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Call for changes to rule limiting imports

Industry association warns current restrictions risk making the fleet older, less safe and more polluting

The used-imports industry is keen to accelerate talks with the government on the best way to align exhaust emissions standards in Japan with those of other jurisdictions as it seeks to provide dealers with access to more stock.

Conversations with officials started in 2023 with the original consultation on an amendment to the Land Transport Rule: Vehicle Exhaust Emissions 2007, which came into force this year.

It means all imported used light vehicles now have to meet the Euro 5 standard or its designated equivalents.

However, the Imported Motor Vehicle Industry Association (VIA) is concerned about the lack of an immediate answer to its question of how the government decided to equate Euro 5 with the Dxx code under the Japan 2005 standard.

Greig Epps, VIA's chief executive, told Autofile that April's law change has reduced the potential pool of vehicles available to importers.

Imported used light vehicles must meet the Euro 5 emissions standard or equivalents

He adds the length of time in getting a response from the government about VIA's concerns also "worries us that there was no robust basis for the decision in the first place".

The association is continuing its dialogue with officials as the number of units being imported has dropped in recent months and stock levels are little more than one-quarter of what they were a year ago.

"VIA has kept this conversation going because we think the current settings disadvantage our industry," explains Epps.

"While making the fleet older and decreasing options for consumers are inevitable side effects of regulation, our suggested changes to the emissions rule should mitigate against these negative impacts to the fleet."

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GUEST EDITORIAL

Firing on all cylinders to recycle old rubber

Tyrewise's delivery manager 'proud' of collective achievements already made

ADELE ROSE
Chief executive, 3R Group

The biggest news in New Zealand's tyre industry over the past few months must undoubtedly be the operational launch of Tyrewise's regulated product stewardship scheme.

From September 1, registered scheme members around the country began booking free collections for end-of-life tyres (ELTs) while members of the public could begin taking them to public drop-off sites, also for free.

At the time of writing, nearly 4,000 businesses and organisations had completed their registrations. More than 11,000 collection jobs had been carried out and well over 800,000 ELTs collected from around the motu for recycling.

These numbers are climbing daily, so check out www.tyrewise.co.nz for the latest figures.

Tyrewise is the country's first regulated product stewardship scheme and is a major shift in the way New Zealand deals with roughly 6.5 million ELTs every year.

Previously, only some 40 per cent were being recycled or repurposed with millions ending up in landfill, stockpiled in paddocks or illegally dumped.

This scheme is changing that and aims to get 80 per cent collected for recycling or repurposing by its fourth year and more than 90 per cent by year six.

These are lofty goals. But based on the rapid uptake by industry and numbers being collected every day, we're confident of achieving them.

Tyrewise has always been industry-led and the widespread nature of the industry has made the transformation that much more noteworthy.

Aotearoa has thousands of businesses which deal with tyres – ranging from multi-nationals to one-person, rural operations – so getting everyone fully registered was always going to be a challenge.

Once again, the numbers paint a great picture of an industry embracing a new and far better way to manage its products.

Councils and local recycling groups are giving communities access to free collection points.

Tyrewise isn't only designed to keep ELTs out of landfill. It also measures the number of tyres imported, and tracks collections to processing and end uses.

The next challenge is to grow our onshore processing and end-use capacity through incentives and research and development grants, which will start in mid-2025.

The scheme is more than a decade in the making, but operationally it's in its infancy and has come with the teething issues you might expect when launching a new nationwide system.

The numbers, though, speak for themselves and we couldn't be prouder of what we have collectively achieved already.

If you are part of the industry and haven't registered, it should be the next thing on your to-do list. If you're one of the thousands of registered participants, ka pai, you are helping create a better future, one tyre at a time.

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VIA has quantified and compared the efficacy of different standards, and has developed a calculation method that argues Euro 5 should instead be aligned with Cxx vehicles from Japan.

If the government accepts VIA's independently verified approach, the outcome should relieve some of the pressure the sector currently faces.

"We are having talks with the government to see if we can come to an understanding on how to determine equivalencies and ensure it's a fair playing field when looking at standards from a bunch of different countries," says Epps.

"It's difficult with different markets' testing regimes. But our research indicated the Cxx emissions code coming out of Japan was as good, if not better, at capping harmful emissions as Euro 5 and Euro 6 is where the Dxx code should come into play.

"If we can persuade the government our position is right, then there would be more availability of vehicles at the Cxx code level that we could import to New Zealand.

"We're trying to win the argument. If we do that it will hopefully relieve some pressure next year. We would like to have that conversation more intensely this year. However, it's likely to be early next year that we talk about it in more detail with officials."

Epps adds VIA has already presented its evidence to officials. It has also requested details on how the government calculated the equivalencies between standards.

Nothing has been forthcoming so far.

