications and unit standards to be listed on the NZ Qualifications Framework, there must be clear evidence of industry need and endorsement, which is currently lacking.

To ensure training delivered by any provider aligns with standards, two mechanisms are available.

The entity for standard-setting could endorse programmes alongside the automotive sector's peak body, or providers could be accredited to deliver qualifications and standards in a programme.

An independent quality-assurance process is seen as "crucial" before a programme becomes available and after learners have completed their training to maintain national consistency.

The automotive industry wants level-four qualifications and buildable micro-credentials primarily delivered in work-based settings, which are supported by off-job training.

A competency-based approach will ensure learners acquire practical skills and experience for the real world, while industry standard-setting will maintain the quality and relevance of qualifications.

The integration of theoretical and practical learning could be delivered in block courses at mandated centres of excellence.

With the support of employers, who assess competency, this approach would ensure training is "comprehensive and applicable".

The MTA's proposal suggests establishing between five and seven centres of excellence across the country, rather than maintaining 16 under-resourced pre-trade schools.

They would be kitted out with the latest technology and resources to ensure off-job training aligns with skills required to meet modern workshop demands.

The centres of excellence could be ITPs or PTEs and funded with the Tertiary Education Commission's support.

It's essential for the industry to retain the ability to assess its own apprentices when necessary.

The current process operates on a high-trust model with employers well-positioned to evaluate apprentices.

"By allowing employers to conduct evidence-based assessments, the industry can ensure trainees are evaluated rigorously and fairly, leading to higher-skilled tradespeople on qualification completion," states the MTA's submission.

The industry could also implement a short series of final units for national assessment. This would ensure all apprentices meet the same national standards before being awarded final qualifications.

PAYING FOR OVERHAUL

Employers are the car industry's primary trainers and require increased funding to support this role, which should extend beyond apprentices' first or last years to effectively develop skilled labour.

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Times are changing

When it comes to youth engagement, Gateway programmes help secondary learners decide if a trade is right for them. However, they are currently underutilised and underfunded.

The MTA recommends prioritising such programmes from secondary school through to tertiary education, leading directly into apprenticeships.

"Gateway not only promotes trades, but enhances the perception of the automotive industry as a credible and rewarding career choice."

In addition, current programmes are often lengthy and fail to meet industry needs. Qualification development can take years, making it hard to keep up with technological advancements.

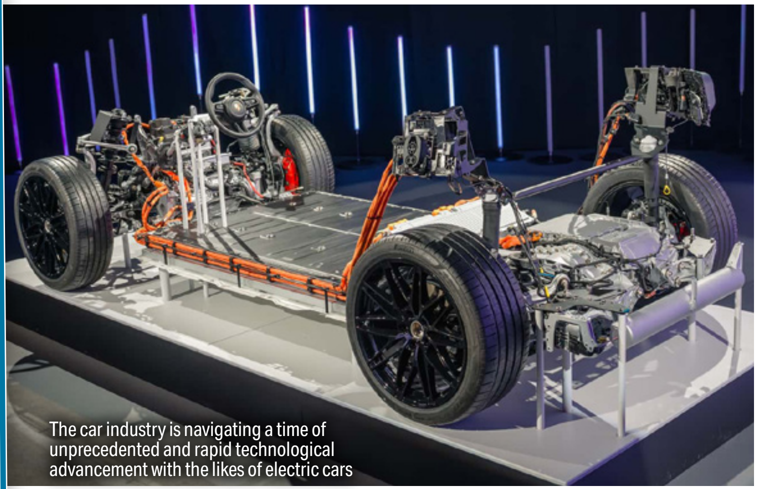
Historically, work-based programmes have required apprentices to complete 8,000 hours of hands-on experience to become fully qualified as automotive technicians.

This model ensured they gained theoretical knowledge and skills to meet high standards.

But recent trends show some technicians are achieving qualifications in less than two years. There's some concern this fails to provide enough time to develop the skills and experience needed.

"The industry is complex, requiring technicians to diagnose, repair and maintain a wide range of vehicles with precision," says the MTA.

"To ensure competency, we recommend implementing final unit standards assessed by a national industry assessor before granting a final qualification."



The car industry is navigating a time of unprecedented and rapid technological advancement with the likes of electric cars

"We recommend reviewing Apprenticeship Boost, which is currently available to all trades regardless of need," says the MTA.

"In Australia, a more targeted approach is taken based on labour shortages, allowing more funding to be allocated where it's needed most.

"We advocate that work-based funding rates not be reduced and should include specific rates for employers. This prevents reliance on sourcing skilled labour from offshore.

"By providing employers with resources to train apprentices over multiple years, we can ensure workshops remain efficient and the industry grows with a domestic workforce.

"Since all providers in the system rely on standard-setting, proposed provider rates could be reduced to reflect this rather than solely repurposing work-based learning rates. This approach ensures a balanced distribution of resources across the vocational education system."

The MTA says proposed changes for 2026 aim to address deficits in provider-based education by reallocating resources. However, work-based learning risks being weakened without provisions to increase its funding.

"It isn't only about providing the right skills, but eliminating the skills shortage through industry-endorsed education and career pathways."

The extended duration required for unit standards and qualifications to be approved and integrated is critical, and without significant changes it could undermine the effectiveness of the entire system.

For many businesses, particularly smaller workshops, these costs can be prohibitive, leading to reduced involvement in processes that are essential for maintaining high standards.

The MTA says it's vital that financial implications for employers to train skilled tradespeople are acknowledged.

"Automotive employers not only enable better social and economic outcomes for the next generation of professionals, but also keep the country moving and ensure safe transport for motorists through the training they provide," says McDowall.

"Our submission advocates for the industry to define its own success, supported by a legislative framework provided by the government."

Association backs roads boost

The Imported Motor Vehicle Industry Association (VIA) has supported high levels of funding being allocated to improve highways.

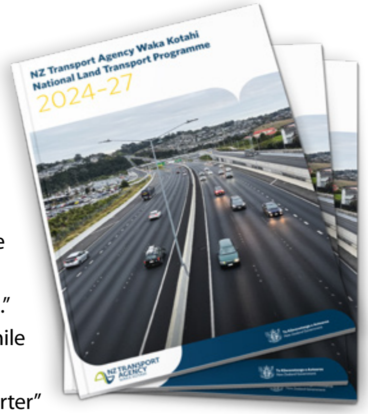
The National Land Transport Programme (NLTP), which was published last month, outlines some $32.9 billion in spending from 2024-27.

"This investment reflects the coalition's focus on crucial infrastructure projects to enhance the efficiency and safety of our transport network," says Greig Epps, VIA's chief executive.

"As an industry that relies on robust and efficient distribution channels, we're pleased to see strong levels of funding to improve highways, particularly in the northern and central regions of the North Island.

"These upgrades are essential for facilitating the smooth delivery of imported vehicles to dealers across the country, ensuring consumers continue to have access to a wide range of choices."

Epps adds while VIA remains a "steadfast supporter" of initiatives to reduce transport emissions, it understands the government prioritising infrastructure.



Greig Epps says VIA is behind the NLTP

"Improvements to New Zealand's highways are crucial in ensuring our infrastructure can meet the demands of modern logistics and distribution," he says.

"In addition, VIA looks forward to forthcoming decisions on the second emissions reduction plan. We anticipate this will include measures to support the reduction of carbon emissions from heavy-vehicle transport.

"It's essential the transition to a low-emissions future includes practical support for all sectors of the industry, ensuring environmental goals are met without compromising the efficiency and effectiveness of our transport networks."

Simeon Brown, Minister of Transport, says the NLTP's highlights include 17 roads of national significance.

There is also a focus on road maintenance and pothole prevention, and support for reliable public-transport systems.

Nine priority bridges across the state-highway network will be replaced, work is progressing on a second Ashburton Bridge as a road of regional significance, and policing will be increased to target "drunk and drugged drivers".

"I'm pleased to see this NLTP adopted by the NZTA's board, which boosts funding by 35 per cent compared to the past three years," says Brown.

"It reflects our priorities of economic growth and productivity, increased maintenance and resilience, safety and value for money."

The National Land Transport Fund is made up of revenue collected from fuel-excise duty, road-user charges, vehicle and driver registration and licensing, road tolling, and state-highway property disposal and leasing.

Stock levels impacting costs

Pressure builds as cash-flow issues affect supply chain


The car industry is facing supply-chain disruption, competition in Japan and falling sales

Excessive stock holdings are causing more immediate concerns in the car industry than other cost pressures.

Aimee Wiley, chief executive officer of the Motor Industry Association (MIA), says it has so far been a tough year for many operators and the new-vehicle sector is no exception.

"From an overall industry perspective, shipping costs are only one of many pressures right now," she told Autofile.

"Excessive stock has resulted from the sudden shift in consumer demand for electric cars and the impact of selling fewer vehicles due to the contracted economic environment."

Wiley notes one-in-four light passenger vehicles sold in 2023 was an EV. Fast-forward to now and it's more like one-in-11.

The number of new cars in stock and high costs to hold that stock have resulted in the deep discounting on EVs currently being advertised by many marques.

"This indicates the extreme cost pressures on the new-vehicle industry that are far more worrisome than shipping costs alone," she says.

"Pressures are presently being felt from every angle. Shipping costs declined from 2021-22, but have since increased considerably. The extent of the increase varies depending on location and route.

"Reasons range from reduced capacity to changes in fuel costs, driver shortages in port of origin and so on. The increases impact profitability first and will lead to higher vehicle pricing over time.

"Shipping cost increases impact vehicles and the container freight of parts. The disruption in the Red Sea is causing a global shortage of shipping containers and, for New Zealand, this means higher costs for both imports and exports.

"Compared to Australia, New Zealand's remote location also means longer shipping times and higher costs. Our country is more vulnerable to these global disruptions and will take longer to recover compared to others."

Regarding impacts on vehicle prices, shipping cost increases are out of the control of importers, says Wiley, and the current economic environment will make it challenging to pass that along to consumers.

Pressures are being felt from every angle
– Aimee Wiley

"I expect to see pricing adjustments start to flow once the market – that's to say, demand – recovers somewhat. Unfortunately, vehicle prices will eventually need to be adjusted to compensate.

"On a transactional basis, vehicle prices are very sharp. From an EV perspective, current advertised prices are liquidation sale pricing, the lowest they've ever been. Pricing can't sustainably remain at these levels so now is the best buying time."

'POOR' SALES IN USED

A major headache for used-car traders is trying to clear stock already imported.

Frank Willett, managing director of Autohub NZ, says any challenges for getting vehicles in and associated costs aren't top of the list of current concerns.

"For dealers selling used cars, right now the biggest problem for them isn't how long it will take for new stock to arrive, but how long it will take for the stock they are sitting on to sell," he says.

"We have a stockpile of used vehicles on shore due to poor sales. Cash-flow issues are starting to impact the supply chain.

"If you can't sell a car, then you can't pay everyone along the way to import the car as well as pay for it. Therefore, interest in buying new stock offshore has dwindled. If dealers aren't importing, we have nothing to move."

With this year's sales of light vehicles several thousand units below 2023, Willett predicts it will be six to nine months until the market has recovered and is performing at a level he would be satisfied with.

While clearing existing stock remains a priority for dealers, he says the shipping industry's dynamics are changing and the number of roll-on, roll-off (ro-ro) vessels sailing to New Zealand is fluctuating.

"We have seen vessels become available for ro-ro services to New Zealand while others have disappeared or been chartered by other lines," says Willett.

"BYD plans to operate another seven ro-ro vessels of its own in the next 18 months with one already in service. These will carry up to 7,000 cars at once. It's likely other Chinese car manufacturers will follow a similar pattern.

"If we factor that into the global vessel capacity, we may end up seeing an increase in capacity or older vessels exiting the scene. It's hard to tell now."

Willett notes forward planning for logistics firms has been difficult since 2019.

He adds when shipping companies consider future plans, they may also decide to change services.

"Prices may go up in the short term due to the increased cost in charters, but that's not a blanket rule," adds Willett. "What we may see is a change in the range of pricing depending on what shipping lines need to charge."

As for importing vehicles by container, he says that's currently considered limited with availability and pricing varying weekly.

"We have experienced container bookings being 'bumped' when a vessel has been redeployed somewhere else resulting in associated costs, which no one wants to pay and makes things difficult," he notes.

Shipping has also been

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Top six markets for used-vehicle exports from Japan: 2021-24

		2021		2022		2023		YTD SEP 2024		2021-2024 YTD TOTAL	
1	United Arab Emirates	10.9%	133,233	12.2%	150,718	13.2%	204,404	14.1%	126,694	12.5%	615,049
2	Russia	13.2%	162,249	17.3%	213,526	14.1%	218,191	13.0%	117,064	14.5%	711,030
3	Mongolia	5.2%	63,509	3.7%	46,229	5.2%	79,765	7.8%	70,148	5.3%	259,651
4	New Zealand	8.6%	104,954	6.8%	84,083	7.4%	114,252	5.7%	51,688	7.2%	354,977
5	Tanzania	5.1%	62,428	5.8%	71,651	5.3%	81,683	4.4%	40,033	5.2%	255,795
6	Chile	7.2%	88,782	4.6%	56,487	4.3%	65,644	3.8%	34,428	5.0%	245,341
Total vehicles imported			**1,224,954**		**1,237,814**		**1,542,798**		**900,873**		**4,906,439**
Imported by top 6 countries			**615,155**		**622,694**		**763,939**		**440,055**		**2,441,843**
Percentage made up by top 6			**50.22%**		**50.31%**		**49.52%**		**48.85%**		**49.77%**

impacted by the targeting of Israel-aligned vessels in the Red Sea by Houthi resistance fighters, who are calling for an end to the conflict in Gaza.

A couple of shipping lines "are coping by putting on more vessels to cater for the longer sailing time through safer waters, which is more expensive".

Willett says this issue impacts all freight, including new and used vehicles, heavy vehicles, campervans, caravans and machinery.

A government report on global shipping highlights increasing rates and supply-chain disruptions.

Market intelligence published by the Ministry of Foreign Affairs and Trade (Mfat) advises that if the rising cost of sea freight worsens, it's likely to put extra pressure on the prices of imported products required by businesses and households.

Willett observes there has also been a recent increase in demand for shipping vehicles out of New Zealand as people migrate elsewhere.

"Due to our domestic situation, we have more people leaving the country than ever, taking household contents and vehicles with them.

"A common scenario is someone who decides to move to Australia and they have a vehicle, which qualifies as a personal import.

"They look at the shipping price and think it's a bit expensive. Then they try to sell their car for three to five months but can't, so they decide to ship it. That has become quite common. We even have inquiries for vehicles returning to the UK and South Africa."

Willett says many factors are impacting global supply chains presently. This has left logistics providers and other businesses associated with automotive hoping for a return to stability in shipping operations overall and an uptick in domestic vehicle sales.

"Moving forward, there's the potential of super-vessels moving into the fleet. We don't know what impact those will have. It could act as a cooling on shipping prices due to more capacity or it could go the other way.

"The New Zealand market is very flat, almost in hibernation. The official cash rate [OCR] cut in August was probably too small to make a huge difference, but it may spark some people into considering upgrading their car or adding one to the family fleet.

"Personally, I think it will take six to nine months before I could say that I'm happy with how the market is performing."

INFLATIONARY RISKS

Various factors have been identified by Mfat for global shipping costs increasing this year, including companies continuing to avoid the Red Sea, a recovery in international trade, shortage of containers and congestion at some major ports.

Ro-ro capacity

Blain Paterson, general manager of Toyofuji Shipping NZ, notes there is about 20 per cent space availability on ro-ros currently.

"The numbers of used vehicles to be shipped from Japan is soft and down by 30 per cent from last year. Disruptions in Australia are still affecting our schedule with Qube industrial action causing congestion at the Australian ports we service."

Paterson says Toyofuji's customers "cannot cope with further increases" when it comes to prices.

As for the bigger picture, he believes our economy will bounce back with expected future drops in the OCR and people benefiting from recent tax cuts.

Officials say in their supply-chain report that shipping rates in June had nearly doubled since late April, but remained far below the peak reached during the coronavirus pandemic.

"These current developments have raised concerns of disruptions to New Zealand's trade flows and upside risks to inflation," says Mfat.

"The rising cost of doing trade, if it worsens, poses a risk to consumers and businesses facing challenging economic conditions. Interest rates remain high, firms' margins are under pressure and unemployment is rising."

After an initial jump in freight rates in January, shipping costs began to moderate as global supply chains adjusted. But Mfat notes there has been a resumption in rising freight costs since May.

Overall shipping costs still sit below the highest levels experienced during Covid-19, but officials caution any increases take time to show up in New Zealand economic data because those figures are typically recorded with a lag of three to nine months.

"Rising shipping costs, if sustained, could place additional upward pressure on the prices of imports businesses need to operate and households need to live," the report adds.

Moreover, there is a risk that

rising import prices could delay the return of inflation back to within the one to three per cent inflation target band set by the Reserve Bank of New Zealand (RBNZ).

It says: "The RBNZ may then need to keep interest rates higher for longer, heaping further pressure on households and businesses."

The document cites issues in the Red Sea, which have stretched global capacity with more vessels needed to service European and Asian routes, as the main driver behind shipping rates going up.

Between December last year and when the report was published in July, there had been a 50 per cent fall in maritime traffic navigating the Suez Canal, offset by a 70 per cent jump in sailings around the less direct Cape of Good Hope.

"Adding to disruptions is a shortage of shipping containers and congestion at some major Asian ports," the report continues.

"At the same time, global export demand is recovering following a muted post-Covid lull in 2023. As a result, the World Trade Organisation is expecting a 2.6 per cent increase in goods exports in 2024 following a slight decline last year."

The report forecasts shipping costs are likely to remain elevated while commercial vessels avoid the Red Sea, but current supply-chain issues are not expected to match those experienced during the pandemic.

"The rises in shipping costs this year have not been experienced universally, and have been most acute on routes between Asia and Europe. In contrast, the Covid-driven surge in shipping costs was felt worldwide, resulting from a policy-stimulated explosion in the demand for goods in 2021.


Frank Willett


Simon Beirne

"Excess sea-freight costs are a drain on the economy, especially at a time when New Zealand firms and households face challenging economic conditions. Fortunately, the current episode is likely to be less severe than the experience during Covid-19."

GLOBAL COMPETITION

The year-to-date total of light vehicles imported to New Zealand is down across most sectors, with new passenger cars the only exception.

Industry figures say one factor for the drop is increased competition from other markets wanting to source units from Japan. Another is the kiwi's cross-rate with the yen.

Customs NZ figures show there were 64,948 used cars imported over the first eight months of this year, which was down 16.5 per cent from 77,783 at the same stage in 2023.

There were 2,541 used light commercials imported over the same period, for a drop of 11.6 per cent.

As for the new sector, the tally for passenger cars at the end of August was up by 12 per cent to 59,119, while light commercials were down 18.1 per cent at 14,944.

Simon Beirne, managing director of SBL International Vehicle Brokering, says it is a demanding time for New Zealand's automotive industry and this has been compounded by exchange rates for the yen.

"Over the past few months, it has been challenging for our domestic market to get the volume of vehicles from Japan we are used to," he told Autofile.

"That's due to other markets cannibalising the stock we're looking to import. Those other markets have been Russia, primarily, Ireland and the UK."

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The yen was recently running at about a 37-year low against the US dollar. When this happens, it means a lot of those other countries have got strong cross-rates when buying American dollars or euros against the New Zealand dollar.

Beirne says it was pretty good when the yen was at 97 to the kiwi, but that cross-rate went down to circa 84 recently. By October 1, it had increased to around 90.6.