> **We risk having one of those pivot points when the fleet starts to get older again**
> – Greig Epps

If the government can show robust modelling and calculations that indicate VIA is wrong, Epps says the association will accept that, but he stresses regulations need to be based on evidence.

"We're pressing on with our argument until we get an answer. If we can have conversations around the Cxx code, we could see more vehicles becoming available for import from Japan through the middle of next year.

"If we win that argument it also means that when we switch to Euro 6 it will align with Dxx and we won't be limiting ourselves any further than we need to."

Epps warns the restrictions as they stand on what can be brought in risk making the fleet older, less safe and more polluting.

"That's a concern for members. It's also a concern in the broader New Zealand context because if we're not bringing in fresher cars it means the fleet isn't getting the churn and refresh we want to see.

"We currently risk having one of those pivot points when the fleet starts to get older again unless we can turn around some of the low volumes.

"For the broader community, the reduced number of vehicles we can bring in to refresh the fleet slows down our progress towards the cleaner fleet we're trying to achieve. It keeps older vehicles in the mix.

"This is why VIA has always talked about a whole-of-life fleet management approach where we need to think about what's still in the country and when we should be trying to encourage cars out of the fleet, which may require things such as an incentivised scrappage scheme.

"We want to keep encouraging fresher imports that keep the fleet young and provide newer safety features, better fuel efficiencies through hybrids and, in 10-15 years, more EVs."

SECTOR CHALLENGES

VIA hopes that ensuring a robust regulatory regime will lead to a fairer market, reduce the negative impacts of the latest regulatory changes and contribute to a turnaround for the used-imports industry in 2025 as it faces several challenges.

Epps observes recent import figures, particularly for the second half of 2024, are well down on what the industry is used to and with sales also slipping this has made the market "pretty tight".

September and October this year delivered the lowest months for the number of used imports crossing New Zealand's borders since October 2022, coming in at 5,071 and 4,730 units respectively.

At the same time, there were 7,208 registrations in September and 7,319 in October, the second and third-worst monthly totals of the past two years.

As a result, stock levels fell to 5,349 at the end of October after dropping to 7,938 in September.

Only in March 2022, when the tally stood at 9,855, have stock numbers slipped below five figures in the past decade, according to industry data.

Epps describes the industry's current mood as gloomy because the lower volumes of used imports and sales affect the whole supply chain, from shipping lines to compliance shops and dealers.

"The impacts of these lower volumes are broad and varied. Inspection businesses that also cater for in-service vehicles can try to keep work coming through that way, but the strictly compliance companies are hoping for more volume.

"Retail operators are feeling the squeeze pretty badly because they're used to shifting a certain number of units a month and that's way down now.

"If the shipping companies don't feel there's product to be

Competition for used vehicles at auctions in Japan is growing

brought down here, they may start reducing runs to New Zealand and it could be difficult to ratchet up the number of routes when things do turn around."

Adding to the problems for importers is growing competition for second-hand vehicles at auction houses in Japan, with increasing interest in such models from Japanese consumers and buyers from other countries.

"The rising cost of living has been a global issue, so presumably people in Japan are thinking maybe they need to get into second-hand cars instead of replacing their vehicles with new models," explains Epps.

"It means we've got internal competition from them and we're also seeing quite a bit of global competition.

"For example, despite sanctions against Russia, it has been highlighted as an active destination for vehicles from Japan with cars reportedly going there through Mongolia.

"African countries are also providing extra competition. Places such as Kenya have had a rise in living standards and investment is creating a middle class that looks to have the prestige of a new Japanese import."

Light commercial vans have been the hardest-hit category of used imports coming to New Zealand.

This is mainly because of how those vehicles have been tested in Japan with petrol models meeting the new requirements not being produced until 2020 or 2021.

"With the new emissions standards in place, we're having to source younger vans than we normally would, which means there is a cost impact," adds Epps.

"I've heard of price increases for light vans of 30-40 per cent, going up to almost 100 per cent in some situations. It's really difficult to get hold of them.

"Conversely, diesel vans aren't as impacted as petrol ones by the emissions standards.

"We think that's a bit odd given the objective of the standards is to address harmful emissions. To let more harmful diesels come in more easily than fuel-efficient petrol vehicles seems nonsensical."

PRICE EXPECTATIONS

Alongside a drop in imports, spending on parts and accessories by Kiwi consumers and purchasing second-hand vehicles already in the fleet has increased.

Members of the public appear to be holding onto older cars longer than in recent times and trying to maintain them, which puts a squeeze on other parts of the automotive market.

Epps notes: "There are always a range of issues affecting import volumes, but if consumers in New Zealand don't feel comfortable paying for a fresh import vehicle and are instead looking at the existing fleet, there's only so much we can do about that.