"Even at 97, many other countries were able to pay a lot more than we can to secure the vehicles," says Beirne. "It has been more challenging than normal, which means we have started to look at other opportunities for our clients."

Data shows how New Zealand's share of vehicle exports from Japan has dwindled in recent years.

In 2021, New Zealand had the third-highest market share of used vehicles exported from Japan at 8.6 per cent after receiving 104,954 units.

The table was topped by Russia and the United Arab Emirates (UAE) on 13.2 and 10.9 per cent respectively.

However, in the first eight months of this year, New Zealand only accounted for 5.7 per cent of the Japanese used export market and 51,688 units.

That dropped this country to fourth on the ladder behind the UAE on 14.1 per cent, Russia with 13 per cent and Mongolia, which has gone from 4.6 per cent in 2019 to 7.8 per cent year-to-date 2024.

The car carrier Galaxy Leader was hijacked in the Red Sea by Houthi militants in November 2023

Despite issues around securing stock and auction prices, Beirne notes the ability to ship vehicles to our shores remains stable although problems may arise if vessels are diverted elsewhere.

He adds: "Most vehicles into New Zealand are on roll-on, roll-offs rather than containers, so shipping times have been fluid with purchase to delivery to Auckland in about 40 to 45 days, which is competitive.

"We have seen some freight forwarders put their prices up and fuel costs are rising, but we've been able to keep our customers on rates they have been accustomed to. It will only impact us if they pull vessels from the southern hemisphere and into the northern hemisphere."

Beirne adds challenges facing the car market have been described by some people in the industry as "deeper than the global financial crisis" and that many dealers are working hard to keep afloat.

He notes if the RBNZ decides to make a further reduction to the OCR in October – after cutting it from 5.5 per cent to 5.25 per cent in August – that may help the economy in general and automotive in particular.

"The majority of households don't have a lot of discretionary spending money, which is what our industry needs," explains Beirne. "With the recent OCR adjustment, hopefully the situation will turn for the better over the next three to six months. If the next OCR is a 50-basis point cut, that will stimulate the growth needed to get us back on an even keel.

"Most dealers are smart enough and are cutting their cloth to what this market has been like for the past six to 12 months. They are addressing old stock, resetting prices and bringing volumes back so interest costs are down."

'RACE TO THE BOTTOM'

Adding further potential pressure to the industry, Patrick Davey, chief executive officer of wholesale car exporter Davey Japan, notes the cost of exporting vehicles from Japan for companies such as his has increased, especially post-Covid.

"Auction houses have increased their commission rates on purchases of vehicles and in-land transport costs from auction to port have also increased," he told Autofile.

"At present, most exporters are still honouring their current fee structures but for how long remains unknown. It seems like, from a price-point perspective, the New Zealand market for a while now has been in a race to the bottom.

"However, with rising shipping and export costs, as well as tougher compliance standards, for many it seems like a race not worth competing in."

As for the availability of space on ships, Davey says this has mostly bounced back "since all the issues the market has had to endure over the past three or so years".

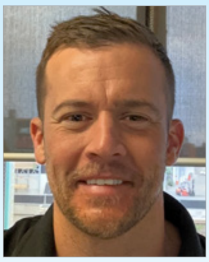
Decrease in used imports

The number of used vehicles coming into New Zealand has dropped this year, leading to availability on ro-ro vessels.

Mitchell James, global sales director at Jacanna, says shipping rates for transporting cars from Japan have remained stable despite the market shrinking, while the cost for such services from Australia has become cheaper.

"A recent drop in used-car imports from Japan to New Zealand has been noticeable," James told Autofile.

"This is influenced by several factors, including economic conditions in New Zealand, fluctuations in the Japanese market or changes in consumer preferences. The US, Singapore and the UK have also seen a drop-off in used-vehicle imports.


Mitchell James

"The stability of roll-on, roll-off rates suggests the cost of transporting vehicles remains steady despite the decline in volume.

"The decline in import volumes has led to ample space on shipping routes from Japan. This might be a temporary relief because as volumes increase, space constraints could re-emerge."

Mitchell adds competitive pressures among shipping lines have led to decreased rates for ro-ro services between Australia and New Zealand, which "will only benefit importers and exporters by reducing transportation costs".

As for general cargo, which is a significant part of Jacanna's business, rates are "experiencing significant volatility and monthly increases", particularly for the southbound Asia trade lane.

"This is often due to fluctuating demand, peak season, capacity issues or other economic factors, such as the Red Sea," says James.

"The decision by shipping lines to avoid the Red Sea due to geopolitical tensions or other risks, and instead sail around the Cape of Africa, has significantly increased transit times.

"The added 25 days to transit have forced many shipping lines to adjust their services, impacting schedules and reducing schedules to New Zealand."

James doesn't expect to see any improvements in general cargo rates until after the Chinese New Year at the end of January 2025.

Shape of future shipping

One of Wallenius Wilhelmsen's new PCTCs

Four of Wallenius Wilhelmsen's 12 Shaper class vessels on order with Jinling Shipyard in China will be increased in size from 9,300 car equivalent units (CEUs) to about 11,700 CEUs.

They will be the largest pure car and truck carriers (PCTCs) to ever sail and play an important role in reducing the cost of the company's net-zero end-to-end ambitions.

"Specifically designed for our needs and trading patterns, and purpose built with significant economies of scale, we believe the upsized Shapers are a class apart," says Xavier Leroi, executive vice-president and chief operating officer.

"Providing significant savings on fuel and emissions compared to the current fleet, and with unparalleled capacity, these vessels are truly fit for the future."

The PCTCs will be the "ocean element" of the integrated net-zero service Wallenius Wilhelmsen will offer from 2027, which will include all stages of finished vehicles' transport from factory to client.

It plans to use its land-based logistics and transport network to make this a reality.

The upsized vessels share many design features of the Shaper class, such as a dual-fuel engine, methanol capability from delivery, improved ramp strength, significant high and heavy capacity, and a focus on efficient operation, safety and crew members' welfare.

They will be ammonia ready because their design enables conversion when this type of fuel becomes available in a safe and secure way.

The hull's form has been optimised to maximise cargo capacity and flexibility. For example, two of the four movable decks are electrically hoistable for less labour-intensive adjustment.

Other devices include the hull's air-lubrication system, a battery solution for reduced energy consumption during manoeuvring and solar panels for emissions-free power generation.

The vessels will be delivered with shore power capability to enable zero emissions at berth, and there is a swimming pool, sauna gym and entertainment rooms for the crew.

Deliveries of the first Shaper class vessels, which are being constructed in Nanjing, will start in the second half of 2026 with the upsized versions to follow from late 2027.

Spreading positivity raises spirits

Staff at a compliance centre have boosted their spirits and those of people in their community.

With Mental Health Awareness Week running from September 23-29, the team at CCW – Custom Compliance Workshop decided it was a good time to down tools and clock up some voluntary work.

The company, which is based in New Lynn, west Auckland, can comply more than 1,000 vehicles per month when the volume is there, of course.

However, it has faced shipping delays, so it decided to get involved with some local groups.

"As you can imagine, it's tricky managing the number of staff we have and overheads with inconsistent levels of work," says Ange Maligi, general manager.

"We aren't the only compliance centre in the same boat and it can be a stressful experience for business owners and staff. Everyone wants to know they have stable employment and that things will get better.


All smiles – the team at CCW

"We recently found ourselves caught up again as shipments we were expecting were delayed for another week due to Japan's typhoons. So, we decided to reach out to our local community, ask for voluntary work and had huge success."

CCW joined forces with the Transformation Academy in Northcote, which helps out-of-school youth develop life skills and get NZQA credits, specifically levels one and two of the NZ certificate in foundation skills.

Its employees also went to Titirangi Rackets Club, a not-for-profit organisation run by club members and used by the whole community.

And they helped out at Whau River Catchment Trust, based in Blockhouse Bay, which is working to create healthier streams and rivers.

Maligi says: "The experience has been uplifting with team spirit at an all-time high. It also became a team-building exercise and everyone thrived getting a change of scene.

"From a purely business perspective, it was a great networking and marketing opportunity. After all, your best sales reps are the staff themselves.

"To end the week, cars finally got here from Japan and we went back to business as usual.

"Team morale is still very much intact and there are positive vibes all around. There's also the reassurance everything will work out in the end.

"The industry is going through a rough patch. But by ensuring that wasn't all we focused on, we had one of our most positive and uplifting weeks at the company.

"I hope what we've done will empower other businesspeople to shift their perspectives, and see how there are opportunities to create positivity for themselves, staff and communities."

Fire setback for compliance business

The owner of a vehicle compliance and certification company hopes to have his business operating at a new location after its Christchurch site was damaged in a blaze.

Auto Inspection Services' workshop area has largely been written off after flames spread from a neighbouring business during last month's incident, which was attended by about 50 firefighters and 10 fire engines.

Nick Owens, managing director, has been inundated with industry support since the blaze in the suburb of Sydenham.

"We're working through everything with our insurance company," he told Autofile. "The plan is to be open and running at some point in November, but it won't be at the same site.

"Everyone's on the same page about getting back to business.

"It's just a question of time and finding suitable premises that are available. I've got two or three sites I'm starting to investigate."

Nearly 40 vehicles were at the workshop and about 30 are likely to be written off after the blaze, which was reported to Fire and Emergency NZ (Fenz) just after 4.20am on September 26.

Fenz believes the fire started in a pile of rubbish at another company at the commercial complex on the corner of Colombo and Cass streets. An investigation into the cause should be concluded by mid-October.

Owens says flames appeared to have gone up the wall of neighbouring premises and spread through the roof before burning bits of wood dropped down and started fires in Auto Inspection Services' part of the building.

"Most of our workshop is written off and the building structure is unsound, so our lease is terminated because of that.

"It's a difficult situation because our customers will have to use some of our competitors in the meantime, but they have all been supportive. There has been concern shown by customers, suppliers and other parts of the industry.

"I had to charge my phone three times on the day of the fire as I kept getting calls and texts from well-wishers offering to help."

Having good insurance in place has made "life so much easier" in the fire's aftermath, particularly for the company's eight employees.

"Our staff insurance allows us to keep them fully employed until we get up and running again," says Owens.

"When we can start operating again comes down to availability of equipment and a suitable site."

The company had been operating from Colombo Street for about 10 years and around $1.5 million was spent refurbishing it some 12 months ago.

That work included removing asbestos from the roof so at least there was relief no health hazards were created by the flames, which would have been the case if it hadn't been done.

Owens is well-known in the industry, especially the used-imports sector, and was chairman of the South Island branch of the Imported Motor Vehicle Industry Association for several years.

Tackling range anxiety key

The country's largest charging hub is being hailed as a milestone to expand the national network for electric cars.

The $1.8 million ChargeNet facility at a major shopping centre in Tauranga can add up to 300km of range in 20 minutes to 10 vehicles at the same time.

Its opening comes with the government having set a goal of installing 10,000 public fast chargers by 2030 because New Zealand has the lowest ratio of such facilities per EV in the OECD.

When consumers consider making the switch to electric, range anxiety – how far fully electric cars can be driven on a single charge and fuelling them up while on the road – still tops market survey results.

Now a variety of hubs with destination chargers are likely to become more widespread to meet government targets for EV uptake, and provide owners with more confidence and certainty when away from home.

And enabling investors in such facilities to connect with the country's 28 local electricity networks quickly and on effective terms is essential to get more locations operational.

Danusia Wypych, chief executive officer of ChargeNet, says Tauranga Crossing was selected for a 10-point charging hub after an analysis of data showed it would support demand and meet customers' needs.

The location is a point of convergence for the Bay of Plenty, hosting on average some 26,000 vehicles per day.

"This strategic location is expected to significantly enhance accessibility, especially given it provides two pull-through charging bays that provide access to EVs towing trailers, campervans and small electric trucks," says Wypych.

She adds the most effective way to rapidly cut emissions from transport is through the electrification of the light fleet and she expects demand for electric cars to continue to grow.

ChargeNet's 10-point EV charging hub in Tauranga

"EV sales in New Zealand have moved beyond the tipping point at which uptake is exponential. A temporary slowdown from recent changes in policy direction was predicted and will be short term.

"Building such significant capability in Tauranga reflects the fact that EVs continue to be an attractive proposition for New Zealanders from an economic perspective and reduced emissions.

"By providing more chargers at locations where needed, we're building confidence in the network for everyday EV drivers and helping to get more Kiwi drivers into EVs by building their trust that the charging network can support them."

Tauranga Crossing is an example of how private and public funding can work together to build high-impact infrastructure that meets the public's needs.

The facility is part of the company's plan to grow its network to 600 charging points, which will feature a variety of hubs and destination chargers around the country.

They will be set up so capacity can be boosted as the amount of electric cars on our roads increases.

The hub in Tauranga has been co-funded by ChargeNet and the low-emission transport fund (LETF), which is run by the Energy Efficiency and Conservation Authority (EECA) for the government.

"This is a great milestone in the development of the public charger network," says Richard Briggs, EECA's general manager of delivery and partnerships.

EV sales in New Zealand have moved beyond the tipping point at which uptake is exponential
– Danusia Wypych, ChargeNet

"Tauranga Crossing is the first hub we have supported to go live with more due to come online in coming months.

"Having more chargers in key places means less anxiety about queueing for drivers, and more options for charging up on longer journeys or when out and about locally."

Janet Vincent, Tauranga Crossing centre manager, adds the company is proud to support a greener future for the city and enhance the convenience of its customers' visits.

She says: "This exciting addition provides our community with a seamless experience, allowing them to conveniently charge their EVs while enjoying our shopping and dining options."

Types of charging

There are three public charging categories in New Zealand.

Journey charging is used on long trips with facilities usually located in convenient places, such as on state highways.

Destination charging applies to EVs parked for a few hours, such as at shopping centres. It's useful for owners who may have no off-street parking at home.

Residential on-street chargers are for people with no off-street parking or ability to charge where they live. They tend to be lower capacity and for charging over long periods.

KIWIS NEED CONFIDENCE

The opening of the 10-point charging hub in Tauranga is part of a much bigger picture.

The government wants to "significantly increase" the number of public chargers across New Zealand with a goal of having 10,000 charging points by 2030.

Simeon Brown, whose portfolios include transport and energy, say this is "part of our ambitious target to reduce net greenhouse gas emissions, aligned with our net-zero 2050 goal".

It was in April that he announced 25 new high-speed EV charging hubs along key routes between major urban centres.

Each will have several chargers and be capable of fuelling up between four and 10 vehicles at once, as well as being located close to amenities.

"New Zealanders considering an EV need to have confidence they can charge where and when they need on the public network," says Brown.

"The government is committed to working with industry to supercharge infrastructure to remove range anxiety and make owning an EV as easy as possible."

The coalition cabinet has signed off on a model to support

[continued from page 17]

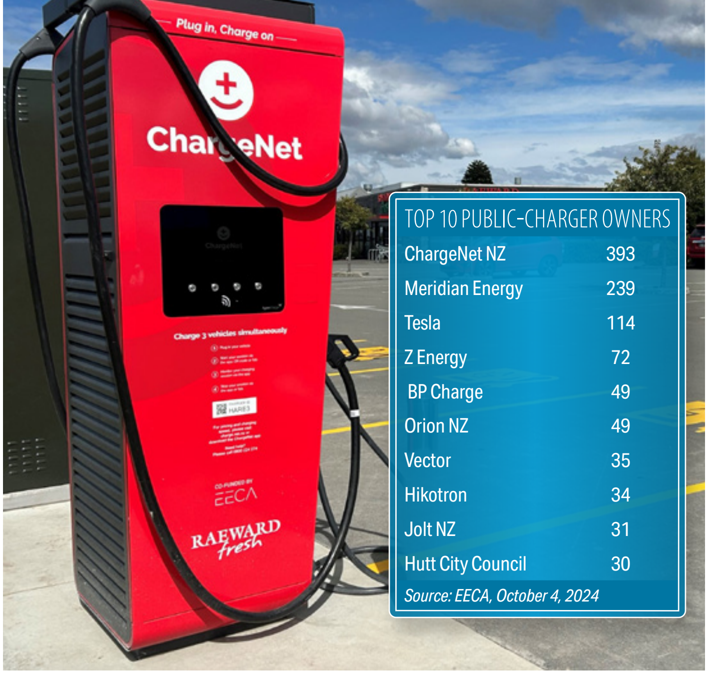
this. The work programme includes developing a cost-benefit framework for government co-investment in public chargers.

This will include transitioning the co-funding model to maximise private investment with the way forward on this to be confirmed by 2025.

In addition, red tape and regulation will be reduced, such as scrapping the requirement for resource consent for public chargers to be installed. Standards will be enabled to improve consumers' capability to shift home-charging demand away from network peaks.

The government plans to work with the Electricity Authority to address barriers, such as connection costs and ensuring consistent approaches to charging connections across New Zealand's 29 electricity distributors.

Finally, a cross-agency taskforce is being set up. This will include the Ministry of Business, Innovation and Employment, Ministry of Transport, EECA and crown infrastructure partners "to drive the work programme and engage with industry".



TOP 10 PUBLIC-CHARGER OWNERS

ChargeNet NZ	393
Meridian Energy	239
Tesla	114
Z Energy	72
BP Charge	49
Orion NZ	49
Vector	35
Hikotron	34
Jolt NZ	31
Hutt City Council	30

Source: EECA, October 4, 2024

LEADING THE CHARGE

The number of EVs on New Zealand roads has increased significantly in recent years and will continue to grow, says EECA, and a good public-charging network is "crucial" for this to happen.

The switch to electric can be attributed to several factors, including the introduction of government policy such as the clean car standard, improved affordability and range, and the expansion of EV makes and models.

By the end of 2023, there were more than 100,000 BEVs and PHEVs on New Zealand roads for a 57 per cent increase on 2022 and a 790 per cent jump since 2018.

While EV owners generally do most of their charging at home, the public network is expanding to meet growing demand.

According to EECA data, as of September 17, there were more than 1,248 public chargers or about one charger for every 56 EVs.

Nearly two-in-three have capacities greater than 25kW. At the fastest end of the spectrum, more than one-in-four are rapid at 75-150kW or ultra-rapid from 175-475kW, which are mainly used for journey charging.

Companies such as Meridian, BP, Z Energy, ChargeNet, WEL Networks, Jolt and Tesla are increasingly investing in chargers, and several electricity distribution businesses (EDBs) are now operating charge points.

Since 2016, more than 1,400 private and public chargers have been co-financed through the LETF to accelerate and expand infrastructure to boost EV uptake and overcome perceived barriers, such as range and charging anxiety.

All this means New Zealand is starting to gain critical mass as more operators enter the market.

When it comes to public chargers, they are located at least every 75km on most state highways. The network is expanding all the time, with a focus on strengthening major routes and plugging gaps in areas with limited charger coverage.

Building the country's charging infrastructure is a large undertaking. To do so, EECA says – in its report "Plugging into the future: How New Zealand is electrifying its roads" – that the government and private sector must address key challenges.

The electric fleet isn't yet large enough to be commercially viable for private companies to invest across the whole of New Zealand. Rather, it tends to be in high-demand locations.

Faster rapid and ultra-rapid chargers have higher costs for the kit, as well as for electricity network upgrades and lines charges. Some locations, especially those with low populations, may never be commercially viable.

Some larger charging stations will require the same amount of power as a medium-sized town meaning major investment in network upgrades by EDBs, says EECA.

The capital contribution policies of EDBs differ, but some would be required to invest in charging infrastructure to pay for these

Crunching numbers

Transport accounts for around 17 per cent of the country's total emissions, with 99 per cent of transport energy coming from fossil fuels.

New Zealand has one of the highest rates of car ownership in the world with 0.89 units per capita. This number is increasing.

Our high level of private ownership means these vehicles account for nearly two-thirds of the nation's transport emissions.

Every year, we collectively drive 49 billion kilometres. That's the equivalent of going around Earth 1.2 million times or halfway to the sun.

A survey completed by EECA in 2023 found that 76 per cent of EV drivers use public chargers and 97 per cent charge at home.

upgrades regardless of whether they need all the extra capacity.

Unmanaged, EV charging could exacerbate electricity congestion at peak times when the grid is under the most pressure. Fortunately, New Zealand has enough current and consented electricity generation to meet this increasing demand.

Modelling by the Climate Change Commission suggests that by 2030 up to 550,000 light passenger and light commercial EVs will be on our roads. By then, annual light all-electric registrations are expected to reach 62 per cent of the market.

By 2035, 100 per cent of new and used cars entering the fleet will be electric, which would mean that 38 per cent of our total light fleet will be EVs, says the commission.

With this, the proportion of kilometres travelled by light passenger EVs in New Zealand will jump from about two per cent in 2024 to 47 per cent in 2035.

HUBS GETTING BIGGER

EECA anticipates larger hubs will be rolled out with more having six to 10 chargers and some up to 20.

They will mainly be used to recharge light trucks and light vehicles with trailers making longer journeys. Locations will mainly have rapid and ultra-rapid chargers.

These hubs could also increasingly look to on-site solar electricity generation and battery-storage technologies to supplement power supply and lessen burden on the grid.

The network will increasingly be boosted by chargers at petrol stations as they transition to support EVs, while greenfield sites around the country will be developed to meet local demand.

Businesses will also provide more charging facilities for customers and employees, and public parking will continue to see the further roll-out of chargers.

New Zealand has plenty of energy supply to power a growing EV fleet if it's properly managed through demand flexibility.

EECA modelling suggests that if all light vehicles in this country were electric, our current total electricity demand would increase by around 20 per cent. This could be accommodated by the current grid if charging demand is managed.

PUBLIC EV CHARGING POINTS

Source: EECA

REGION	CHARGE POINTS	BEVS	BEVS PER CHARGE POINT	KW CHARGING	KW CHARGING PER BEV
Northland	66	1,934	29.3	3,766	1.95
Auckland	533	33,485	62.82	175,227	5.23
Waikato	163	4,924	30.2	15,168	3.08
Bay of Plenty	60	3,004	50.07	14,957	4.98
Gisborne	9	161	17.89	269	1.67
Hawke's Bay	16	1,218	76.13	1,259	1.03
Taranaki	19	984	51.79	2,128	2.16
Manawatu-Whanganui	67	1,804	26.93	7,010	3.89
Wellington	197	10,496	53.28	8,206	0.78
Nelson-Tasman	24	1,674	69.75	1,374	0.82
Marlborough	19	385	20.26	2,350	6.1
West Coast	11	106	9.64	450	4.25
Canterbury	316	11,162	35.32	17,603	1.58
Otago	46	3,154	68.57	2,558	0.81
Southland	32	392	12.25	1,149	2.93

Many chargers being installed have connectivity to enable remote communication, monitoring and control.

These can dynamically manage electric load based on real-time conditions, such as how many EVs are being charged and at what capacities, and can adjust power based on grid capacity and demand to help distribute electricity evenly.

Such smart operations will enable chargers to participate in demand response, whereby charging rates and sessions can be adjusted and scheduled.

It is also likely that time-of-use pricing models will soon be used by adjusting charging rates based on electricity demand.

"This will help incentivise EV owners to charge up during off-peak hours when power is less expensive and will help to balance electricity demand," says EECA.

TECHNOLOGY EVOLVING

EECA's overview of public-charging infrastructure in New Zealand predicts that by 2030 the number of brands, types and models of EVs "will have expanded greatly to respond to market demand, ranging from affordable compacts to high-performance luxury vehicles and electric SUVs".

It adds manufacturing costs will continue to decrease, which will make electric cars more affordable to a broader range of buyers.

"Accessibility will be increased as the second-hand market matures and a greater number of pre-owned EVs will give consumers cheaper entry points.

"Vehicle-to-home and vehicle-to-grid technology has the potential to allow EVs to contribute surplus power to the home or even back to the grid during peak demand periods, helping to manage demand and offering owners energy-bill savings."

That said, there is a "strong desire" from consumers to have electric cars with longer ranges to minimise how often they must be charged and to reduce range anxiety.

"This will first be addressed with continued advancements in lithium-ion battery technology, which are expected to lead to EVs with longer ranges of more than 800km, and improved performance through reductions in battery weight and increases in capacity," says EECA.

"New technologies, such as solid-state lithium-ion batteries, are also predicted to enter the market as early as 2027/28. These have higher energy density, which means they can store more energy in the same volume. They can also be charged faster.

"The results could be EVs on New Zealand roads with ranges in excess of 1,000km that can be recharged with a fast charger in around 10 minutes when they have a 0-80 per cent state of charge."

In addition, many EV batteries will also shift from the current 400-volt architecture to 800 volts, which will allow for higher, more sustained charging power, faster speeds, increased efficiency and better performance.

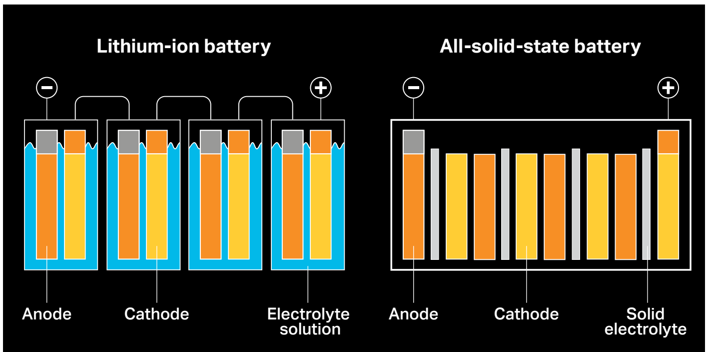
Public chargers will have to evolve to meet the increased demand of larger batteries, so a greater number of them for journey charging will need to be ultra-rapid – up to 100kW – to ensure EVs can be recharged quickly.

That said, increased range will mean the need for public facilities will not change dramatically because most charging will still be done at home.

However, when needed and to account for larger batteries, destination charging will also need to increase in capacity to recharge at appropriate rates. This will likely see charger capacities increase from predominantly 25kW to 50kW or higher.

In addition, residential facilities in suburbs will have to expanded to the point that low-capacity kerbside chargers in streets are more common to address the need of EV owners living without home or off-street charging.

In the next issue of Autofile, we will look at smart chargers and evolving EV market trends.



Solid-state batteries could enter the market as early as 2027/28, overtaking lithium-ion systems and boosting EV ranges to more than 1,000km, experts predict

Microscope on safety systems

A programme of tests is being carried out by ANCAP to shine a light on the real-world driver experience and usability of lane-support systems.

Its research is designed to capture the steering force, intervention timing and correction severity of lane-keep assist and emergency lane keeping on models already rated under its system.

The testing aims to look beyond a vehicle's ability to intervene and prevent unintentional side-swipe, head-on and run-off-road crashes as determined through ANCAP's official star-rating assessments.

It is focusing on the sophistication and integration quality of lane-support systems from a range of marques and models.

Aspects interrogated through this research programme include vehicle path and position to establish if autonomous intervention is smooth and intuitive.

Steering angle and velocity are being investigated to see if the intervention response is exhibited through gradual change or if there are rapid, sharp, unnecessary or jerky steering inputs.

When it comes to steering torque, the question being asked is if vehicle response is difficult for motorists to override, which can lead to a feeling of loss of control.

The final area in the spotlight is lateral acceleration, and if the sideways force experienced by the driver is severe and unnatural.

ANCAP's research follows feedback it has received from consumers concerned that safety systems fitted to new cars are providing adverse driver experiences.

A pilot group of vehicles has been put through its paces against a baseline "positive reference" vehicle, with early insights showing clear room for improvement.

"This research is a proactive step we've taken to help manufacturers improve the functionality, calibration and integration of their active safety systems," says Carla Hoorweg, ANCAP's chief executive officer.


BYD plans to build on the technology in its Song Plus DM-i, pictured, and Geely on its Galaxy L6 to produce a PHEV capable of 2,000km on a single fill-up and on the China Light-Duty Vehicle Test Cycle

"Good system design and properly tuned systems are critical to consumer acceptance. The aspects we've examined are those that manufacturers should already be factoring into their systems.

"The pilot group of models assessed has been assembled from direct consumer feedback with a specific list of models identified as offering a fairly rudimentary response."

The performance of systems in these cars has led to owners questioning their benefits.

Hoorweg adds: "What we don't want to see is these systems being badged as 'annoying' and turned off.

"What we want to demonstrate are the differences in vehicle behaviour and, by sharing these results, encourage manufacturers to improve their systems. This will in turn improve acceptance by customers.

"We saw a great example of manufacturer response to this type of feedback with Mitsubishi rolling out an update to its driver-monitoring system to improve the driving experience of its Triton."

The results of the pilot project will be shared with manufacturers, and used to inform refinements to ANCAP's upcoming 2026-28 test protocols and criteria.

Additional models will be examined against the same research criteria over the course of the year, with full results to be released once the broad programme of work is complete.

BATTLE FOR RANGE

BYD is competing with Geely to produce a plug-in hybrid (PHEV) capable of clocking up 2,000km on a single fill-up and charge.

The range has been pledged by both companies. It's measured on the China Light-Duty Vehicle Test Cycle (CLTC), which is more generous than the Worldwide Harmonised Light Vehicle Test Procedure.

Despite that, the distances these PHEVs will be able to cover without requiring a battery or petrol top-up is likely to capture buyers' attention.

BYD plans to build on the technology used in its Song Plus DM-i, which achieves a CLTC range of 1,151km via its four-cylinder and 1.5-litre engine, an electric motor and continuously variable transmission, all powered by lithium-ion phosphate batteries.

The brand's next-generation PHEV system, slated to launch next year, promises to feature a more efficient engine and motor, and batteries with enhanced energy storage.

Geely, meanwhile, is aiming to leverage technology in its Galaxy L6 sedan. It features a 1.5-litre four-cylinder engine and a three-speed dual-hybrid transmission with electric motors powered by a 19.1kWh lithium-ion pack.

Currently, the L6 has an overall CLTC range of 1,370km thanks to its dual-power sources and 192-litre fuel tank.

The secret to Geely's upcoming PHEV's range appears to an enhanced reliance on electric power, aiming for a fuel-economy rating of 2l/100km.

OVERCOMING CHALLENGES

The International Drivers' Association (IDA) has carried out studies that suggest safety-assist features may be contributing to accidents.

The organisation, which is based in Singapore, is now calling for a re-evaluation of how these technologies are used.

Dominic Wyatt, a motoring expert at the IDA, says: "It's often an interplay of machine inaccuracy and human oversight that causes these accidents."

The likes of adaptive cruise control, automatic emergency braking, blind-spot detection and forward-collision warning aim to act as guardrails against human error.

"However, they're not infallible," adds Wyatt. "According to data from the Insurance Institute for Highway Safety [IIHS], faulty drive-assist systems have contributed to severe and often fatal accidents.

"In 2020 alone, driver-assistance systems were implicated in 23 per cent of crashes investigated by the IIHS."

The IDA says there are some tried and tested ways motorists can avoid scenarios where faulty functions could lead to accidents. These include understanding the limitations of features, staying alert, having systems regularly checked and avoiding over-reliance on driver-assist.

"Newer advances in technology are set to overcome current challenges and shortcomings.

"Until these improvements come into the mainstream, it's of paramount importance we balance our reliance on technology with our responsibility as drivers. The road to safer, more innovative mobility is paved with innovation and caution."

Maximising digital lead conversion

In last month's column, we looked at the benefits of automating the capture of enquiries by establishing integrations between your lead management system (LMS) and other commonly used technology, such as your telephony software.

The next step in this process, however, is just as important for ensuring you are maximising every opportunity that comes your way – and that's your lead follow-up.

Once an enquiry comes into your dealership, it's vital the right processes are established to ensure the prospective customer is successfully nurtured through to sale.

It may only take a few minor adjustments to behaviour and habits in your sales team to significantly improve your conversion rate.

At a time when leads are few and far between, salespeople can no longer rest on their laurels waiting for ready-to-buy customers to knock on their doors.

Instead, they need to treat every enquiry, even if in the early stages of the buyer journey, as a high-quality lead.

It's worth remembering every client will go through a phase of discovery by comparing makes, models, offers and individual dealerships to find what's right for them.

If customers contact your business, the first impression counts. Dealerships that build rapport quickly and set themselves apart from their competitors tend to see the highest conversion rates from new buyers.

JAMES HENDRY
Director, sales and operations
AdTorque Edge NZ

Many of these "discovery phase" clients are generated from digital sources, such as social media, search and display advertising.

Given their method of contact will usually be digital rather than in person or over the phone, it's worth considering their communication preferences in order to put your best foot forward from the outset.

If someone contacts you via chat, email or SMS, it's more than likely they would prefer to continue to interact in this way, particularly if they are in the early stages of their purchasing journey.

Contrary to your sales training, do not immediately pick up the phone to call these customers.

Instead respond to them in the same manner they reach out to you, being mindful of conveying a friendly, helpful tone in your writing. If the need arises to speak directly to the client, ask permission to call and arrange a time that suits them.

Adapting your habits in this way and recognising their differing needs depend on where they are on their buying journey, and will go a long way toward building trust and making a good impression.

It's vital the right processes are established

Once you've made that initial contact, it's important to ensure you regularly follow up and have touch points over the course of people's purchasing journeys. This will keep them engaged while also providing opportunities for the salesperson to further qualify them.

They may be considering more than one dealership so it's during this period they can be heavily influenced by marketing activity, retargeting efforts and, of course, their interactions and direct communications with staff.

Take advantage of features in the LMS that deliver automated status updates and reminders through email and SMS to support this nurturing.

New-car buyers, in particular, tend to be in the market for 3.7 months on average and a lot of this time is spent researching options, so it's important to keep your business at front of mind throughout this period.

As an extension to this, there are impressive new technologies available to dealerships that enhance the lead-nurturing process and efforts to remain front of mind.

For example, artificial intelligence is starting to emerge in this area by offering automated SMS and email follow-ups that can be fully integrated with a LMS.

Data shows that conversion rates remain consistently high for customers who are nurtured by dealerships, only dropping off after 51 days.

Establishing good follow-up processes beyond the first few days and weeks is well worth the effort, and will increase your team's chances of earning the sale once the customer is ready to commit.

Industry movers


Andrew Stephenson

ANDREW STEPHENSON has been promoted to marketing manager of Audi New Zealand.

He was previously head of customer engagement for European Motors Distributors (EMD) where he worked for almost three years.

Stephenson has replaced Luke Meurant, who is now general manager for Cupra NZ.


Luke Meurant

Meurant held the Audi role for about one year after being marketing manager for Jaguar Land Rover for six years.

He has replaced senior executive James Yates, who is now EMD's head of parts. He joined the Giltrap Group in 2006 as Skoda NZ's general manager.

PRASHANT LAL has become managing director of Goodyear's new cluster including New Zealand. Called Aseanz, it also covers Australia and Asia-Pacific.

The company says the changes represent a strategic move to enhance its fast-growing business and capitalise on broader opportunities.

Lal joined Goodyear in 2023 as managing director for the Asean region. He has previously worked with GlaxoSmithKline, Reckitt Benckiser, Danone and Abbott. His career has seen him working in India, Belgium, South Africa, Singapore and the UK.

"By combining the strengths of our businesses, we will be better positioned to meet the evolving needs of customers and capitalise on new opportunities," says Lal.

WARWICK ISAACS, **ROB GILMORE** and **PAT DOUGHERTY** have started three-year terms as NZTA board members.

They have replaced ex-chairman Paul Reynolds, Patrick Reynolds and Victoria Carter. David Smol, who has served since February 2019, has been reappointed for a further 18 months.

Simeon Brown, Minister of Transport, says the appointments "bring a wealth of delivery experience to the board with backgrounds in engineering, construction and infrastructure delivery".

Issacs has been director of the Christchurch Development Unit at the Canterbury Earthquake Recovery Authority.

Gilmore is from Kerikeri and has more than 40 years' experience in road transport, including at Downer. Dougherty, of Nelson, has experience in rail, roading, water and local government.

MARK DARROW has been appointed to chair the Civil Aviation Authority's board.

Darrow, a former automotive executive, is also the chairman of MTF Finance, TSB New Zealand and Armstrong Motor Group's advisory board. In addition, he is deputy board chair of Auckland Transport.

TOM WEBSTER, who hosts Grand Designs NZ, has become brand ambassador for Lexus NZ.

The marque is sponsoring the show with its RZ 450e featuring on it along with its other models as Webster, who is also a qualified car designer, travels around the country.

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

'Accomplished' global career with blue oval

Family, friends and work colleagues have farewelled Nigel Harris, a former managing director of Ford NZ.

A funeral service and celebration of the 62-year-old's life took place at Legacy Tauranga on August 30 followed by private cremation.

Harris worked for Ford Motor Company for 34 years after starting with the blue oval in this country in 1985 as a fleet-sales analyst.

Nine years later, he became managing director of Ford Hellas and set up a national sales company in Greece. He then joined the UK headquarters to oversee the global development of small models.


The late Nigel Harris

Harris returned to New Zealand in 1999 as head of sales and marketing before being promoted to managing director the following year.

In 2002, he became head of marketing, sales and service for Ford and Mazda in South Africa.

Between 2007 and 2012, Harris was general sales manager for the Changan Ford joint venture, and Ford China's vice-president of marketing, sales and service.

He was then vice-president of sales, service and distribution for Ford Asia-Pacific and president of Ford India.

In 2016, he returned to Changan Ford as president and chief executive, and was responsible for leading its operations, including manufacturing, marketing, and the selling and servicing of Ford products.

In October 2019, he became an adviser to the joint venture ahead of his retirement at the end of that year.

At the time, Ford president Jim Hackett, said: "Nigel is a highly seasoned executive who has motivated our people around the globe, and has been a valuable asset to this company. He has had an accomplished career at Ford. We appreciate his significant contributions."

Dennis Sexton, former dealer principal of Fairview Motors, is among those to have recently posted tributes to Harris online.

"I first met Nigel in the mid-1980s when he became a Ford rep and called on me at Wanganui Motors," recalls Sexton.

"He was a young man committed to his job. Little did we know how that commitment would take him on an amazing career path with Ford.

"Nigel had a great sense of humour, could be stern with a flush of colour but always showed strong loyalty to people and product.

"Most of all, Nigel had amazing people skills and true sincerity that carried him along that path to success with his career and his family he was so proud of."

Lindsay West, dealer principal at Dargaville Ford in Northland, says of Harris: "He was a true gentleman who made a significant impact on those around him. He always put others first, and his warmth and generosity will be remembered fondly."

Anning Chen, president and CEO of Ford China until retiring last year, says: "Nigel's smile melted everyone and most challenges we faced at work. He made such an impactful contribution to Ford's business in China and Asia."

Harris passed away at his home in Mount Maunganui on August 24. His family thanks the team at Waipuna Hospice for their care and support. Donations are appreciated online at www.waipunahospice.org.nz/donate/ in lieu of flowers.

Paradox of weight and standards

When it comes to cutting greenhouse gas (GHG) emissions, regulators have introduced mass-weighted efficiency standards for vehicles.

The idea behind these policies is pretty straightforward. If vehicles can be made more fuel-efficient, overall fuel consumption should go down.