"However, most of the cost-effective vehicles in our fleet will be picked up soon. There's only going to be less efficient, older vehicles left and people will hopefully be turning to imports again.

"There's only so far you can stretch the existing fleet and people have to look to used imports as affordable vehicles."

Epps acknowledges the cost-of-living impact everyone has been feeling for the past couple of years has been particularly sharp in 2024 with interest rates high, businesses closing and people losing jobs.

However, consumers may have to rethink their definition of what's affordable as increased costs along the supply chain, including for shipping, have affected the prices of newly imported used vehicles.

"The signs I'm getting from talking to VIA members is we're in one of the worst squeezes we have been in for a while. Money is tight, costs are high, stock is hard to acquire and we're going through this difficult patch.

"Costs have gone up for vehicles. The public needs to realise where the better stock is coming from, which is not out of the old, existing fleet.

"We want to continue to bring in good quality vehicles. But if consumers' desired price point stays where it is the quality will decrease if we try to meet it. It's getting harder to obtain quality vehicles and, as a result, it means they will get more expensive."

Best-seller wins Kiwi crown

BYD is celebrating after its best-selling model, the Sealion 6, took out the AA Driven Car Guide New Zealand Car of the Year 2024 title.

The SUV, which has sold more than 1.2 million units globally, also won the hybrid and electric vehicle (EV) section of the prestigious awards.

BYD Auto NZ is "absolutely overjoyed" at the success after more than 200 cars tested since October 1, 2023, were scrutinised by a panel from Driven Car Guide and the AA.

The judges say the Sealion 6 is the "right car at the right time for New Zealand". In addition to being enjoyable to drive, the hybrid has strong eco-credentials, minimal running costs and plenty of space for the family.

Jonathan Sergel, the AA's chief mobility officer, adds the panel was impressed by the Sealion 6's five-star safety rating, performance features and reasonable price point.

"We know Kiwis love the practicality of an SUV," he says. "In the Sealion 6, the dual-mode intelligence technology gives it a strong edge compared to its competitors, shifting into a new realm of energy innovation and range-extending capability.

"It's a great option for consumers looking to make a more sustainable choice without buying a full EV. A 1,100km combined range on one tank of petrol will get you where you need to go."

Features of the Sealion 6 include an EV commuting range of up to 92km and an embedded SIM card for over-the-air updates. Pricing starts from $57,990.

Dean Evans, Driven Car Guide editor, says the Sealion 6 is "simply too good not to award" after announcing the winners late last month.

"In a year when buyers have moved away from pure EVs for various reasons, there is still growing demand for greener, more ecologically friendly vehicles," he adds.

In the people's choice section, members of the public voted Toyota's RAV4 the winner. It has won this section every year since it was introduced in 2019 except for 2022 when Tesla's Model 3 triumphed.

From left, Avon Bailey, the AA's dealer relationship manager, Dean Evans, of Driven, and Warren Wilmott, BYD country manager

Class winners

HYBRID / EV & OVERALL
BYD Sealion 6

CITY SUV
Toyota C-HR

FAMILY SUV
Honda CR-V

LARGE SUV
Ford Everest

PASSENGER CAR
Suzuki Swift

LUXURY
Range Rover Sport

SPORTS / PERFORMANCE
Hyundai Ioniq 5 N

LIFESTYLE / ADVENTURE
Suzuki Jimny

SAFEST
Tesla Model Y

President on board

Sturrock Saunders has been elected as president of the Motor Trade Association (MTA).

Saunders, who succeeds Bob Boniface in the role, says: "I'm thrilled to follow in the footsteps of not only Bob but all those who have gone before me for more than 100 years.

"I would like to pay tribute to Bob for his leadership and guidance as president and director. He leaves the board with the MTA in fantastic shape."

The association's membership currently sits at around 4,250, which is believed to be the highest in its history. It already has "the ear and respect of government" and Saunders is keen to build on that.

"We already offer excellent value and support for members with a range of benefits, which we will strive to develop and improve."


Sturrock Saunders

Another aim is to reinforce the commitment that the MTA and its members "stand for professionalism, quality and trust".

Saunders and his family have been associated with the association for many years, and have made a significant contribution to it and the industry.

Before becoming president, Saunders was the MTA's vice-president. He is a board member of Auto Stewardship NZ, finance and risk chairman of Tyrewise, chairman of Inspiring Futures Foundation, director of VTNZ and a previous director of MITO.

His father Lawrie, who also served on the MTA's board as well as MTF's, established Mayfield Motors in 1965. Saunders and wife Jo took over the business in 2002 and sold it in 2015.

Extra fee for clean-car costs

The government is seeking public feedback on how to structure an administration fee for the clean car standard (CCS).

It's expected to be imposed from the middle of next year and comes after the cabinet decided the scheme's running costs should be funded by those who use it to ensure it's financially sustainable.

The NZTA previously estimated the annual cost to operate the CCS was $6.4 million, but says a restructuring process could reduce this to $5.5m.

The agency says it has minimised costs where possible while still ensuring expected service levels. As a result and assuming a flat fee per vehicle, it anticipates the charge will be around $18-$23 per unit based on average annual imports of between 270,000 and 300,000 new and used light vehicles per annum.

"We recognise operating costs and service delivery methods may change over time," it says.

"To this end, the NZTA and the Ministry of Transport will undertake future reviews of fee settings to ensure costs recovered remain in line with the actual cost of administering the CCS."

The agency now wants

The NZTA will be introducing a CCS admin fee in mid-2025 as it shifts to a user-pays model

importers, consumers and other stakeholders in the transport system to share their insights on how to structure the fee to ensure it's "fair and convenient to pay".

The three considerations it is seeking feedback on are basis of payment, such as charging per vehicle or per importer, and the point of payment.

Then there's variability of payment and if the fee should vary depending on the type of vehicle or CCS account.

"There are preferred options for the basis and variability of payment based on fairness and ease of implementation," says the agency. "These preferences aren't final decisions.

"We need to decide how we assign a fee. There are two options. We can use either per vehicle or per importer.

"The current preferred option is charging per vehicle. We view this as the most equitable solution as it ensures small-scale importers aren't charged at the same rate as the largest importers importing thousands of vehicles per year."

The car industry has already expressed concerns about the imposition of the CCS fee as reported in the July issue of Autofile.

Aimee Wiley, chief executive officer of the Motor Industry Association, said a review of the agency's funding and fees in 2023 increased costs by 1,823 per cent to $37.29 per vehicle from October, which equated to importers forking out about $9.3m a year.

Greig Epps, of the Imported Motor Vehicle Industry Association, said: "It will ultimately land on consumers and vehicle prices."

The NZTA wants to apply the CCS charge in a "fair and convenient way". It adds the fee "will be modest, and unlikely to influence demand and supply".

It sees six advantages and no negatives on structuring the administration fee on a per CCS-eligible import basis.

Rolling it out on a per-vehicle basis would be "predictable" in that a reasonably consistent number of vehicles are imported annually.

The agency adds there would be little change to the fee each year, importers can calculate business costs in advance, and it's a "fair solution" because it scales to the size of an importer and volume of units coming in.

This method also enables multiple possible points of payment, and would be consistent with other aspects of vehicle importing and tracking in New Zealand.

A different idea is to structure

the charge on an active account basis with importers only making one payment per annum.

That said, the number of active importers changes annually so it would be difficult to assign a consistent fee at the start of each financial year.

Because of these shifting numbers, importers would have no certainty of the annual cost until invoice time.

In addition, the cost wouldn't be proportional to the size of the business, so what's payable would be unfairly borne by small or single-vehicle importers and represent a higher proportion of their operating costs.

The point of payment determines who would be responsible for the charge, says the NZTA.

Doing this at first registration means consumers would pay the fee as part of on-road costs when registering their vehicle in New Zealand.

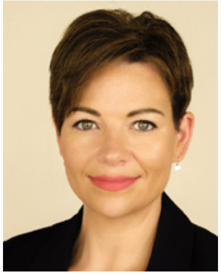
It could be levied directly on the importer during the import process and charged directly via the CCS system or at another stage when a different fee is already being paid, such as entry certification.

"In developing these options to date, we have considered what approach is the fairest to importers and consumers," says the NZTA.

"We also think it's important for the cost-recovery system to be designed in a minimally disruptive way for importers and, when possible, using existing processes.

"Importer associations have so far indicated support for using point of registration because it's the most transparent and efficient way of enacting cost recovery.

"Administration costs would likely be indirectly passed on to the end consumer should another option be selected and it's possible those costs would be higher given the lower efficiency of other collection methods."



Aimee Wiley, of the MIA

Payment at point of first registration has more pluses than minuses, but it's the other way around with other ideas, such as paying for the fee on the CCS system when accepting the vehicle, at another time or via retroactive invoicing.

The third and final part of the equation is the NZTA deciding how to calculate the administration fee and if there should be any variability for "different attributes of the vehicle or importer".

In developing and assessing options, it has considered what approach is the fairest including any variations in the cost of different pathways via the CCS system.

"A flat fee for all vehicles is currently preferred," notes the agency. "We view this as the most equitable and efficient method."

The advantages of doing it this way outweighs the others. One of those is calculating the fee as a variable cost for new and used vehicles. Another is making it variable between fleet average and pay-as-you-go accounts.

The benefits of the flat-fee approach are it is seen as more efficient and less costly for the NZTA to calculate yearly costs, and charge settings can be reviewed irregularly or when import numbers change significantly.

A flat-fee approach means importers or consumers can easily calculate what's payable because it's one cost for all CCS vehicles.