The problem? That's not exactly what is happening. Instead of making big strides in reducing emissions, these standards have led carmakers to build bigger, heavier and more powerful vehicles thanks to something known as Jevons Paradox.

This paradox points out a counterintuitive truth. And that's when a technological improvement makes something more efficient, it can actually lead to more consumption rather than less.

Jevon, the economist who originally noticed this paradox, saw it with coal during the Industrial Revolution. The expectation was that as steam engines became more efficient, coal usage would decrease. Instead, it led to more widespread use and, as a result, increased coal consumption.

This paradox is showing up again in vehicle manufacturing. While cars are technically becoming more efficient per kilogram of vehicle weight, marques have been building larger, more powerful models.

The result? The expected reductions in fuel use and hence GHG emissions haven't materialised the way regulators had hoped.

Efficiency standards are mass-weighted because – the thinking goes – there are legitimate uses for heavier vehicles and they cannot, with the same technology, achieve the GHG limits of lighter vehicles.

KIT WILKERSON
Head of policy and strategy
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So, for example, a truck doesn't have to be as fuel-efficient as a small sedan, but still has to meet efficiency standards that are "reasonable" for its size.

Here's where the issue arises. These regulations have unintentionally given manufacturers a loophole. By increasing the mass of vehicles, they can meet fuel-efficiency standards more easily.

Why? Because the heavier the car, the more GHGs it's allowed to emit under the regulations as long as it's deemed "efficient for its weight".

> **It's time for a smarter approach to vehicle efficiency**

This creates several incentives for manufacturers. By making vehicles heavier, they can hit the fuel-efficiency targets without drastically altering their designs. It's a way to comply with regulations without cutting overall fuel consumption.

Larger vehicles, especially SUVs and trucks, have become incredibly popular. Consumers see them as more spacious, comfortable and even safer. By building bigger vehicles, marques can meet this demand while staying within regulatory guidelines.

Of course, it's worth noting the chicken-and-egg issue with manufacturers having spent significant amounts of money trying to shape demand for heavier vehicles not without reason.

Bigger models tend to sell at a premium. SUVs and trucks often come with higher price tags, creating larger profit margins. The fact these bigger vehicles can still be labelled as "efficient" under the regulations makes them even more attractive to manufacturers.

As carmakers make their products bigger and heavier to meet these standards, they also need to increase engine power to keep up performance. This creates a feedback loop whereby heavier vehicles need more powerful engines which, in turn, make the vehicles even heavier.

This is exactly what we have seen in New Zealand, the US and EU.

Recent reviews of these policies in the EU and the US show that cars have indeed become more efficient per kilogram, but the overall mass of new vehicles has increased significantly.

The reviews also argue this has largely negated the expected GHG reductions from increased efficiency. So, while these models technically meet the efficiency standards for their weight classes, their emissions remain high compared to smaller, lighter cars.

The shift to heavier, more powerful vehicles has all but erased the environmental benefits that mass-weighted efficiency standards were supposed to bring.

Sure, these cars may be more fuel-efficient relative to their weight. But, in reality, they emit more GHGs than smaller vehicles would have. As a result, and as found in the US and EU, we will not see the cuts in emissions that were expected. It's also possible emissions have even gone up.

The impact doesn't stop with GHG emissions. Heavier vehicles also cause more wear and tear on roads, leading to increased maintenance costs.

The unexpected consequences of mass-weighted efficiency standards make it clear that we need to rethink how these policies are structured. Their intention of improving fuel efficiency to cut emissions is noble. The way they have been implemented, however, has led to some unintended outcomes.

To really reduce emissions, policymakers need to remove the weight adjustments on these targets. Buying a smaller vehicle is a valid strategy to reduce emissions, building bigger cars is not.

Efficiency improvements alone aren't enough if they encourage marques to build larger, more powerful vehicles.

It's time for a smarter approach to vehicle efficiency that aligns with the environmental goals we're aiming for.

The month that was... October

October 12, 1998

Industry closes in on odo checks


AUTOFILE
Industry Closes in on Odometer Checks
ALLIED FINANCE
Dealer Finance Specialists

Harry Duynhoven, the Labour Party's spokesman for transport, and brothers Dermot and Phillip Nottingham were back with enough television footage to convince 60 Minutes to revisit clocking allegations.

A further Car Wars episode was due to be screened that week, but it wasn't cutting any ice with the Imported Motor Vehicle Dealers' Association (IMVDA).

Chairman John Nicholls believed it was merely part of the publicity for Dermot Nottingham's upcoming book Car Wars.

The book had been ghost-written by 60 Minutes producer Damien Comerford, and had been the subject of legal action between Nottingham and Comerford. It had been originally scheduled for release in April.

Nicholls said he had every sympathy for what the Nottinghams and Duynhoven were trying to achieve, but not how they were going about it. He was working to set up a system whereby checks could be made on odometers once cars arrived in New Zealand.

The Nottinghams and Duynhoven wanted to set up a company in Japan that would vet vehicles before they were loaded onto ships.

The Ministry of International Trade and Industry in Japan had agreed to set up a database by the end of the year that would record odometer readings when vehicles were sold at auction.

October 2006

Sharper sourcing and new website


focus on TECHNOLOGY
autofile
Sharper sourcing and a new website
www.aucsat.co.nz
0800 428 2728

Aucsat was making more effort than ever before during 2006 to meet its members' needs.

It had done this by improving its sourcing capability, and actively mentoring the success rate of its members in buying from the more than 40 auctions and buy-now sources it was digitally linked to.

The company had been linked to six new auctions that year, but had not limited its offering by defining itself as merely an "auction networking company".

Instead, Aucsat had started to define itself as a sourcing company that must make the most of even unsuccessful bids received each day.

In practice, that meant Aucsat was supporting its six New Zealand account managers with six native Japanese sourcing specialists rather than merely two translators.

Its aim was to source the right vehicle at the right price from whatever reliable Japanese dealer or auction it could contact, whether or not they were an official Aucsat vehicle-data supplier.

October 21, 2005

Turners attacks Trade Me claim


autofile
Turners attacks TradeMe claim
Review dismissed

When is a sale not a sale? When it's on Trade Me, according to the head of Turners Auctions.

Graham Roberts, Turners' chief executive officer, had attacked a claim by Trade Me's general manager, Sam Morgan, that an estimated 300 cars were sold on Trade Me every day.

"What is counted as a sale?" Robert asked. "Internet listings are likely to be one of several avenues vendors use to sell cars and there's no reliable method of telling how many listings translate into sales.

"If Moyes put 50 cars in the NZ Herald and 25 of them sell over the next week, has the Herald sold all those cars?"

Morgan defended the figure, saying one-third of Trade Me's listings were auctions and 3,000 of those vehicles were sold each month. That meant if classified listings sold at the same rate, Trade Me was selling about 9,000 cars per month, or 300 per day.

"We don't think the figure is out of the ballpark," Morgan said. Trade Me wanted to undercut the traditional auction house by a claimed 70 per cent. Roberts said: "What you get when you pay your fee at Turners are things like a guarantee there's no money owing and all the warranties you can get that go with it."

October 31, 2008

GE ceases motor finance


autofile
GE ceases motor finance

The past week had been another turbulent one for New Zealand's automotive industry with three major vehicle-financing companies announcing market withdrawals or consolidations.

GE Money said it would cease offering home loans through third parties, such as brokers, mortgage managers and other originators except Wizard, and motor finance here in NZ and Australia.

That was a result of the extreme volatility and greatly increasing cost of funds on global and local wholesale markets.

Of GE Money's 4,500 employees, about 335 positions would become redundant at various times over 12 months. Around 110 of those redundancies would be within the next few weeks with the remainder over the following year.

GE said as many employees of the affected business as possible would be redeployed into other areas of the business.

Mike Cutter, chief executive officer, added: "Home lending and motor finance are capital-intensive businesses. We've had to accept the returns at present no longer justify the cost of funding those products."

Skill sets essential for success

At the time of writing this article, the two-year fixed mortgage rate had dropped around 0.6 per cent behind our historical two-year rate average of 6.47 per cent as calculated since records began way back in June 1998.

As this downward trend continues, we can expect further economic easing as homeowners take advantage of refinancing and banks free up lending as pressures on household income lift.

But relaxation of lending policies may not come quickly enough for some businesses as discretionary spending has severely impacted most sectors.

The automotive sector hasn't escaped unscathed with record-low sales in 2024 forcing some dealers into receivership.

If we gaze into a crystal ball over the next few months, we will see the freeing up of cash, which will manifest into growth opportunities.

Those who have experienced the New Zealand market will recognise there have been growth periods after downward trends.

During this time of growth, we will see a need for more critical roles in the motor-vehicle industry and, over the coming months, there will be young people entering the workforce.

We need to show them there are careers in automotive, and to entice and keep younger workers in the industry will require scope beyond on-the-job training.

LARRY FALLOWFIELD
Sector manager – dealers, Motor Trade Association

Speaking to business owners, there's a general consensus that this generation is different.

Recently, I spoke to an owner about the apprentices he had. His attitude toward them highlighted that businesses also need to have attitude adjustments when employing younger workers.

"They are different," he said. "But we were different from our parents, so we need to adjust our attitudes if we want them to stay and succeed in our industry."

During some site visits to dealers in Auckland during March, a frequent theme emerged – and that was the importance of re-establishing pathways for vehicle sales, grooming and detailing.

Other industry qualifications are covered by training establishments, but there's a glaring omission when it comes to critical roles in vehicle sales.

Back in April and May, the MTA conducted a survey among dealers to gather first-hand insights. The results were thought-provoking and encouraging.

More than half of the respondents said that smaller learning modules for salespeople's qualifications provided a good pathway forward.

Fifty-four per cent said they would allow trainees to complete some of their qualifications and programme requirements during work time.

There were no surprises in the content that respondents believed should be included in sales qualifications.

The Consumer Guarantees Act, Motor Vehicle Sales Act, Fair Trading Act, Privacy Act, insurance and extended warranties, consumer information standards, and the Credit Contracts and Consumer Finance Act are all key topics that highlight the level of knowledge required when retailing vehicles.

A massive 74 per cent replied that they would be more inclined to hire individuals if there were formal qualifications tailored specifically to automotive sales, and nearly 50 per cent said they would be more inclined to bring on youth if there was a formal qualification tailored specifically to grooming and detailing.

A huge 84 per cent said they would collaborate with the tertiary education sector to provide industry insights, feedback and active participation in developing relevant programmes.

And 62 per cent believed implementing a gateway programme aimed at secondary school students would help drive potential talent to the industry.

During a recent meeting with Bryan Davis, the academic programme manager at Unitec Institute of Technology's school of trades and services in Auckland, we learned that every six months some 90 graduates qualified in automotive trades as they prepared to embark on automotive careers.

These graduates, who have trained for one to three years, are eager to take on roles such as mechanic, mechanical engineer, automotive electrician, light automotive engineer, panel repairer, vehicle inspector, vehicle-service technician and adviser, warranty and insurance claim officer, supply chain and warehouse manager, and vehicle sales and service manager.

By focusing on education, training and collaboration, the automotive sector can prepare for the opportunities that lie ahead.

Business is hard right now. However, a brighter future is on the horizon so now is the time to be thinking about what skill set your company will need in the not-too-distant future to succeed.

'Segment leading' driving range

Hyundai says its Inster, a sub-compact electric vehicle (EV), will provide increased efficiency compared to larger models.

When released, it will boast a "segment leading" single-charge range of up to 355km and advanced technology.

Hyundai's Inster has a projected single-charge range of 355km


The interior of the Inster

Its design combines a futuristic image with a spacious interior in a compact SUV body, "agile" driving dynamics and "seamless" connectivity.

After being launched in South Korea this year, it will be available in Europe, the Middle East and Asia-Pacific "in due course" with specifications to be confirmed closer to the time.

An additional variant, called the Inster Cross, will join the range in the future and will feature a more rugged, outdoor-focused design.

Building on the looks of the petrol-powered Casper, which was launched only in the company's domestic market three years ago, the Inster is underpinned by an extended body and wheelbase.

With its expanded dimensions, it's being positioned "between traditional A-segment sub-compact city cars and larger B-segment compact models".

Simon Loasby, head of Hyundai's design centre, says: "The Inster offers manoeuvrability and ease of use buyers expect with enhanced practicality and flexibility thanks to a more spacious interior and improved luggage capacity.

"Its compact dimensions make it ideal for city driving and boost convenience when parking. It punches well above its weight. We're redefining what it means to drive a sub-compact EV."

The EV's exterior is characterised by its SUV profile and flush surfaces, with strong fenders, circuit board-style bumper, and a skid plate enhancing the front and rear ends.

The LED daytime running lights' signature and pixel-graphic turn signals, tail lamp and bumpers also stand out.

Owners will be able to further differentiate the car's appearance with LED projection headlamps and a two-tone exterior with contrasting black roof, and 15-inch or 17-inch alloys depending on the specification.

Inside, the Inster provides enhanced technology with a 10.25-inch digital cluster, 10.25-inch infotainment touchscreen with navigation and a wireless charging dock, which forms part of a compact centre console.

The Inster's interior offers versatility and spaciousness with the front-row seating providing walk-through access.

All seats can be folded flat, including the driver's, for increased flexibility. A front bench-seat option, and heated front seats and steering wheel are also available. The second-row seats are split 50-50, and slide and recline.

The exterior and interior utilise sustainable materials. Inside, black high-gloss recycled paint replaces the carbon-black pigment traditionally used in black paint with a colouring made from recycled waste tyres.

Recycled polyethylene terephthalate from bottles and bio-polypropylene material extracted from sugar cane are used inside.

Hyundai says the Inster excels with its DC charging speed and maximum all-electric range, enabling motorists to spend less time plugged in, travel further and take advantage of the energy at their disposal.

Equipped with a 42kWh battery as standard, the EV is also available with a long-range 49kWh unit as an option.

The two models are powered by a single motor that delivers 71.1kW of power in the base variant and 84.5kW in the long-range variant. Both versions offer 147Nm of torque.

With a projected WLTP range of 355km on a single charge for the long-range model, the Inster delivers estimated energy consumption of 15.3kWh/100km.

When using a 120kW DC high-power station, it can charge from 10-80 per cent in about 30 minutes under optimal conditions.

It also comes with an 11kW on-board charger as standard, while a battery heating system and high-efficiency heat pump are available.

External and internal vehicle-to-load functionality provides power for external devices of 110 or 220 volts allowing bi-directional charging without requiring extra equipment.

Top speeds are 140kph for the standard model and 150kph for its long-range sibling. Their respective 0-100kph times are 11.7 and 10.6 seconds.

Concepts for global strategy

Suzuki's eVX concept

Suzuki has unveiled a range of concepts – including the eVX, eWX and e EVERY – that "will shape tomorrow".

With its futuristic body shape that includes aerodynamic flair, flush-fitting door handles and angular surfaces, the eVX will be the marque's first global strategic electric vehicle (EV).

Measuring the same length as a production S-Cross and slightly longer than a Vitara, it incorporates electronically controlled four-wheel-drive technologies. Its manufacture will likely start in 2025.

The eVX has a dual motor set-up and good off-road capabilities in addition to its on-road abilities.

The SUV boasts a range of up to 500km. The advanced and futuristic interior has a giant single screen for driver information and entertainment, and a yoke-styled steering wheel with touch-based controls.

The eWX – with a single-charge range of 230km – is a tall box kei-car concept with a closed-off grille, c-shaped light clusters and lower bumpers with plastic cladding.

At 1,620mm, it is slightly higher than a Vitara while its overall length at 3,395mm is 250mm less than a three-door Jimny.

The e Every mini-commercial battery van, which Suzuki has developed with Daihatsu and Toyota, has an electric range of 200km and can supply electricity from the vehicle in an emergency. It's the same length as the eWX, but 1,890mm high.

Suzuki has also previewed the e-PO. It's a foldable, 50cc equivalent electric moped, co-developed by the marque and Panasonic Cycle Technology.

With ride modes for full electric, assisted and pedal, the manufacturer says it has a stronger assist function than other e-bikes and can be used on many types of roads.

In the mobility sector, the Suzuki Senior is a motorised wheelchair with a handlebar and ultrasonic sensor that detects obstacles ahead of the vehicle.

It also has a brake that suppresses speed when the user accidentally operates the clutch handle on a slope.

Suzuki is also now conducting research and development of hydrogen engines as one of its initiatives to hit carbon neutrality in Japan and Europe by 2050.

Inspired by legend

Audi's Avant GT, which sits atop the marque's RS 6 line-up, is set to arrive here before the end of this year.

It boasts styling appointments and a paint scheme from days past. In addition to being inspired by the legendary Audi 90 quattro IMSA GTO race car from 1989, many of the GT's looks come from 2020's RS 6 GTO concept.

"The 6 has always been the pinnacle of our RS offering and we know Kiwis love it," says Greg Leet, general manager of Audi NZ. "Almost 25 per cent of our total volume is made up of RS models."

The incoming model has exclusive parts, such as a carbon-fibre bonnet and front fenders, 22-inch wheels, and a double-wing and rear diffuser.

Inside, black leather and microfibre is contrasted by red and copper stitching on the steering wheel. The floor mats have RS 6 GT lettering and each car's serial number is on the centre console.

Power output hasn't changed from the four-litre twin-turbocharged V8, which produces 463kW and 850Nm of torque.

New Zealand's allocation is 13 out of 660 being made by the marque.

Winging it with design

The BMW Group describes its Concept Skytop design study as resembling "a meticulously crafted vehicle sculpture with a flowing, sporty elegance that complements its athletic stance".

The open two-seater's interior and exterior feature monochromatic colours, with winglets discreetly integrated into the door shoulders to replace conventional handles.

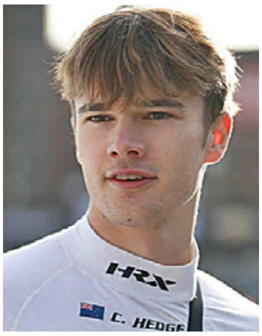
Light-alloy wheels with precise lamellas enhance its appearance. From a bird's eye perspective, the sweeping bonnet, shark-nose design with illuminated kidney grille and retracted rear section stand out.

References to the Z8 roadster were carefully chosen, while LED headlights positioned on milled aluminium carriers were custom made for this concept.

The leather-finished roll-over bar behind the Skytop's seats is combined with side fins on the b-pillar and a fully retractable rear window. The two removable roof parts can be stored in a special compartment in the luggage space.

There are also similarities in engine variants with BMW's Z8. This concept comes with the most powerful V8 in the marque's drivetrain portfolio.

Kiwi IndyCar foray to expand



Callum Hedge, pictured left, in his Indy NXT car at the Nashville Superspeedway

The New Zealand invasion of the IndyCar Series is growing and has now substantially outstripped almost every non-American presence in the country’s premier race category.

Kiwi broadcaster David Turner says it’s only a matter of time before one of the newcomers from our shores joins multiple Indy champion Scott Dixon with a championship win.

At Nashville Superspeedway during the series final round in mid-September, Turner spoke to drivers, managers and influential talent spotters while on a paddock walk.

Steve Horne, who is supporting rising star Callum Hedge, told Turner there was potential for more young Kiwis to join Dixon, Scott McLaughlin and Marcus Armstrong in the top category.

“Callum is obviously a future star – we still breed them in New Zealand, we call it the driver factory,” says Horne, one of this country’s most accomplished team managers and owners.

Hedge, he adds, had an “up and down” season in Indy NXT, the racing series leading up to IndyCars.

“It’s great to see the development of these young Kiwi drivers,” says Horne. “Both Callum and Liam Sceats have done us proud this year.”