It's also a "highly equitable" way to assign the change because admin costs do not vary significantly across vehicle or account types.

Consultation on the changes was due to close on December 10. The NZTA notes all feedback will be analysed and considered this month and during January before a final decision is made in early 2025. The new fee is slated to start in mid-2025.

New listings site goes live

Vehicle listings platform Only Cars has launched in New Zealand and is operating under an equity-share model that allows participating traders to have shares in the company.

Only Cars has been operational in Australia for more than two years. The new website on this side of the Tasman went live on December 2 and an advisory board composed of dealers has been established to guide its development.

Todd Fuller, general manager of Only Cars in New Zealand, says he identified the need for a new online platform for listings here because some traders are concerned about rising advertising costs on other sites.

"The support we've had from dealers has been amazing considering what the car industry has gone through this year," he told Autofile.

"With interest rates dropping, hopefully that will stimulate the industry. We talk to dealers every day and they're starting to see green shoots. We hope the timing of our launch coincides with those shoots growing."

Fuller adds the equity-share approach has been a big plus for the company and input from businesses helped to refine the website before its launch.

"The whole idea of this being partially owned by the industry has resonated with a lot of the dealers," he says. "That along with our innovative marketing strategy is why there has been such a great uptake.

"Dealers have come on board because they see the potential for this to be an asset on their books well into the future and the ability for Only Cars to drive new leads into their businesses.

Dealers see the potential for this to be an asset on their books into the future – Todd Fuller

"We've been making constant improvements to the platform – some of which have come from the industry – and the more we collaborate with the industry, the better the outcomes.

"The industry is part of our journey as we develop the site. Under our ethos, they're not only part owners but they are also helping us to develop the future."

Only Cars has concentrated this year on making the platform easy for would-be buyers to use and devising a marketing campaign different from its competitors.

"We've spent a lot of money on technology to deliver some innovative marketing," continues Fuller.

"Our unique approach to our digital marketing strategy is what sets us apart, as we stay at the forefront of the automotive digital landscape with a 100 per cent focus on driving qualified leads to the dealer network."

'Treated staff as family'

The automotive industry is mourning the loss of Gerald Lawrence at the age of 80.

The inaugural general manager of VINZ passed away on November 23. His funeral was held at All Souls' Chapel, Purewa, Saint Johns, Auckland, six days later.

Gerald Lawrence

Lawrence led VINZ for 10 years from when it was set up in the early 1990s by the Imported Motor Vehicle Dealers Association and he retired in late 2003.

He previously worked for Telarc SAI Ltd, providing expert assessment and certification for New Zealand businesses.

"Gerald took VINZ from a start-up that focused on entry certification through to providing a range of other services," says Malcolm Yorston, technical support at the Imported Motor Vehicle Industry Association. "These include warrants and certificates of fitness, and public-counter services for the NZTA.

"Gerald was a really nice guy and was well-liked by his employees, who he treated as family. If someone made a mistake they would know about it, but they would then work it out so it didn't happen again."

Many Friday afternoon barbecues were held at testing stations around the country, as well as memorable midwinter and Christmas dinners for all staff and their partners.

"The Christmas dinners included annual awards, which included one for mess-ups," Yorston told Autofile. "There was also a bonus scheme for high-performing staff.

"Gerald was always transparent in what he did and he did a bloody good job. He was well-respected by the industry. He's now reunited with his wife Maureen, who predeceased him."

Agency reviews vehicle ratings

Updated ratings for used vehicles are now available online at Rightcar.govt.nz, which also has two new features.

The system now includes a crash-avoidance features rating, which contributes to the numbers of stars models are awarded.

It considers the reduced risk of accidents due to cars having on-board technology to help prevent them or reduce their severity.

This rating is based on the availability of electronic stability control, automatic emergency braking, lane-keep assist, roll stability control, daytime running lights and reversing cameras or sensors.

In addition, air-pollution ratings are now included in the "great choice" criteria. To qualify, vehicles need high safety, carbon-dioxide emissions and air-pollution ratings.

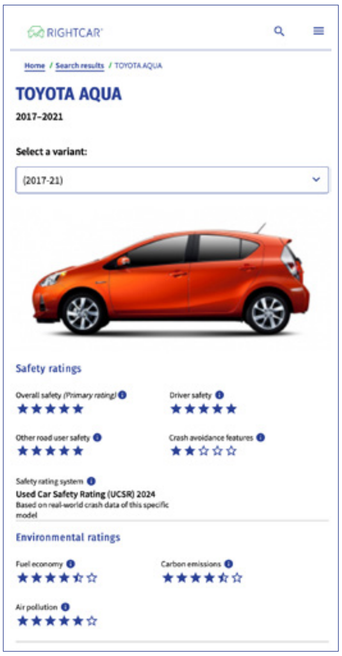
Overall, the 2024 used-car safety ratings released by the NZTA on December 1 are scaled from one to five stars.

Todd Wylie, the agency's principal adviser for safe vehicles, urges car dealers and members of the public to visit Rightcar to check the latest safety and environmental ratings of their current vehicles, and any they are interested in buying.

"There's always significant variation in safety between makes and models, and our analysis shows there are high star-rated vehicles in most categories and price ranges," he says.

Based on the independent analysis of real-world accident data and factoring in the crash-avoidance rating, around one million used vehicles' overall ratings have changed compared to 2023.

These include some newer



models that have transitioned from ANCAP ratings, which apply for up to six years.

Wylie notes analysis of crash and injury data from New Zealand and Australia supplied by the police highlights safety improvements over the past three decades.

This has primarily been in reducing the risk of death or serious injury to drivers compared to only a slight improvement in protection for people who are outside vehicles.

"Medium and small SUVs have more models with five stars for overall safety compared to small and medium cars, partly reflecting that the majority of these vehicles are newer so have more features and safety-focused design," explains Wylie.

"Commercial utes and people movers perform relatively poorly in driver protection and protecting people outside, such as other drivers or those walking, cycling or on a motorbike."

Action to boost road safety

An industry organisation is reiterating its calls for more research into calculating the total harm caused by cars in accidents.

The Imported Motor Vehicle Industry Association (VIA) is backing government efforts to increase public awareness of ratings, such as the used-car safety ratings.

However, it also wants further research pursued into assessing the total harm from vehicles beyond crashes so consumers and importers can make "fully informed decisions".

Greig Epps, VIA's chief executive, says: "Helping consumers make informed choices about vehicle safety is critical. We fully support the government's focus on transparent, accessible information for buyers."

The association supports initiatives that prioritise safer roads and safer vehicles, recognising the need to reduce road fatalities and serious injuries.

"Following the shuttering of the poorly implemented Road To Zero programme, the industry has been waiting for clarity on the direction of road-safety strategy," adds Epps.

VIA's messaging follows publication of the government's road-safety objectives.

Simeon Brown, Minister for Transport, says these actions include increasing policing and enforcement when it comes to speeding, drink-driving and other traffic offences.

The objectives include targeting the highest contributing factors to fatal crashes, delivering new and safe roads, and promoting safer vehicles.

Then there's improving the driver-licensing system and introducing roadside testing for illegal drugs.

"Motorists and freight should be able to travel around our network quickly," says Brown. "Improving road safety is a priority to keep Kiwis safe and increase productivity."

The objectives build on the government policy statement on land transport 2024, and outline actions for the next three years.

The minister says: "Alcohol and drugs are the highest contributing factor to fatal crashes. That's why we have set targets to ensure the police are focused on the most high-risk times, behaviours and locations to crack down on.

"Over 850,000 more alcohol breath tests were undertaken in 2023/24 compared to the previous year, saving 37 lives. Alcohol and drug testing are effective at saving lives.

"While we are prioritising policing and enforcement, road users also need to take personal responsibility.

"That's why this plan includes reviewing penalties for traffic offences to ensure they reflect the seriousness of putting others at risk and identifying opportunities to improve the driver-licence system."

The minister adds building new roads of national and regional significance, and increasing road maintenance through a proactive approach, will also achieve a safer network.

> Motorists and freight should be able to travel around our network quickly
> – Simeon Brown

VIA notes the government's approach to investing in infrastructure that enhances road safety and an emphasis on improving road design can be significant steps toward reducing the risk of crashes on highways.

"We're pleased to see the government's strong commitment to safer roads," says Epps. "We believe these targeted investments will have a real impact."

In addition, VIA says it has always encouraged consumers to look for the safest and cleanest vehicles in their price ranges.

"Every year we aim to bring in the least-harmful vehicles so we can progress the overall safety of the fleet," says Epps.

"We are committed to continuing our collaboration with the government. We agree with its objectives to make roads safer. VIA believes improving road safety is a responsibility shared across government, industry and road users."

FLEET REQUIREMENTS

Plans outlined by the Ministry of Transport (MoT) include investigating "new, targeted safety requirements" for light and heavy vehicles imported "to improve safety performance over the medium term".

Examples given are automatic emergency braking, lane-keep support systems and electronic stability control for heavy vehicles, including buses.

Then there's a review of the regulatory system to enable better management of the fleet's safety performance, reducing regulatory burden and ensuring "our domestic rules are fit for purpose".

The warrant of fitness and certificate of fitness systems will be looked into to ensure they more effectively and efficiently target risk, and are fit for purpose for the types of vehicles being tested.

The government also wants to continue to increase awareness of the importance of safe vehicles including better understanding of ratings and encouraging consumers to buy the highest safety rated vehicles they can.