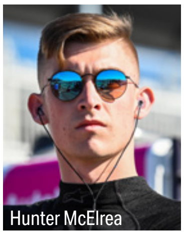
Horne, the Tony Quinn Foundation and Giltrap Group have been pivotal in getting Hedge a competitive Indy NXT drive.

In the end, it happened “because there’s a passionate group of people willing to support these young drivers in a very expensive sport. There are plenty more Scott Dixons waiting out there, for sure.”

The “ladder” categories on the way to Indy NXT and IndyCars are USF2000 and USF Pro 2000, which cost US$350,000 and US$700,000 respectively. A competitive NXT season is more than US$1 million or around NZ$1.62m. Few, if any, drivers get seats on merit alone.

Steve Horne worked for Reg Cook in F5000 and with David Oxton in Australia. As team manager at Truesports, he oversaw two IndyCar Series wins and an Indianapolis 500 victory with Bobby Rahal.

Horne then formed Tasman Motorsports Group, nurturing talents such as Tony Kanaan and Bryan Herta to Indy Lights victories. Returning to New Zealand, he ran Tasman Motorsports in the V8 SuperTourers Championship.



Hunter McElrea

Steve Horne

Hedge describes 2024 as having been “one of those seasons”.

He says: “From the start it was just an uphill battle, right from arriving in the US on January 5. I was homeless, had two suitcases and my appendix flared up.

“Then we got some good results, and some super highs and super lows. The last three races were pretty low.”

Hedge was introduced to motorsports at a young age. He drove a friend’s go-kart at the Mount Wellington track in Auckland and since then he has never imagined a life without a steering wheel in his hands.

He won numerous karting titles before stepping into car racing when he was 12. He took out the SsangYong Ute Racing Series, and became the youngest champion in New Zealand Formula Ford and Toyota 86 Series history.

Hedge then shifted across the Tasman to compete in the 2019 Australian Formula Ford Championship where he also became the youngest race winner in series history.

In 2023, he finished second in the Toyota Formula Regional Oceania Championship back in this country and capped two seasons of racing in the Porsche Carrera Cup by claiming the 2023 professional championship.

With his rookie year done and dusted, Hedge says he will be back in 2025 and “aiming high”.

Hunter McElrea could possibly be another Kiwi to step up to top-level IndyCars. He had a one-off mid-year drive, which he enthuses was “fantastic”, and has been driving sports cars this year.

His career has followed the established ladder with exceptional results. In 2018, McElrea was USF2000 runner-up in his rookie year. Stepping up in 2019 to Indy Pro 2000, he was third overall in his debut season.

Three years later, McElrea progressed to Indy Lights with Andretti Autosport and was top rookie yet again. He continued in Indy NXT with Andretti in 2023, finishing second overall.

Unable to secure another upward move, he raced an LMP2 in 2024 to finish the IMSA Sportscar series seventh overall.

“It’s funny but I didn’t really expect to be in sports cars at this point in my career,” says McElrea. “The opportunity was there so I had to take it.”

He adds he has learned a lot from driving longer distance racers and has experienced “the most fun I’ve had in my career”.

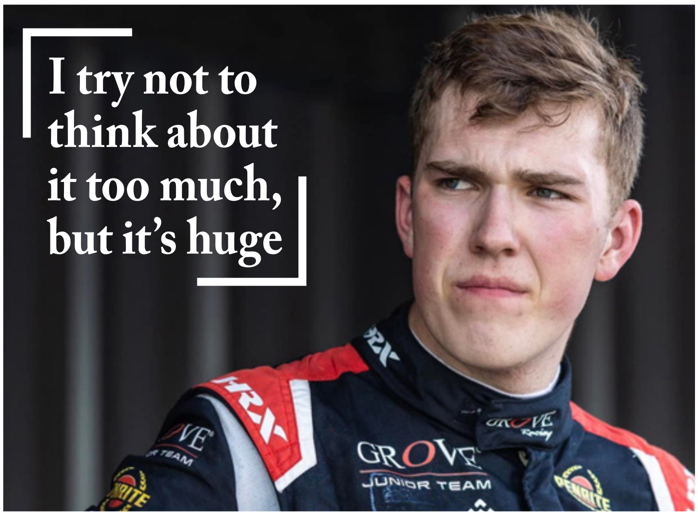
Continuing meteoric career rise

Matthew Payne has risen through New Zealand motorsport's career ladder, winning the single-seater "incubator" Castrol Toyota Formula Regional Oceania Championship on his first attempt in 2021.

He has also raced in the Porsche and GT NZ championships, NZ Formula Ford and in karts.

Now, aged 21, he's taking part in the V8 Supercars series with Victoria-based Grove Racing.

Payne has been in love with racing since being given his first go-kart on his fifth birthday, but it wasn't all plain sailing.



"For my first kart race, I was actually having a really good day," he recalls. "I was winning until I crashed and rolled, so that was pretty scary. My dad was sort of like, 'oh well, what do you want to do'. I replied, 'I want to keep going'."

Payne won national karting titles on our shores before moving to race in Australia and then Europe.

His career could have stalled in 2020 when the Covid-19 pandemic disrupted the planet. He had signed to race in Italy with European karting team Birel ART.

"Before I went over, coronavirus was happening in China. I knew that people were wary about travelling. I was travelling and didn't really think about it."

When Payne arrived for the second race day on his first weekend with Birel, the pandemic had struck.

"My mechanic was like, 'the police are here. They're thinking about cancelling the meeting'. I said, 'what are you talking about?' He was like, 'the virus' and I said, 'what, coronavirus? That's in China'."

Payne said his father had flown over to attend the racing. "At that time, it was so easy. You could just jump on a plane and go there. If you wanted to come back, you could do so within a day and a bit."

The first Covid-19 cases in Italy were recorded on January 31, 2020, which was when the government there suspended all flights to and from China.

"We went to the supermarket to buy stuff for breakfast and there was nothing. There was no meat, no water, no canned food. It was all gone. There was a person picking out bananas with gloves and a mask on. A couple of days later, we left because it got so bad."

It was at that point when global motorsport stopped.

Payne began working towards a transition from karts to cars. He tried a Formula Ford, but decided to step up into the Castrol Toyota Racing Series (TRS).

Although he was an unknown quantity, he was signed at the same time to a Porsche NZ scholarship drive with Earl Bamber Motorsport.

Payne won the TRS and was third in the NZ Grand Prix behind established V8 Supercars names Shane van Gisbergen and Andre Heimgartner.

Only days after winning the series in his rookie season, he moved to the Gold Coast to contest the Porsche Paynter Dixon Carrera Cup Australia for Earl Bamber Motorsport.

That led quickly to a junior team seat with Grove Racing, driving a Nissan Altima V8 in the Super2 Series. He was third in 2022.

This in turn brought Payne to compete with Grove's main team – one race in 2022 and a full season in 2023 when he finished 14th overall. "Last year, I kinda sat it out as a learning year."

For the first half of 2024, Payne was part of a Grove Racing two-Kiwi line-up alongside Richie Stanaway, although the latter has been dropped by the team for 2025.

Last month, Payne held fifth overall heading towards the end of his second season in Supercars.

He's humble about his rapid career progress. "I try not to think about it too much, but it's huge. It just shows that with the right determination, skills, knowledge, talent and people that it can happen."

Sharing on-track experiences with fellow Kiwi Shane van Gisbergen

On the limit behind the wheel in the Toyota Racing Series

Payne took victory in only his third race of the 2021 Australian Porsche Carrera Cup series

Payne currently drives for Grove Racing in the V8 Supercars series

Evidence points to buyer's lack of routine servicing as cause of car's engine failure

The case: Five years post-purchase, the buyer wanted to reject her 2017 Holden Astra after its engine was replaced. She claimed it must have had a fault or latent defect. The manufacturer and trader both said the consumer failed to give them the opportunity to inspect the vehicle before she sold it for scrap, and that she failed to routinely service the car.

The decision: The application under the Consumer Guarantees Act (CGA) was dismissed.

At: The Motor Vehicle Disputes Tribunal via video link.

Background

Elvina Narayan bought a 2017 Astra from Holden Schofield, Auckland, on July 22, 2018, for $24,000.

Its odometer was on 7,647km at purchase and 69,426km when the engine failed in October 2023. The repairs exceeded the value of the Holden, so she sold it for parts.

Narayan brought her claim against the manufacturer, General Motors NZ, and Schofield's, as the supplier, because she said the Astra must have had a manufacturing fault or latent defect that caused the engine to fail after five years of driving. She wanted to claim all her losses, including the car's value.

General Motors NZ and Schofield's said they weren't afforded a chance to inspect the vehicle before it was scrapped, so there was no way of knowing if they could be liable.

In addition, they considered the engine failure was most likely caused by the owner not routinely servicing the car at recommended intervals.

The case

In October 2023, Narayan was driving her Astra when she heard a sudden cracking noise. The brakes failed and an engine light came on. She pulled the car off the road and turned the engine off, but it wouldn't restart.

The vehicle was towed to a mechanic who was unable to find the fault's cause. She was advised to take it to a Holden dealer, so she had it towed to Ebbett Pukekohe on October 31.

Its view was that the vacuum pump had broken and its components had gone through the cylinder-head assembly.

It suggested replacing the part or, preferably, the engine because it couldn't guarantee metal debris wouldn't have travelled further into the engine. Repairs were estimated at $11,183.

Narayan claimed that, on November 1, she contacted Holden's customer care department at General Motors NZ.

She had researched the marque's three-year warranties and wanted to know if her vehicle would be covered by such a policy. She said Holden told her that no warranty applied to it.

Narayan decided to sell the car for scrap for $3,000 because she considered that was the most financially viable option.

She didn't contact Schofield's because she considered Ebbett Pukekohe and Holden's customer care formed part of the same company.

Narayan produced emails showing she was in contact with Holden from December 5. She asked for a refund. This was declined given the car's age and there was "no opportunity to investigate the root cause of the vehicle's concern to determine if a manufacturing defect existed".

The recommended servicing for this Astra was 15,000km or 12 months, whichever came first.

Its records showed Narayan had it serviced at Schofield's on July 15, 2019.

The vehicle had travelled 9,957km by then, but was given the 30,000km service because it had been a year since its previous service.

The next service was on July 11, 2020, also at Schofield's. The car's mileage was 13,621km and, because a year had passed, it was given a 45,000km service.

The final time Narayan had the Astra serviced was at Oil Changers Kingsland in November 2022. Its invoice noted the odometer was on 52,868km. If that was correct, the car had travelled nearly 40,000km since its previous service.

It was in January 2023 that an engine light came on. Narayan took the Astra to Ebbett Pukekohe. It replaced the air filter and noted the odometer was on 49,255km, which was less than that recorded by Oil Changers.

Narayan didn't service the car between November 2022 and October 2023 despite travelling more than the 15,000km recommended service interval.

Brendan Harvey, a technical specialist at General Motors NZ, said the only time he had ever seen a similar engine failure it was due to poor servicing. He added that type of fault could easily have been remedied by a general service.

Harvey produced records of a phone call by Narayan to Holden's customer care. He said there was no record of her raising any issue about a warranty.

General Motors NZ said that it was unable to inspect the Astra so it couldn't ascertain if it had a manufacturing defect.

The finding

The tribunal found there was a high chance that a routine service would have detected the vacuum pump's failure.

However, Narayan didn't comply with the vehicle's standard servicing requirements.

Of the two periods of time that she didn't comply with those, the more significant was the period from November 2022 to the date of the breakdown.

Even accepting the odometer reading was 52,868km on the Oil Changers invoice, Narayan had travelled more than 16,000km since that service.

If the odometer reading on Ebbett Pukekohe's invoice was correct, then she had driven it for more than 20,000km.

Had Narayan serviced the Astra properly, she might have had to replace the vacuum pump, but that repair wouldn't have amounted to a failure of the CGA's guarantee of acceptable quality.

As to the discussion she had with Holden on November 1 last year, the tribunal didn't accept she asked about a warranty due to notes made from the recording of that conversation.

Narayan subsequently raised the issue of a refund with Holden, but didn't advise General Motors NZ she considered it liable to fix the Astra before selling it for parts.

Order

The application was dismissed. Neither respondent had an opportunity to investigate the car's alleged damage.

A 2017 Holden Astra

Efforts to fix faulty entertainment unit fail so consumer's $44k purchase price refunded

The case: The buyer wanted to reject his 2021 Honda Vezel because its entertainment unit was faulty and he had asked for it to be repaired pre-purchase. The trader had repeatedly tried to fix its screen, but the issue remained. The dealer offered to take the car to Honda NZ to rectify the problem.

The decision: The tribunal upheld the application to reject, ordered the trader to refund the buyer and to uplift the car at its own expense.

At: The Motor Vehicle Disputes Tribunal via video link.

A 2021 Honda Vezel

Background

On November 25, 2023, Arslan Rasheed purchased a 2021 Honda Vezel from Sterling Japan NZ for $44,000.

During a test drive, he noticed its entertainment unit wasn't working. The screen either froze or the reverse camera displayed while driving forward.

Rasheed said the trader told him it was a minor issue that would be fixed, so he paid a deposit for the vehicle.

However, at purchase, the same problems occurred with the entertainment unit as he was driving off Sterling Japan's yard. After complaining, the vehicle was taken back by the dealer for inspection and repair.

The trader made further repairs to the unit and Rasheed uplifted the Vezel a few days later, but on that occasion the entertainment screen went blank and an error message appeared in Japanese.

He told the dealer he felt nothing had been done to fix the problem to his satisfaction and he wanted to reject the car under the Consumer Guarantees Act (CGA).

Sterling Japan said it had answered all of Rasheed's complaints about the screen. The trader added it was also prepared to send the vehicle to Honda NZ for further analysis and repair.

The case

The buyer produced comprehensive photographic and video evidence to support his complaints.

Rasheed also provided a copy of a pre-sale agreement between the parties dated November 14 last year, which noted that Sterling Japan would "make sure stereo/head unit is functioning correctly. If faulty, then we will replace".

The alleged problems experienced by him were proven and, in fairness to Sterling Japan, were not in dispute.

Rather, the dealer said it had taken all "necessary steps to resolve the situation and provide the best possible product" to Rasheed.

The trader accepted the buyer had complained on multiple occasions about the car and problems with its entertainment unit. It argued that it couldn't diagnose any fault when the Vezel was inspected.

The dealer did carry out a repair of sorts by programming the Honda's SD card, but the issue continued.

As a precaution, Sterling Japan hired Maximum Sounds. It reprogrammed the SD card and appeared to have fixed the problem.

However, the issue returned. During Rasheed's third complaint about the entertainment unit, Sterling Japan tried to swap another unit from an identical model but it was incompatible.

The dealer arranged for another unit to be imported from Japan at a cost of $3,500. After it was installed, the car was delivered to Rasheed after a successful test drive. But the problem came back and the buyer complained yet again.

Sterling Japan said it had inspected the entertainment unit each time Rasheed complained and couldn't identify a root cause of the issue.

The trader did use Rasheed's videos to correct problems captured by them. At that point of time, the dealer said it wasn't in a position to make a refund of the purchase price.

It added it was prepared to send the vehicle to Honda NZ to get its expert advice and then rectify the issue.

The finding

The tribunal's assessor noted the entertainment unit didn't appear to have been taken to a specialist automotive electrician for diagnosis and repair.

Instead, Sterling Japan had taken the Vezel to a specialist retailer of car audio and systems to be fixed.

Gregory noted the failure of the donor unit might signify a broader problem with the vehicle's computer or electrical system.

Whatever the case, it was clear – and not disputed by Sterling Japan – that the problem remained.

The adjudicator agreed with the assessor and was satisfied no reasonable consumer would consider the failure of the entertainment system in a vehicle of that age, mileage and price to be acceptable.

Section six of the Consumer Guarantees Act (CGA) provides that when goods are supplied, "there is a guarantee that the goods are of acceptable quality".

The tribunal was also satisfied the failure of the entertainment unit, which comprised the vehicle's reversing camera and safety-warning features, breached the CGA's guarantee of acceptable quality.

The adjudicator then had to consider if Sterling Japan had refused or failed to rectify the Vezel's defect within a reasonable time.

Section 18 of the CGA enables a consumer to reject goods when a supplier has been required to remedy a failure but refuses, fails or doesn't succeed in doing so within a reasonable amount of time.

There was no doubt that Sterling Japan had tried to remedy the problem each time Rasheed had returned with the Vezel.

However, it had failed to remedy the issue that remained. That wasn't a refusal to fix it, but it was failure to repair within a reasonable time.

In truth, it was a failure to perform a contractual term – to fix or replace the entertainment unit prior to delivery.

The buyer was doing no more than insisting on what he bargained for prior to purchase. A contractual analysis wasn't necessary because the CGA responded in this matter.

Because Sterling Japan had failed to remedy the entertainment unit problem within a reasonable time, the purchaser was entitled to reject the car under section 18 of the CGA.

The tribunal treated the consumer's application as notice of rejection given on January 31, 2024.

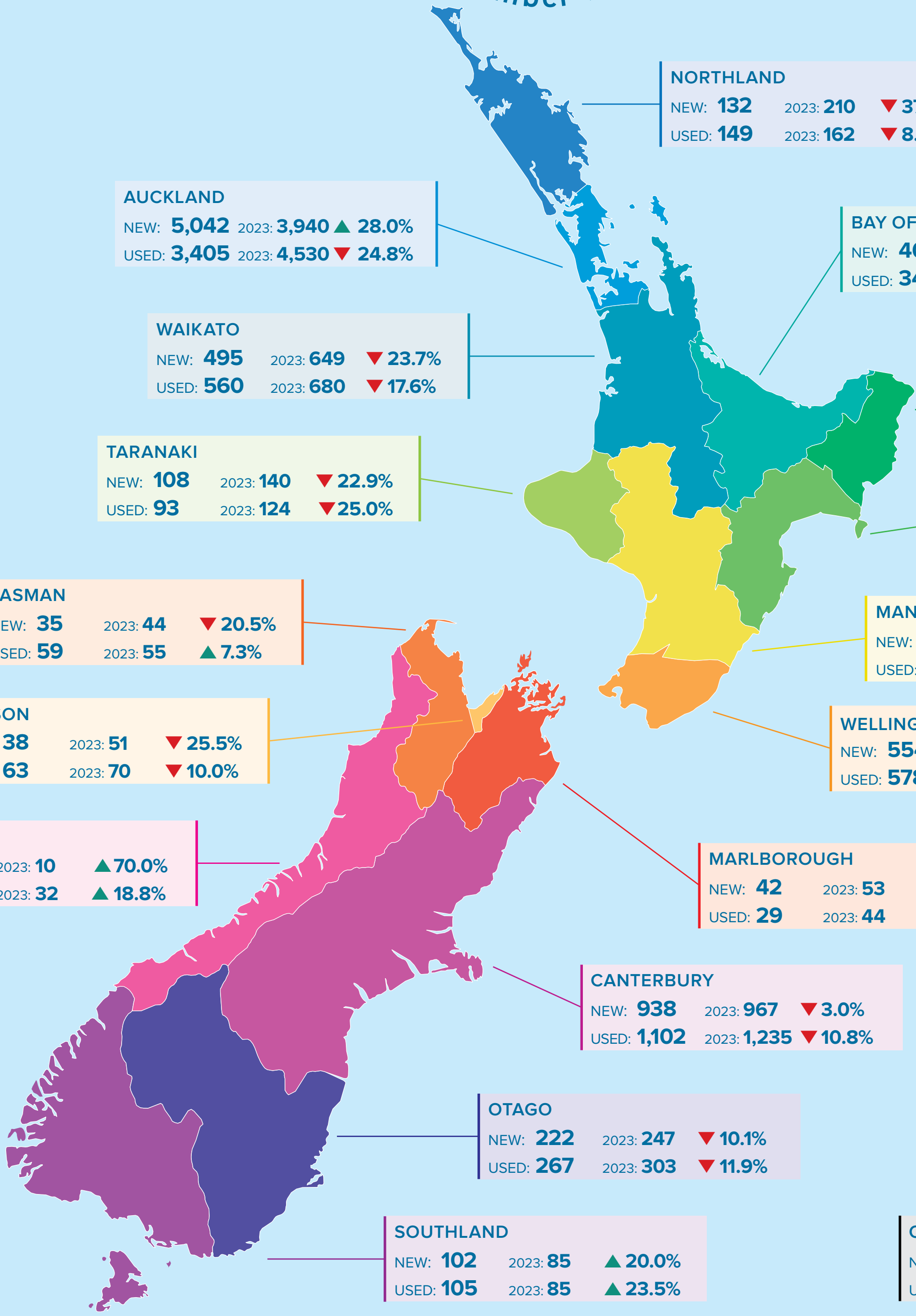
Orders

The trader was ordered to refund the buyer $44,000 and uplift the vehicle.

AROUND THE COUNTRY
September 2024

Total new cars		
8,588	2023: 8,118	▲ 5.8%

Total imported used cars		
7,216	2023: 8,900	▼ 18.9%



NORTHLAND	NEW:	132	2023: 210	▼ 37.1%
	USED:	149	2023: 162	▼ 8.0%
AUCKLAND	NEW:	5,042	2023: 3,940	▲ 28.0%
	USED:	3,405	2023: 4,530	▼ 24.8%
BAY OF PLENTY	NEW:	405	2023: 392	▲ 3.3%
	USED:	346	2023: 383	▼ 9.7%
WAIKATO	NEW:	495	2023: 649	▼ 23.7%
	USED:	560	2023: 680	▼ 17.6%
GISBORNE	NEW:	42	2023: 45	▼ 6.7%
	USED:	36	2023: 45	▼ 20.0%
TARANAKI	NEW:	108	2023: 140	▼ 22.9%
	USED:	93	2023: 124	▼ 25.0%
HAWKE'S BAY	NEW:	179	2023: 186	▼ 3.8%
	USED:	159	2023: 174	▼ 8.6%
TASMAN	NEW:	35	2023: 44	▼ 20.5%
	USED:	59	2023: 55	▲ 7.3%
MANAWATU-WHANGANUI	NEW:	225	2023: 275	▼ 18.2%
	USED:	199	2023: 251	▼ 20.7%
NELSON	NEW:	38	2023: 51	▼ 25.5%
	USED:	63	2023: 70	▼ 10.0%
WELLINGTON	NEW:	554	2023: 816	▼ 32.1%
	USED:	578	2023: 695	▼ 16.8%
WEST COAST	NEW:	17	2023: 10	▲ 70.0%
	USED:	38	2023: 32	▲ 18.8%
MARLBOROUGH	NEW:	42	2023: 53	▼ 20.8%
	USED:	29	2023: 44	▼ 34.1%
CANTERBURY	NEW:	938	2023: 967	▼ 3.0%
	USED:	1,102	2023: 1,235	▼ 10.8%
OTAGO	NEW:	222	2023: 247	▼ 10.1%
	USED:	267	2023: 303	▼ 11.9%
SOUTHLAND	NEW:	102	2023: 85	▲ 20.0%
	USED:	105	2023: 85	▲ 23.5%
OTHERS (Chatham Islands, overseas, unknown)	NEW:	12	2023: 8	▲ 50.0%
	USED:	28	2023: 32	▼ 12.5%

Imported Passenger Vehicle Sales by Make - September 2024

MAKE	SEP'24	SEP'23	+/-%	SEP'24 MKT SHARE	2024 YEAR TO DATE	2024 MKT SHARE
Toyota	2,588	4,307	-39.9	35.9%	28,438	37.2%
Mazda	987	888	11.1	13.7%	10,471	13.7%
Nissan	972	1,321	-26.4	13.5%	10,443	13.7%
Subaru	698	386	80.8	9.7%	6,367	8.3%
Honda	616	665	-7.4	8.5%	6,444	8.4%
BMW	227	181	25.4	3.1%	2,237	2.9%
Suzuki	187	223	-16.1	2.6%	2,129	2.8%
Mitsubishi	173	235	-26.4	2.4%	1,898	2.5%
Mercedes-Benz	161	115	40.0	2.2%	1,446	1.9%
Volkswagen	138	160	-13.8	1.9%	1,525	2.0%
Audi	130	101	28.7	1.8%	1,376	1.8%
Lexus	123	140	-12.1	1.7%	1,535	2.0%
Land Rover	36	13	176.9	0.5%	357	0.5%
Ford	32	24	33.3	0.4%	265	0.3%
Jaguar	20	9	122.2	0.3%	164	0.2%
Jeep	14	5	180.0	0.2%	157	0.2%
Chevrolet	11	18	-38.9	0.2%	116	0.2%
Chrysler	10	4	150.0	0.1%	71	0.1%
Mini	10	7	42.9	0.1%	95	0.1%
Tesla	10	10	0.0	0.1%	85	0.1%
Porsche	9	11	-18.2	0.1%	116	0.2%
Dodge	6	6	0.0	0.1%	75	0.1%
Volvo	6	14	-57.1	0.1%	117	0.2%
Ferrari	5	0	500.0	0.1%	15	0.0%
Peugeot	5	11	-54.5	0.1%	50	0.1%
Plymouth	4	0	400.0	0.1%	16	0.0%
Daihatsu	3	2	50.0	0.0%	36	0.0%
Holden	3	7	-57.1	0.0%	44	0.1%
Alfa Romeo	2	1	100.0	0.0%	24	0.0%
Aston Martin	2	1	100.0	0.0%	10	0.0%
Chrysler Jeep	2	1	100.0	0.0%	9	0.0%
Citroen	2	0	200.0	0.0%	5	0.0%
Factory Built	2	0	200.0	0.0%	3	0.0%
Isuzu	2	0	200.0	0.0%	9	0.0%
Kia	2	5	-60.0	0.0%	31	0.0%
Others	18	29	-37.9	0.2%	292	0.4%
Total	**7,216**	**8,900**	**-18.9**	**100.0%**	**76,471**	**100.0%**

Imported Passenger Vehicle Sales by Model - September 2024

MAKE	MODEL	SEP'24	SEP'23	+/-%	SEP'24 MKT SHARE	2024 YEAR TO DATE	2024 MKT SHARE
Toyota	Aqua	754	1,624	-53.6	10.4%	7,596	9.9%
Toyota	Prius	523	1,063	-50.8	7.2%	6,029	7.9%
Nissan	X-Trail	259	159	62.9	3.6%	2,482	3.2%
Toyota	Corolla	259	385	-32.7	3.6%	2,886	3.8%
Mazda	Axela	254	326	-22.1	3.5%	3,159	4.1%
Subaru	Impreza	244	192	27.1	3.4%	2,407	3.1%
Mazda	Demio	221	221	0.0	3.1%	2,414	3.2%
Honda	Fit	211	312	-32.4	2.9%	2,440	3.2%
Nissan	Serena	210	145	44.8	2.9%	2,083	2.7%
Nissan	Note	202	370	-45.4	2.8%	2,767	3.6%
Toyota	C-HR	199	224	-11.2	2.8%	2,301	3.0%
Mazda	CX-5	198	121	63.6	2.7%	1,848	2.4%
Subaru	XV	158	106	49.1	2.2%	1,656	2.2%
Suzuki	Swift	128	159	-19.5	1.8%	1,519	2.0%
Mitsubishi	Outlander	112	163	-31.3	1.6%	1,184	1.5%
Honda	Vezel	110	83	32.5	1.5%	1,227	1.6%
Mazda	Premacy	105	74	41.9	1.5%	903	1.2%
Mazda	Atenza	104	73	42.5	1.4%	952	1.2%
Toyota	Vellfire	91	33	175.8	1.3%	805	1.1%
Volkswagen	Golf	91	104	-12.5	1.3%	1,008	1.3%
Subaru	Legacy	88	29	203.4	1.2%	685	0.9%
Subaru	Forester	82	19	331.6	1.1%	641	0.8%
Toyota	Vitz	77	141	-45.4	1.1%	1,081	1.4%
Toyota	Camry	75	89	-15.7	1.0%	881	1.2%
Toyota	Spade	63	90	-30.0	0.9%	694	0.9%
Honda	Odyssey	59	16	268.8	0.8%	426	0.6%
Subaru	Outback	55	11	400.0	0.8%	378	0.5%
Nissan	Leaf	54	445	-87.9	0.7%	605	0.8%
Toyota	RAV4	50	45	11.1	0.7%	413	0.5%
BMW	320i	49	40	22.5	0.7%	437	0.6%
Toyota	Alphard	49	23	113.0	0.7%	497	0.6%
Toyota	86	47	10	370.0	0.7%	383	0.5%
Toyota	Auris	44	54	-18.5	0.6%	452	0.6%
Lexus	CT 200h	43	44	-2.3	0.6%	481	0.6%
Nissan	Juke	43	49	-12.2	0.6%	383	0.5%
Others		1,905	1,858	2.5	26.4%	20,368	26.6%
Total		**7,216**	**8,900**	**-18.9**	**100.0%**	**76,471**	**100.0%**

Flagging system gets update

The NZTA is improving awareness of vehicles being flagged as damaged in this country.

The agency says the revised system will help ensure this important safety information is more readily available, including for dealers and the public.

There are two key changes, which are applicable for vehicles only damaged in New Zealand – and not those imported damaged.

Safety flags, which are labelled as bans in the NZTA's systems, are now automatically applied in the motor-vehicle register (MVR) when cars are written-off by an insurer. Typically, an associated reason is recorded, such as structural, water or fire damage.

Motochek reports for relevant vehicles now include the ban flag and reason if one of the above. A recall or other reason is also recorded.

The changes mean dealers and others who use Motochek are better informed, and third-party users of the latter's data may choose to display this information.

The Rightcar website will continue to inform people about vehicles damaged in New Zealand and damaged imports based on the updated list on the NZTA website.

The only change is adding "structural damage" as a descriptor to use in warnings about relevant cars damaged in this country.

An agency spokesman says: "As you may be aware, a safety [ban] flag for vehicles damaged in New Zealand, or a damage flag for damaged imports, prevents the vehicle from being issued a warrant or certificate of fitness until it's properly repaired and inspected again.

"While the MVR will be updated as appropriate, repaired vehicles are not removed from the damaged vehicle list on our website."

The NZTA advises dealers to check their stock via Motochek and against the list of damaged vehicles on the agency's website because they are updated at different times.

Traders must ensure consumer information notices accurately reflect whether a vehicle has been reregistered after being damaged here or was imported in that condition.

Dip in sales

Registrations of used-imported cars dropped by 18.9 per cent last month to 7,216 compared to 8,900 in September 2023.

Toyota's Aqua topped the models' ladder with 754. Next was the marque's Prius on 523, and the Corolla and Nissan's X-Trail both on 259. Last month's best-selling marque was Toyota with 2,588 followed by Mazda on 987.

FINE FOR ODO FRAUD

The sentencing of a man for tampering with odometers to avoid paying $15,000 of road-user charges (RUC) has been welcomed by the NZTA.

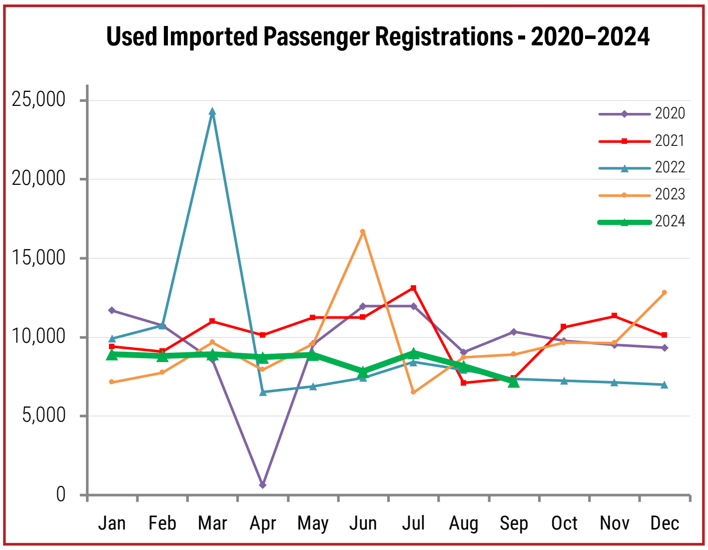
The defendant's application for a discharge without conviction was opposed by the agency.

He received a $6,500 fine in addition to having to pay the outstanding RUC.

Investigations by the NZTA showed that Keshwar Prasad tampered with odometer readings on three vehicles.

Brett Aldridge, national manager of road-safety regulation, says: "Aside from the illegality of odometer tampering to avoid paying RUC, an odometer that doesn't accurately show the distance a vehicle has travelled is also a safety issue.

"Service checks and repairs may not be carried out at the required intervals, and mechanical and safety issues not picked up."



Used Imported Passenger Vehicle Sales by Motive Power - September 2024

MAKE	SEP'24	SEP'23	+/-%	SEP'24 MKT SHARE	2024 YEAR TO DATE	2024 MKT SHARE
Full battery electric	78	487	-84.0%	1.1%	783	1.0%
Plug-in hybrid electric	76	230	-67.0%	1.1%	906	1.2%
Non plug-in petrol hybrid	3,092	4,982	-37.9%	42.8%	34,363	44.9%
Petrol	3,869	3,124	23.8%	53.6%	39,401	51.5%
Diesel	101	77	31.2%	1.4%	1,017	1.3%
Others (includes non plug-in diesel hybrid, fuel cell)	0	0	0.0%	0.0%	1	0.0%
Total	**7,216**	**8,900**	**-18.9%**		**76,471**	

Scrappage scheme progress made

A study conducted across the Tasman has revealed a strategic pathway to increase automotive recycling via a stewardship scheme.

The report into end-of-life vehicles (ELVs) draws on research delivered by the Federal Chamber of Automotive Industries (FCAI) and Motor Trades Association of Australia (MTAA).

One of the largest studies of its type undertaken there, it has identified options to enhance material recovery rates and cut ELV waste destined for landfill.

About 850,000 vehicles reach end of life annually in Australia, generating some 1.36 million tonnes of waste.

Currently, the industry recovers about 70 per cent. The country's manufacturers and retailers say they are committed to improving those statistics.

The MTAA and FCAI aim to build on work done so far, and collaborate with government and industry to make ELV stewardship a reality.

The study highlights some challenges, such as a fragmented recycling sector, diverse fleet and insufficient processing options for non-metal materials. The absence of a domestic vehicle manufacturing further complicates attempts to reuse materials.

Australia's recycling and dismantling industry also lags behind leading other economies. That said, while international schemes offer insights, no single global model fits the country's context without major adaptation.

The FCAI and MTAA will now work to explore a co-regulatory product stewardship scheme that incorporates successful elements from other models and adapts them to Australia's needs.

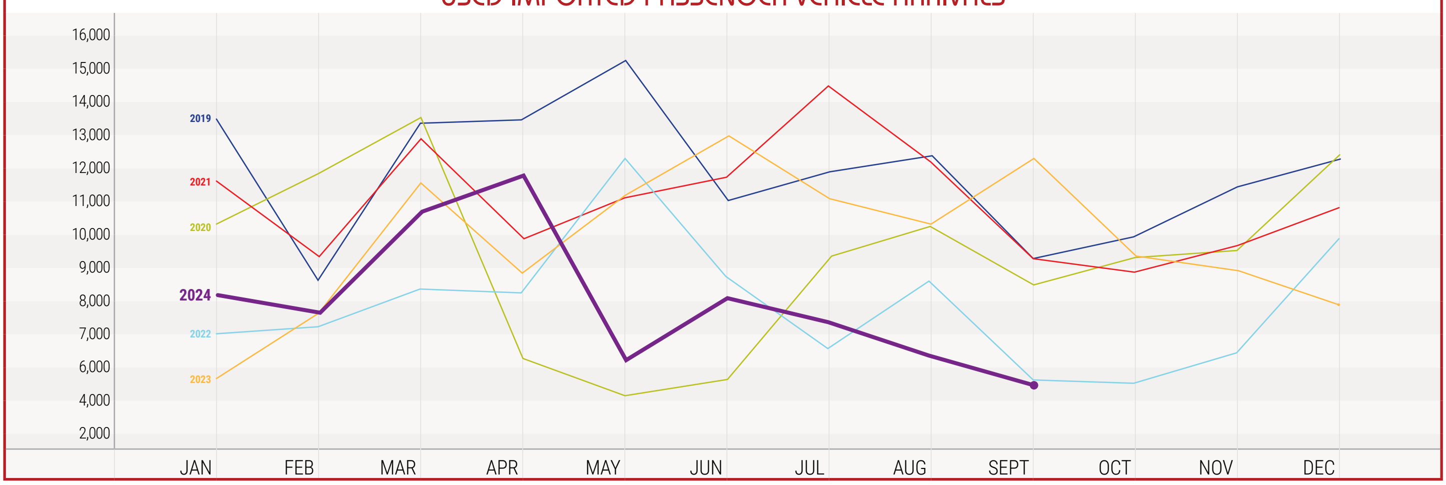
It will include investigating initiatives, such as establishing standardised facilities with operating and environmental standards, and bringing in certificates of destruction to enhance vehicle tracking.

"The study presents a way forward," says Tony Weber, the FCAI's chief executive officer.

"It will take time to progress this to a point where an ELV scheme is fully operational."

YEAR'S LOWEST MONTH

There were 5,071 used passenger vehicles imported into New Zealand during September for the lowest monthly total of 2024. The year-to-date total now stands at 69,905 units.



Used Imported Passenger Vehicles By Country Of Export

	2024											2023		2022	
COUNTRY OF EXPORT	JAN '24	FEB '24	MAR '24	APR '24	MAY '24	JUN '24	JUL '24	AUG '24	SEP '24	SEP MKT SHARE	2024 TOTAL	2023 TOTAL	MRKT SHARE	2022 TOTAL	MRKT SHARE
Australia	72	106	101	157	121	79	110	94	115	2.3%	**955**	1,263	1.1%	2,353	2.6%
Great Britain	19	23	14	14	21	14	13	18	27	0.5%	**163**	272	0.2%	512	0.6%
Japan	7,984	7,255	10,190	11,332	5,827	7,750	7,028	6,026	4,895	96.5%	**68,287**	113,462	98.0%	87,740	95.6%
Singapore	18	43	28	19	31	12	36	12	8	0.2%	**207**	250	0.2%	423	0.5%
USA	12	21	11	17	26	15	18	36	21	0.4%	**177**	265	0.2%	487	0.5%
Other countries	12	9	9	12	44	5	13	7	5	0.1%	**116**	241	0.2%	250	0.3%
Total	**8,117**	**7,457**	**10,353**	**11,551**	**6,070**	**7,875**	**7,218**	**6,193**	**5,071**	**100.0%**	**69,905**	**115,753**	**100.0%**	**91,765**	**100.0%**

Milestone for membership

The Financial Services Federation (FSF) now has 100 members for the first time in its 59-year history with social lender Money Sweetspot joining its ranks.

Lyn McMorran, the FSF's executive director, says reaching the milestone reflects the viability of New Zealand's non-bank sector, which supports consumers and businesses to be "nimble, innovative and provide competition" in the market.

"Being able to expand our community while upholding rigorous standards for membership is testament to the quality of non-bank organisations emerging in New Zealand," adds McMorran.