In addition, it wants to start building "commercial vehicle safety centres" across the country, three in each of 2025 and 2026, and to consider funding for four more by 2026 with builds completed in following years.

The MoT's document on road-safety objectives states the design and safety features of our vehicles matter.

"Safer vehicles not only help drivers avoid crashes, but also protect occupants and other road users when crashes do happen," it adds.

"Vehicles with high safety performance and features are designed to absorb the impacts of a crash and protect people from death or serious injury [DSI].

"Increasingly, they are also built with active safety features to reduce the chances of a crash occurring in the first place.

"Improving access to safer vehicles drives better outcomes as this contributes to the survivability of most crashes."

As of December 2022, the MoT reports that 35 per cent of the 4.3 million light vehicles in our fleet had one or two-star safety ratings and were involved in 46 per cent of DSI crashes.

Similarly, four and five-star vehicles made up 41 per cent of the fleet but were only involved in 27 per cent of DSI accidents.

Drivers in one-star models were 90 per cent more likely to die or sustain a serious injury in a crash than they would if they had been driving a five-star vehicle.

Improving heavy-vehicle safety is also important and involves monitoring several different operation elements. These include driver impairment from fatigue, drugs, alcohol, and vehicle weight and safety critical components, such as brakes and tyre condition.

SAFER ROADS & DRIVERS

The MoT says roads of national significance (RoNS) are some of New Zealand's most successful highways and have led to significant improvements in safety by reducing the number and severity of accidents.

The NZTA will begin procurement, enabling works and construction on the government's first seven RoNS in the next three years with more expected to be started from 2027-30.

When it comes to roads, the government will be increasing maintenance and renewal with an emphasis on potholes, pothole prevention and a "significant uplift in rehabilitation".

The transport agency will focus on achieving long-term outcomes of two per cent rehabilitation and nine per cent resurfacing every year to improve state highways.

It will also deliver cost-effective safety infrastructure on existing roads in high-crash areas, and continue to apply motorcycle safety-specific action.

Road policing and enforcement will centre on impairment from alcohol, drugs and fatigue, speed, the use of restraints, distraction, high-risk drivers, commercial vehicles and on-road prevention.

The government will be progressing legislation for roadside oral-fluid drug testing in early 2025 and for this to start late next year.

ROAD FATALITIES PER 100,000 PEOPLE DURING 2022

Northern Territory	12.3
New Zealand	7.3
South Australia	6.3
Tasmania	6.1
Western Australia	5.5
Queensland	5.1
Australia	4.8
Victoria	4.4
New South Wales	4.2
Australian Capital Territory	0.9

New Zealand's rate for road death in 2022 was worse than all Australian states, except one. With similar populations and roads, Victoria had 4.4 deaths per 100,000 people and Queensland had 5.1. New Zealand had 7.3

Source: NZTA

LIGHT VEHICLES IN DSI CRASHES BY STAR RATING

SAFETY RATING	% OF FLEET, AS AT 2022	% OF DSIs, 2019-23
★	20%	26%
★★	15%	20%
★★★	24%	27%
★★★★	19%	16%
★★★★★	22%	11%

DSI stands for death and serious injury

Source: NZTA

The graduated driver-licensing system will be improved to take into account road-safety outcomes alongside making a licence cheaper and easier to obtain.

The NZTA is reviewing the medical aspects of fitness to drive to update guidance on health practitioners use to assess motorists.

The Land Transport Rule: Setting of Speed Limits 2024 will be enacted. Speed-limit reversals will be implemented by July 2025 followed by variable limits outside school gates 12 months later.

The transfer of speed-camera functions from the police to the NZTA will be completed by the end of June next year with speed-camera signs on fixed-speed cameras rolled out.

And the transport agency will be working with ACC to identify options to increase the use of the latter's injury prevention funding for road-safety initiatives, including considering investment in infrastructure, driving training and promotion activities.

Rebrand for insurance company

Assurant EV One™ was launched last year to address concerns around battery life and repair costs

Assurant, a global business services company, has completed a rebrand of Protecta Insurance, and is now adding more automotive products and solutions to the New Zealand business.

The change for Protecta, which was established more than 35 years ago, means it now goes by the Assurant name as its parent company seeks to expand its worldwide automotive footprint.

Assurant took over Protecta in December 2022. It supports, protects and connects major consumer purchases, such as vehicles, and has a presence in 21 countries.

Jeff Strickland, senior vice-president of Assurant Dealer Services and incoming president for Assurant Global Automotive, says: "As we announce Protecta is now Assurant, we complete the journey we started two years ago.

"In conjunction, we are excited to launch Assurant Vehicle Care®, bringing all of our automotive products and solutions under one brand."

This includes mechanical breakdown insurance, motor-vehicle insurance, classic-vehicle insurance, motorcycle insurance, guaranteed asset protection and payment protection insurance.