"The FSF's membership has doubled in the past seven years. We've done that while remaining dedicated to only welcoming organisations that we believe contribute to New Zealand's financial services sector in a positive and compliant way.

"It's humbling that organisations continue to recognise the value of being a member where they can contribute to key policy discussions and initiatives shaping the sector."

Rather than a traditional celebration, the FSF marked the milestone by donating 100 food parcels through the Salvation Army and Woolworths NZ's Foodbank Project.

McMorran says: "We know that with today's cost of living, many Kiwis are doing it tough. We hope this donation will make a small difference to families in need."

Paul Forster, the Salvation Army's financial mentoring co-ordinator, says the organisation is always grateful and in need of support.

"In these difficult times, it's gifts such as these that make such a difference to the lives of the people we support who often need a hand-up."

The FSF's members include finance and fleet leasing providers, several credit unions and building societies, mortgage providers, credit-related insurance providers and the finance arms of some global motor-vehicle brands.

SLIGHT DECREASES

Dealers sold 15,412 second-hand cars to members of the public last month. That was down by 1.8 per cent from 15,690 compared to September 2023.

Trade-ins totalled 12,289, a 3.6 per cent fall from 12,747.

There were 38,858 private transactions last month, down by 0.8 per cent. ⊕

SECONDHAND CAR SALES - September 2024

	DEALER TO PUBLIC				PUBLIC TO PUBLIC			PUBLIC TO DEALER		
REGION	SEP '24	SEP '23	+/- %	MARKET SHARE	SEP '24	SEP '23	+/- %	SEP '24	SEP '23	+/- %
Northland	516	523	-1.3%	3.3%	1,706	1,737	-1.8%	164	189	-13.2%
Auckland	5,202	5,375	-3.2%	33.8%	13,099	13,458	-2.7%	5,430	5,630	-3.6%
Waikato	1,573	1,604	-1.9%	10.2%	3,846	3,849	-0.1%	1,041	1,075	-3.2%
Bay of Plenty	1,020	1,059	-3.7%	6.6%	2,604	2,748	-5.2%	591	582	1.5%
Gisborne	143	152	-5.9%	0.9%	408	356	14.6%	61	59	3.4%
Hawke's Bay	623	601	3.7%	4.0%	1,412	1,391	1.5%	402	373	7.8%
Taranaki	332	391	-15.1%	2.2%	1,030	1,026	0.4%	166	195	-14.9%
Manawatu-Whanganui	784	826	-5.1%	5.1%	2,054	2,157	-4.8%	668	786	-15.0%
Wellington	1,444	1,390	3.9%	9.4%	2,989	2,996	-0.2%	956	1,081	-11.6%
Tasman	131	138	-5.1%	0.8%	438	429	2.1%	9	13	-30.8%
Nelson	129	121	6.6%	0.8%	385	396	-2.8%	163	142	14.8%
Marlborough	138	147	-6.1%	0.9%	348	345	0.9%	57	64	-10.9%
West Coast	90	125	-28.0%	0.6%	295	289	2.1%	27	34	-20.6%
Canterbury	2,205	2,195	0.5%	14.3%	5,329	5,140	3.7%	1,974	1,956	0.9%
Otago	708	689	2.8%	4.6%	1,878	1,850	1.5%	434	432	0.5%
Southland	310	305	1.6%	2.0%	918	858	7.0%	146	136	7.4%
Other	64	49	30.6%	0.4%	119	143	-16.8%	0	0	0.0%
NZ Total	**15,412**	**15,690**	**-1.8%**	**100.0%**	**38,858**	**39,168**	**-0.8%**	**12,289**	**12,747**	**-3.6%**

New Passenger Vehicle Sales by Make - September 2024

MAKE	SEP'24	SEP'23	+/-%	SEP'24 MKT SHARE	2024 YEAR TO DATE	2024 MKT SHARE
Toyota	2,238	1,880	19.0	26.1%	13,028	21.1%
Mitsubishi	1,112	804	38.3	12.9%	6,991	11.3%
Kia	814	341	138.7	9.5%	6,457	10.5%
Ford	604	477	26.6	7.0%	2,976	4.8%
Suzuki	359	408	-12.0	4.2%	4,040	6.5%
MG	337	465	-27.5	3.9%	2,208	3.6%
Hyundai	336	317	6.0	3.9%	2,780	4.5%
Mazda	333	205	62.4	3.9%	2,646	4.3%
Nissan	317	137	131.4	3.7%	1,976	3.2%
Volkswagen	210	142	47.9	2.4%	1,606	2.6%
GWM	200	77	159.7	2.3%	2,031	3.3%
Honda	186	180	3.3	2.2%	2,173	3.5%
BMW	171	189	-9.5	2.0%	1,138	1.8%
Subaru	154	107	43.9	1.8%	1,409	2.3%
Skoda	112	108	3.7	1.3%	860	1.4%
Tesla	100	760	-86.8	1.2%	959	1.6%
Land Rover	93	125	-25.6	1.1%	878	1.4%
Audi	91	203	-55.2	1.1%	844	1.4%
Mini	90	142	-36.6	1.0%	613	1.0%
Lexus	89	105	-15.2	1.0%	942	1.5%
BYD	84	242	-65.3	1.0%	615	1.0%
Mercedes-Benz	72	124	-41.9	0.8%	1,039	1.7%
Cupra	65	51	27.5	0.8%	269	0.4%
Porsche	55	49	12.2	0.6%	414	0.7%
Peugeot	45	83	-45.8	0.5%	366	0.6%
Omoda	42	0	4,200.0	0.5%	299	0.5%
Volvo	39	45	-13.3	0.5%	314	0.5%
Polestar	38	37	2.7	0.4%	117	0.2%
Jaguar	37	21	76.2	0.4%	175	0.3%
Isuzu	27	8	237.5	0.3%	170	0.3%
Jaecoo	23	0	2,300.0	0.3%	96	0.2%
KGM	17	0	1,700.0	0.2%	107	0.2%
Fiat	14	5	180.0	0.2%	64	0.1%
Mahindra	14	26	-46.2	0.2%	231	0.4%
Yamaha	12	2	500.0	0.1%	35	0.1%
Jeep	11	44	-75.0	0.1%	158	0.3%
Chevrolet	7	3	133.3	0.1%	28	0.0%
SsangYong	7	12	-41.7	0.1%	178	0.3%
Opel	5	36	-86.1	0.1%	58	0.1%
Aston Martin	4	7	-42.9	0.0%	31	0.1%
Can-Am	4	2	100.0	0.0%	21	0.0%
Ferrari	3	4	-25.0	0.0%	30	0.0%
Ineos	3	15	-80.0	0.0%	45	0.1%
Alfa Romeo	2	14	-85.7	0.0%	59	0.1%
Others	12	116	-89.7	0.1%	279	0.5%
Total	**8,588**	**8,118**	**5.8**	**100.0%**	**61,753**	**100.0%**

New Passenger Vehicle Sales by Model - September 2024

MAKE	MODEL	SEP'24	SEP'23	+/-%	SEP'24 MKT SHARE	2024 YEAR TO DATE	2024 MKT SHARE
Toyota	RAV4	1,172	682	71.8	13.6%	6,306	10.2%
Toyota	Yaris Cross	384	316	21.5	4.5%	1,241	2.0%
Mitsubishi	ASX	379	286	32.5	4.4%	2,656	4.3%
Kia	Seltos	370	55	572.7	4.3%	2,371	3.8%
Mitsubishi	Outlander	362	267	35.6	4.2%	2,525	4.1%
Mitsubishi	Eclipse Cross	291	195	49.2	3.4%	1,373	2.2%
Toyota	Corolla	266	267	-0.4	3.1%	1,127	1.8%
Ford	Everest	212	154	37.7	2.5%	1,490	2.4%
Nissan	Leaf	202	13	1,453.8	2.4%	278	0.5%
Suzuki	Swift	178	231	-22.9	2.1%	2,123	3.4%
Ford	Escape	164	180	-8.9	1.9%	562	0.9%
Kia	Sportage	156	56	178.6	1.8%	1,265	2.0%
Mazda	CX-5	154	94	63.8	1.8%	1,166	1.9%
MG	MG3	149	25	496.0	1.7%	667	1.1%
Toyota	Highlander	131	74	77.0	1.5%	1,130	1.8%
MG	ZS	119	158	-24.7	1.4%	1,152	1.9%
Ford	Mustang Mach-E	110	48	129.2	1.3%	213	0.3%
Suzuki	Jimny	96	30	220.0	1.1%	841	1.4%
GWM	Haval H6	88	0	8,800.0	1.0%	794	1.3%
Tesla	Model Y	88	697	-87.4	1.0%	636	1.0%
Hyundai	Santa Fe	86	66	30.3	1.0%	516	0.8%
Hyundai	Kona	84	64	31.3	1.0%	940	1.5%
Kia	Stonic	83	31	167.7	1.0%	1,287	2.1%
Toyota	Yaris	82	132	-37.9	1.0%	687	1.1%
GWM	Haval Jolion	80	0	8,000.0	0.9%	803	1.3%
Mitsubishi	Pajero Sport	80	8	900.0	0.9%	341	0.6%
Ford	Puma	79	39	102.6	0.9%	469	0.8%
Honda	HR-V	79	0	7,900.0	0.9%	232	0.4%
Subaru	Outback	78	34	129.4	0.9%	541	0.9%
Toyota	Corolla Cross	73	132	-44.7	0.9%	962	1.6%
Toyota	C-HR	65	88	-26.1	0.8%	475	0.8%
Kia	Sorento	64	30	113.3	0.7%	350	0.6%
Kia	Carnival	62	4	1,450.0	0.7%	394	0.6%
Nissan	X-Trail	62	59	5.1	0.7%	879	1.4%
Mazda	CX-30	57	25	128.0	0.7%	280	0.5%
Hyundai	Tucson	55	89	-38.2	0.6%	809	1.3%
MG	HS	52	33	57.6	0.6%	208	0.3%
Skoda	Superb	50	13	284.6	0.6%	279	0.5%
Volkswagen	ID.4	49	14	250.0	0.6%	201	0.3%
Volkswagen	Golf	46	30	53.3	0.5%	211	0.3%
Mini	Countryman	45	90	-50.0	0.5%	306	0.5%
Honda	CR-V	44	19	131.6	0.5%	523	0.8%
Nissan	Qashqai	44	51	-13.7	0.5%	644	1.0%
Subaru	Crosstrek	44	30	46.7	0.5%	419	0.7%
Suzuki	Ignis	44	62	-29.0	0.5%	414	0.7%
Others		1,930	3,147	-38.7	22.5%	18,667	30.2%
Total		**8,588**	**8,118**	**5.8**	**100.0%**	**61,753**	**100.0%**

Tourism levy hike criticised

The Rental Vehicle Association (RVA) says the government's decision to increase the international visitor conservation and tourism levy (IVL) to $100 will create problems for the industry.

Ben McFadgen, chief executive officer, recognises something had to be done to help fund New Zealand's ailing tourism infrastructure.

But on the back of many other cost increases, both government-led – such as visa fees – and private, the RVA believes a jump "of this magnitude may be the straw that breaks tourism's back".

McFadgen says: "The government stated an $100 increase is unlikely to have a significant impact on visitor numbers. We take issue with that. There was little if any robust analysis on the impact on demand it would cause."

He explains it's necessary to consider that overall cost increases faced by an overseas visitor when coming here are now closer to $500 in total – not $100 – and that's not even accounting for the higher price of food, fuel, vehicle hire, accommodation and so on.

"We think New Zealand is going to have a problem," adds McFadgen. "Tourism forecasts for 2024/25 are already down on 2023/24. However, they've made the decision, so we have to live with it.

"Our chief concern now is how the extra money from the IVL will be spent. It's imperative it's spent on improving tourism infrastructure, not offset to replace baseline crown funding that agencies already receive.

"For example, conservation estate land is an important cultural and natural asset. It's not a tourism attraction. Making up a large portion of their funding from an elastic international tourism sector is a bad idea."

The RVA is also concerned about the process for accessing and distributing funding.

"It's important there is clear transparency by this government on where the money is going and that the focus is on infrastructure and infrastructure alone, not marketing and pretty websites that sell an ideal.

"The ideal won't exist if people can't access it and, with the border levy as it now is, their expectations for tourism will be high.

"Arguably, the government also needs a risk-management plan on what it will do if numbers flatline because New Zealand isn't delivering to expectations.

"International tourists are already electing to go to Tasmania due to the perception New Zealand costs too much yet delivers less. Middle Earth is 25 years old now. Tourism has moved on. We need to as well."

DECISION DEFENDED

Matt Doocey, Minister for Tourism and Hospitality, says the new IVL will "ensure visitors contribute to public services and high-quality experiences".

He adds: "International tourism plays a hugely important role in the economy with visitors spending more than $11 billion in the year ending March 2024.

"It also comes with costs to local communities, including additional pressure on regional infrastructure and higher maintenance costs across our conservation estate."

The IVL was introduced in 2019 as a mechanism to ensure overseas visitors contribute to these costs, most of which are paid for through taxes and rates.

Public consultation by the Ministry of Business Innovation and Employment found 93 per cent of submitters supported raising the levy.

Doocey says: "The new IVL remains competitive with countries such as Australia and the UK, and we are confident New Zealand will continue to be seen as an attractive destination by many around the world.

"A $100 IVL would generally make up less than three per cent of the total spending for a visitor while in New Zealand, meaning it's unlikely to have a significant impact on numbers.

"Increasing the IVL means we can continue to grow international tourism to support economic growth while ensuring visitors contribute to high-value conservation areas and projects, such as supporting biodiversity in national parks and other highly visited areas, and improving experiences on public conservation land."

Visitors exempt from the requirement to pay the IVL include New Zealand and Australian citizens and permanent residents, diplomats and people from many Pacific Island nations.

Proposals for government investment to support tourism growth and conservation will be considered in due course.

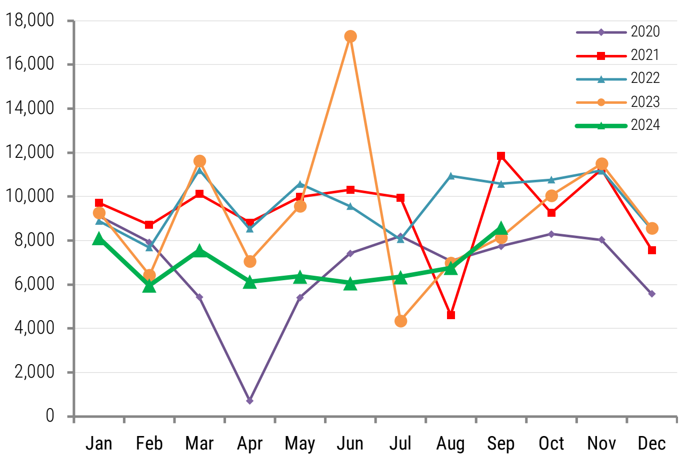
Up by 5.8%

Sales of new cars totalled 8,588 last month – up by 5.8 per cent compared to 8,118 in September last year.

Last month's most popular marques were Toyota with 2,238 units, Mitsubishi on 1,112 and Kia with 814.

The two best-selling models were Toyota's RAV4 with 1,172 and Yaris Cross on 384, with Mitsubishi's ASX on 379. Kia's Seltos came next with 370 and the Mitsubishi Outlander on 362.

New Passenger Registrations - 2020–2024



New Passenger Vehicle Sales by Motive Power - September2024

MAKE	SEP'24	SEP'23	+/-%	SEP'24 MKT SHARE	2024 YEAR TO DATE	2024 MKT SHARE
Full battery electric	868	2,018	-57.0%	10.1%	4,186	6.8%
Plug-in hybrid electric	417	761	-45.2%	4.9%	2,058	3.3%
Non plug-in petrol hybrid	3,324	2,219	49.8%	38.7%	21,519	34.8%
Petrol	3,396	2,580	31.6%	39.5%	28,770	46.6%
Diesel	583	540	8.0%	6.8%	5,218	8.4%
Others (includes non plug-in diesel hybrid, fuel cell)	0	0	0.0%	0.0%	2	0.0%
Total	**8,588**	**8,118**	**5.8%**		**61,753**	

Expanding with vans and utes

Brendan Foot Supersite has extended its offerings to consumers in the Wellington region after securing deals with Isuzu Utes and Renault.

The company has teamed up with Europe's biggest-selling van brand, and now has Renault's Trafic and Master available at its specialist commercials centre in Porirua.

Servicing the vehicles will be completed at its hub in Wellington city using genuine parts, which can also be purchased from the group's Lower Hutt team.

"Renault has a range that's different to anything else we offer," says David Foot, dealer principal. "Adding Renault to our line-up strengthens our proposition as a one-stop shop for businesses and their mobility needs."

In other developments, Isuzu Utes has awarded Brendan Foot Supersite its franchise for the Hutt Valley region. This adds to the Kapiti and Wellington areas that the company has been servicing for the marque since 2020.

Consumers can now view and buy Isuzu MU-X SUVs and D-Max utes at the showroom in Railway Avenue, Lower Hutt, and in Porirua.

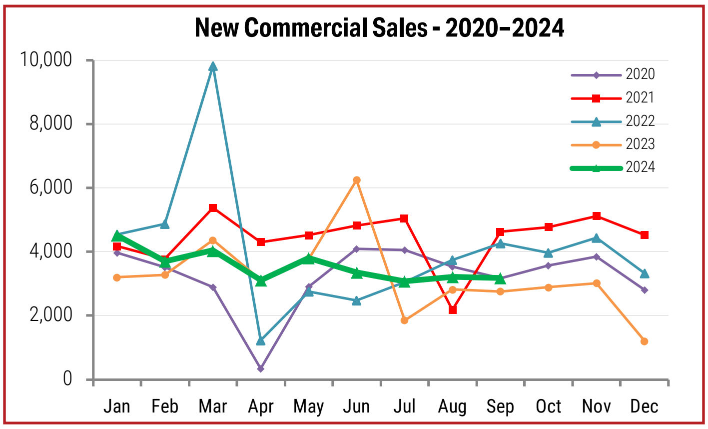
Isuzu owners can also have their vehicles serviced at Brendan Foot Supersite's hubs in Porirua, Wellington City, Lower Hutt and Trentham.

Meanwhile, more dealerships have joined JAC Motors New Zealand's network with its T9 set to be launched here in the months.

The double-cab turbodiesel ute will soon join the company's range of fully electric and Cummins diesel-powered light trucks.

JAC, pronounced "Jack", now boasts 11 dealerships. In Auckland, they are Southern Autos in Manukau and South Auckland Motors in Pukekohe.

Around the rest of the North



New Commercial Sales by Make - September 2024

MAKE	SEP'24	SEP'23	+/-%	SEP'24 MKT SHARE	2024 YEAR TO DATE	2024 MKT SHARE
Ford	1,061	647	64.0	33.3%	9,907	30.9%
Toyota	764	759	0.7	24.0%	7,504	23.4%
Mitsubishi	271	198	36.9	8.5%	3,545	11.1%
Nissan	147	77	90.9	4.6%	1,558	4.9%
Isuzu	138	149	-7.4	4.3%	1,898	5.9%
Mercedes-Benz	131	160	-18.1	4.1%	689	2.2%
Volkswagen	91	127	-28.3	2.9%	913	2.8%
LDV	64	28	128.6	2.0%	551	1.7%
Fuso	58	114	-49.1	1.8%	736	2.3%
Scania	56	67	-16.4	1.8%	500	1.6%
Hino	50	60	-16.7	1.6%	440	1.4%
Iveco	46	54	-14.8	1.4%	287	0.9%
Volvo	43	36	19.4	1.3%	316	1.0%
GWM	32	0	3,200.0	1.0%	190	0.6%
Fiat	29	41	-29.3	0.9%	409	1.3%
Hyundai	25	40	-37.5	0.8%	368	1.1%
Foton	23	14	64.3	0.7%	132	0.4%
Kenworth	23	24	-4.2	0.7%	217	0.7%
Chevrolet	21	12	75.0	0.7%	184	0.6%
DAF	20	25	-20.0	0.6%	220	0.7%
Others	94	124	-24.2	2.9%	1,473	4.6%
Total	**3,187**	**2,756**	**15.6**	**100.0%**	**32,037**	**100.0%**

New Commercial Sales by Model - September 2024

MAKE	MODEL	SEP'24	SEP'23	+/-%	SEP'24 MKT SHARE	2024 YEAR TO DATE	2024 MKT SHARE
Ford	Ranger	928	605	53.4	29.1%	8,729	27.2%
Toyota	Hilux	624	539	15.8	19.6%	5,667	17.7%
Mitsubishi	Triton	270	198	36.4	8.5%	3,543	11.1%
Nissan	Navara	147	77	90.9	4.6%	1,558	4.9%
Ford	Transit	133	42	216.7	4.2%	1,178	3.7%
Mercedes-Benz	Sprinter	122	141	-13.5	3.8%	549	1.7%
Toyota	Hiace	115	176	-34.7	3.6%	1,408	4.4%
Isuzu	D-Max	74	30	146.7	2.3%	1,063	3.3%
Volkswagen	Amarok	64	77	-16.9	2.0%	626	2.0%
Iveco	Daily	34	35	-2.9	1.1%	197	0.6%
GWM	Cannon	32	0	3,200.0	1.0%	190	0.6%
Fiat	Ducato	29	41	-29.3	0.9%	408	1.3%
LDV	Deliver 9	28	2	1,300.0	0.9%	238	0.7%
Isuzu	N Series	27	46	-41.3	0.8%	378	1.2%
Hino	300	25	24	4.2	0.8%	178	0.6%
Toyota	Land Cruiser	25	43	-41.9	0.8%	401	1.3%
Isuzu	F Series	24	56	-57.1	0.8%	350	1.1%
Volvo	FM	23	15	53.3	0.7%	148	0.5%
LDV	T60	19	7	171.4	0.6%	104	0.3%
Scania	G560	19	7	171.4	0.6%	112	0.3%
Others		425	595	-28.6	13.3%	5,012	15.6%
Total		**3,187**	**2,756**	**15.6**	**100.0%**	**32,037**	**100.0%**

Island, they are Energy Motors in New Plymouth, Fagan Motors in Masterton and Capital City in Lower Hutt. South Island locations are Timaru Motors, Avon City in Christchurch, Dunedin City JAC, and Macaulay Motors in Queenstown and Invercargill.

MARQUES HELP OUT

Mitsubishi Motors New Zealand (MMNZ) has made donations to five charities – Taskforce Kiwi, Wellington Free Ambulance, the Mary Potter Hospice, Stroke Foundation NZ and SPCA.

The assistance for Taskforce Kiwi builds on a relationship that began in 2023 with the free loan of four Tritons to support response efforts after Cyclone Gabrielle.

The organisation mobilised 165 volunteers to assist in debris clearance, missing person searches, needs assessments and aid co-ordination.

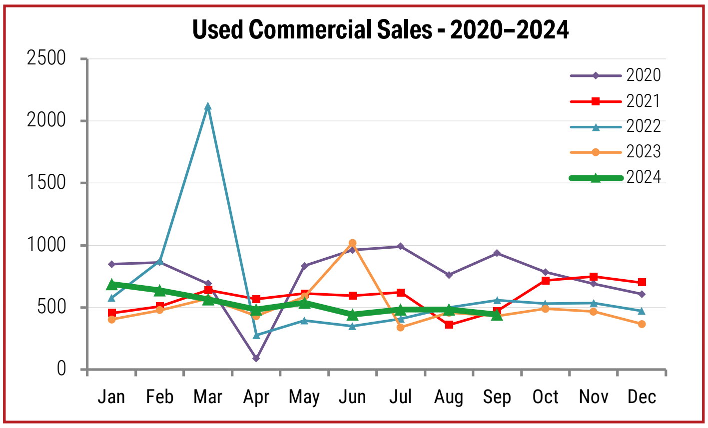
"The Tritons supplied by MMNZ proved vital to our work, enabling us to have a greater impact on the ground," says Richard Adams, Taskforce Kiwi's national director.

Following its initial agreement, the marque offered up three utes for ongoing work. One was used to help clear debris and deliver firewood in the wake of flooding in Wairoa in June, which affected nearly 500 properties.

Ineos Automotive, meanwhile, has become the official vehicle partner for Search and Rescue Dogs Avalanche (Sarda), which operates dog teams at most of the country's major ski areas and high mountains.

The marque has provided two Grenadiers to be used in the Christchurch-Canterbury area and Southern Lakes.

The vehicles are customised to Sarda's needs using lightweight materials, fixings and kennels to ensure rescue dogs and equipment are safe and secure on missions.



REGISTRATIONS CLIMB

There were 3,187 new commercials registered last month, which was up by 15.6 per cent from 2,756 during September 2023.

The Ford Ranger was the top-selling model with 928 for a 53.4 per cent jump. Toyota's Hilux came second with 624 and Mitsubishi's Triton was third on 270.

The total for used-imported commercials was 443. That was a year-on-year rise of 3.5 per cent from 428.

Used Commercial Sales by Make - September 2024

MAKE	SEP'24	SEP'23	+/-%	SEP'24 MKT SHARE	2024 YEAR TO DATE	2024 MKT SHARE
Toyota	221	210	5.2	49.9%	2,420	50.6%
Nissan	75	81	-7.4	16.9%	1,011	21.2%
Hino	26	30	-13.3	5.9%	261	5.5%
Ford	22	10	120.0	5.0%	193	4.0%
Isuzu	21	22	-4.5	4.7%	242	5.1%
Mitsubishi	18	26	-30.8	4.1%	180	3.8%
Suzuki	10	1	900.0	2.3%	60	1.3%
Daihatsu	7	10	-30.0	1.6%	49	1.0%
Mazda	6	2	200.0	1.4%	59	1.2%
Mercedes-Benz	6	4	50.0	1.4%	21	0.4%
Chevrolet	4	4	0.0	0.9%	37	0.8%
Volkswagen	4	4	0.0	0.9%	38	0.8%
Fiat	3	2	50.0	0.7%	22	0.5%
Holden	3	1	200.0	0.7%	24	0.5%
Fuso	2	0	200.0	0.5%	23	0.5%
Kenworth	2	2	0.0	0.5%	6	0.1%
LDV	2	0	200.0	0.5%	9	0.2%
Renault	2	1	100.0	0.5%	7	0.1%
Chrysler	1	0	100.0	0.2%	1	0.0%
DAF	1	1	0.0	0.2%	4	0.1%
Others	7	17	-58.8	1.6%	113	2.4%
Total	**443**	**428**	**3.5**	**100.0%**	**4,780**	**100.0%**

Used Commercial Sales by Model - September 2024

MAKE	MODEL	SEP'24	SEP'23	+/-%	SEP'24 MKT SHARE	2024 YEAR TO DATE	2024 MKT SHARE
Toyota	Hiace	163	146	11.6	36.8%	1,841	38.5%
Nissan	NV350	40	51	-21.6	9.0%	641	13.4%
Toyota	Regius	21	33	-36.4	4.7%	260	5.4%
Hino	Dutro	17	22	-22.7	3.8%	188	3.9%
Isuzu	Elf	14	17	-17.6	3.2%	171	3.6%
Nissan	NV200	14	1	1,300.0	3.2%	97	2.0%
Ford	Ranger	12	4	200.0	2.7%	67	1.4%
Fuso	Canter	12	22	-45.5	2.7%	131	2.7%
Toyota	Dyna	11	20	-45.0	2.5%	143	3.0%
Nissan	Caravan	9	20	-55.0	2.0%	154	3.2%
Suzuki	Carry	8	1	700.0	1.8%	56	1.2%
Toyota	Alphard	8	0	800.0	1.8%	11	0.2%
Toyota	Toyoace	8	3	166.7	1.8%	60	1.3%
Daihatsu	Hijet	7	10	-30.0	1.6%	49	1.0%
Hino	Ranger	7	5	40.0	1.6%	51	1.1%
Isuzu	Forward	5	3	66.7	1.1%	44	0.9%
Nissan	Atlas	5	2	150.0	1.1%	48	1.0%
Toyota	Hilux	5	4	25.0	1.1%	40	0.8%
Nissan	Navara	4	2	100.0	0.9%	18	0.4%
Ford	F-150	3	0	300.0	0.7%	18	0.4%
Others		70	62	12.9	15.8%	692	14.5%
Total		**443**	**428**	**3.5**	**100.0%**	**4,780**	**100.0%**

Port's profits increase by $10m

Sales on rise

New car imports in September came in at 6,954. This was down by 3.5 per cent when compared to 7,205 units in August and a drop of 30.7 per cent from the 10,030 recorded in the same month a year ago.

Registrations of 8,588 new passenger vehicles were completed last month, which was 27.2 per cent more than August's total. It was also up by 5.8 per cent from 8,118 units in September 2023.

The numbers have resulted in the stock of new cars still to be registered falling for the first time since January, dropping by 1,634 to 75,827. Daily sales, as averaged over the previous 12 months, stand at 251 units per day – down from 303 a year earlier.

September's results mean stock at-hand has fallen to 302 days if sales continue at the current rate. In the same month of 2023, it stood at 249 days.

Port of Auckland Ltd (POAL) has notched up a stronger than expected annual result with underlying net profit after tax (NPAT) coming in at $55.2 million, up by $10m off the back of revenue growth and market-share gains.

The directors have announced a final dividend payment of $20m to Auckland Council, which brings declared dividends to $40m for the year – also a jump of $10m on 2022/23.

The company's revenue climbed to $339m, up from $320m, while net-debt levels fell to $375.8m from $407.5m. Return on equity rose from 4.6 to 5.6 per cent.

In the 12 months to June 30, POAL saw a 56 per cent reduction in days lost to injury compared with the prior year, and had a record cruise season with 133 ship calls and 335,290 passengers.

Its operational improvement team, co-led by port management and the Maritime Union of NZ, has seen significant performance enhancements at the container terminal.

For example, June was the strongest month in three years with more than 70,000 TEUs – 20-foot equivalent units – handled.

Roger Gray, chief executive officer, says: "We remain committed to safely lifting performance, delivering better returns to Auckland Council, and improving how we support and engage with our customers while being a good neighbour to those who live and work close by.

"While we have seen softening in bulk and break-bulk volumes, we had a record cruise season, and the container terminal performance has improved with our volume in laden imports and exports lifting by seven per cent."

During the past year, Maritime New Zealand (MNZ) has become the sole regulator for ports across the country.

"We have worked closely with MNZ on this and were delighted it quickly adopted a national code of practice for stevedoring, which is being rolled out," adds Gray.

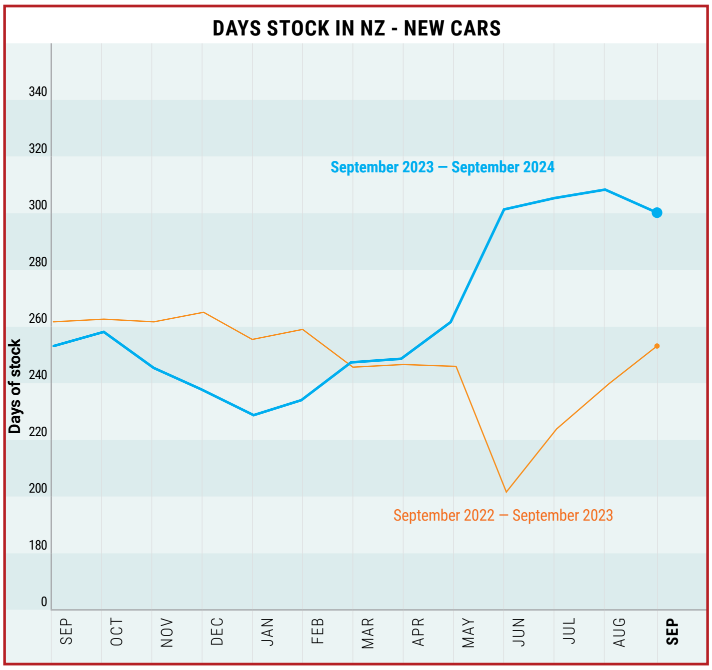
"This supports our efforts to have consistent practices across the port and industry, ensuring safer operations."

POAL's chair, Jan Dawson, says the company's annual results reflect its strong operational performance in a tough economic environment.

"At a time when volumes across the industry have been significantly lower, the results highlight the port's improvement

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
Sep '23	10,030	8,118	1,912	75,508	303	249
Oct '23	10,751	10,023	728	76,236	301	253
Nov '23	7,825	11,470	-3,645	72,591	302	240
Dec '23	7,435	8,548	-1,113	71,478	302	236
Jan '24	4,154	8,098	-3,944	67,534	299	226
Feb '24	7,608	5,923	1,685	69,219	298	232
Mar '24	8,882	7,538	1,344	70,563	287	246
Apr '24	6,180	6,111	69	70,632	285	248
May '24	7,800	6,353	1,447	72,079	276	261
Jun '24	8,006	6,059	1,947	74,026	245	302
Jul '24	9,313	6,334	2,979	77,005	251	307
Aug '24	7,205	6,749	456	77,461	250	310
Sep '24	**6,954**	**8,588**	**-1,634**	**75,827**	**251**	**302**
Year to date	66,102	61,753				
Change on last month	-3.5%	27.2%		-2.1%		
Change on Sep 2023	-30.7%	5.8%		0.4%		
	LESS IMPORTED	MORE SOLD		MORE STOCK		



in the container terminal, market-share growth and well-controlled costs," she adds.

"The board has approved a dividend to the council of $40m for the year, $5m more than committed in the port's statement of corporate intent.

"I'm particularly pleased with safety improvements. We've been through a significant safety culture turnaround over the past couple of years.

"We take our role as a council-owned organisation seriously and are proud to deliver more for Aucklanders, securing the port's future and providing certainty to customers and employees."

CARS DROP BY 25%

The number of cars handled by Lyttelton Port Company came in at 34,198 for the financial year ending June 30, a decrease of 25 per cent from 45,673 units in 2022/23.

The figures come on the back of it announcing underlying NPAT of $15.5m for 2023/24, down by 18 per cent from $18.9m during the prior period.

Earnings before interest, tax, depreciation and amortisation for the year were $52.4m, up by 13.7 per cent over the same time frame and driven by an increase in total revenue, which improved by $12.1m to $193.8m.

Chairman Barry Bragg says: "Our earnings will need to continue to improve to deliver better returns on the significant post-earthquake capital investment programme and to justify further growth capital."

Total container volumes at Lyttelton were flat at 448,364 TEUs, a 1.6 per cent year-on-year decrease from 455,457.

Recent tax legislation changes also led to a one-off non-cash charge for building depreciation. The impact of this reduced total NPAT to $9.9m.

Cost pressures from wage and material cost increases resulted in a 4.3 per cent hike in operating expenses from $135.6m to $141.4m. Net debt increased by $7.9m across the year from $207.3m to $215.3m.

Graeme Sumner, chief executive officer, says the company has worked hard to manage costs in the past financial year and this will continue.

"The reality is that we have to be more efficient to deliver the fair returns that a reasonable shareholder would expect and be in a position to deliver future infrastructure investments the region will need to keep the supply chain moving," he adds.

"Trades were mixed this year. In containers, the reduction in volume came mostly from trans-shipments and, to a lesser extent, imports. Pleasingly, we saw a 2.6 per cent increase between years for full export TEUs."

However, bulk trades at Lyttelton were down nine per cent overall, reducing from 3.76m tonnes to 3.43m.

Stock tumbles

There were 5,071 used cars imported last month, a decrease of 57.9 per cent from September 2023 when 12,052 units crossed our borders.

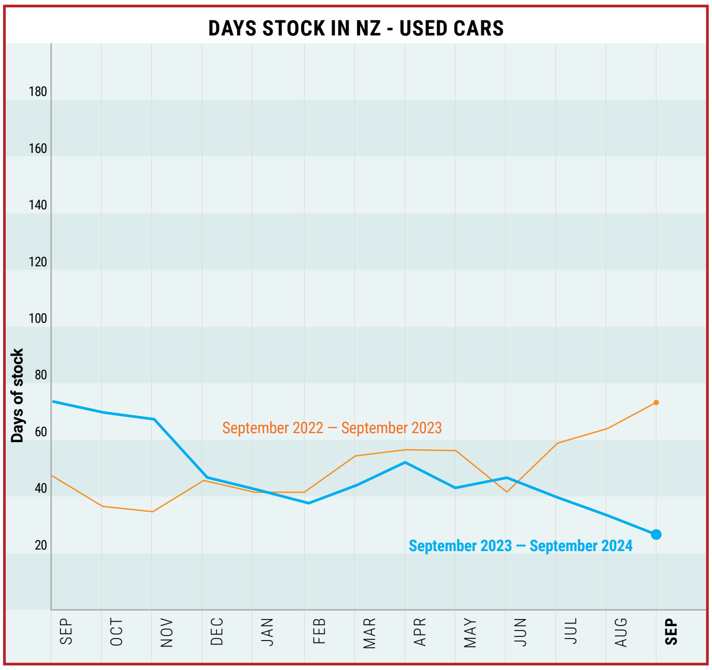
The latest figure was also down by 18.1 per cent from 6,193 in August this year.

Some 7,216 units were registered in September, which is the lowest monthly total of the past year. That was 18.9 per cent lower than the 8,900 units registered in the same month of 2023 and a drop of 11.7 per cent from 8,175 in August.

With 2,145 fewer used cars imported than registered last month, unregistered stock on dealers' yards or in compliance shops came to 7,962 units.

This was 62.2 per cent lower than the 21,082 units a year ago and down by 21.2 per cent from 10,107 at the end of August.

Average daily registrations for September were 297 compared to 285 a year ago and there is 27 days' stock remaining.



Dealer stock of used cars in New Zealand

	CAR SALES		VARIANCE	STOCK	DAILY SALES - 12-MONTH AVERAGE	DAYS STOCK AT HAND
	IMPORTED	REGISTERED				
Sep '23	12,052	8,900	3,152	21,082	285	74
Oct '23	9,044	9,642	-598	20,484	292	70
Nov '23	8,711	9,636	-925	19,559	299	65
Dec '23	7,768	12,799	-5,031	14,528	315	46
Jan '24	8,117	8,904	-787	13,741	320	43
Feb '24	7,457	8,818	-1,361	12,380	323	38
Mar '24	10,353	8,938	1,415	13,795	321	43
Apr '24	11,551	8,723	2,828	16,623	323	52
May '24	6,070	8,880	-2,810	13,813	321	43
Jun '24	7,875	7,822	53	13,866	297	47
Jul '24	7,218	8,995	-1,777	12,089	303	40
Aug '24	6,193	8,175	-1,982	10,107	302	33
Sep '24	**5,071**	**7,216**	**-2,145**	**7,962**	**297**	**27**
Year to date	**69,905**	**76,471**				
Change on last month	**-18.1%**	**-11.7%**		**-21.2%**		
Change on Sep 2023	**-57.9%**	**-18.9%**		**-62.2%**		
	LESS IMPORTED	LESS SOLD		LESS STOCK