Protecta Insurance New Zealand was founded in 1986 and started trading the following year. It sells a range of vehicle-related insurance products through dealerships, finance companies and direct to consumers.

Now branded as Assurant, it will still issue insurance as an agent for Virginia Surety Company Inc (VSC) and its policies will continue to be underwritten by that company.

VSC, part of Assurant, is a global provider of risk solutions and has an A+ (superior) financial-strength rating from AM Best Company.

Protecta is also highly rated and received five stars in the Canstar Awards for outstanding value car insurance 2023.

Hemaka Perera, president for Asia-Pacific at Assurant, says: "New Zealand is a strategic market for Assurant, especially in the automotive space, and we are focused on expanding our automotive footprint in the country and across Asia-Pacific.

"We are offering an enhanced product suite to the New Zealand market under one brand, Assurant, while preserving the recognised legacy and expertise of Protecta.

"Assurant is an established brand with a strong financial position, which is important from a regulatory perspective. In fact, we have just received our Conduct of Financial Institutions' licence."

The rebrand will also introduce a new dealer portal for the company's New Zealand partners and an enhanced customer site for purchasing motor-vehicle insurance.

"We are thrilled to complete Protecta's rebrand to Assurant, and bring innovative products and services to the market," says Shannon Beech, Assurant New Zealand's head of sales, automotive.

"Assurant's global capabilities and technology, combined with Protecta's local talent and over 35 years' experience in the automotive sector, will position us to be able to offer you an even better experience."

Perera notes the acquisition of Protecta and subsequent rebrand provide the ability to introduce programmes from other countries where it operates into the New Zealand market, such as Assurant EV One™.

Launched last year, he says it was one of the first programmes covering environmentally friendly vehicles, allowing dealers and partners to address motorists' concerns around battery life and repair costs.

"Our global products and capabilities have seen us bring products like Assurant EV One to the market," continues Perera. "In the near future, we will also introduce commercial vehicles, now available in the US.

Jeff Strickland, senior vice-president of Assurant Dealer Services

Hemaka Perera, president for Asia-Pacific, Assurant

Shannon Beech, Assurant NZ's head of sales, automotive

ASSURANT®

"The New Zealand market will see more diversification in our product and service offerings. Globally, we will continue to invest in automotive technology, products and services that support consumers' connected lifestyles.

"As vehicles continue to evolve and we see the rise of new-energy vehicles, there is an even greater need for market-leading products and services that help our customers to thrive in the connected world."

Assurant, based in Atlanta, Georgia, is a Fortune 500 company that partners with brands to develop innovative solutions and deliver an enhanced customer experience through mobile device solutions, vehicle protection services, lender-placed insurance products and other products.

As for Assurant Global Automotive, it is a global solutions provider in the automobile and commercial equipment sectors. Its industry partners span manufacturers, large group and independent dealers, agents, third-party administrators, financial institutions, insurance providers and vehicle technology companies.

With more than 60 years of automotive industry experience, Assurant protects 55 million vehicles in 19 countries and provides dealer performance management and training, participation options and more.

Through VSC, its wholly owned subsidiary, it has been working with Protecta since 2018 as the underwriter for its policies.

Assurant first revealed plans to take over Protecta in October 2022 when a letter was sent to dealers explaining an agreement was in the advanced stages of being finalised. It announced the completion of the acquisition on December 1 of that year.

In pursuit of southern comfort

Frank Willett has decided it's time for a change of lifestyle after seven years at Autohub NZ's helm, and this month he will be swapping Auckland for a town surrounded by wineries.

The shift means leaving his role as managing director of the vehicle logistics company and becoming a non-executive director on its board.

Willett's plans to move out of New Zealand's biggest city have been on the cards for some time and he's now looking forward to celebrating Christmas in the South Island.

"My wife Shelley and I had decided some time ago that when I turned 60 we'd like to make a lifestyle change and a few years ago we decided we'd relocate to Blenheim," he told Autofile.

"We've had a plan in place and are now following through on that. It's a nice town in Marlborough's wine district and one of the top three places in New Zealand for sunshine hours. It ticked a lot of boxes."

The timing of the move comes as Autohub's parent company, Heiwa Auto Group, is putting in multiple levels of governance and oversight of its subsidiaries.

It means Autohub NZ now has a formal board of directors, with Willett and Masa Nakamura being joined by Jim Shi, the new chief executive, and Autobridge director Geoff Sinclair later this month.

Willett's new role will provide him with oversight of several operations, and the directors will be looking at the current situation with the New Zealand market and how the company is placed.

"Some of our subsidiaries could be doing better than they are. We're looking at strategy and planning to see how we can improve performance and build up their foundations so when the market recovers they are well-placed to take advantage of it.

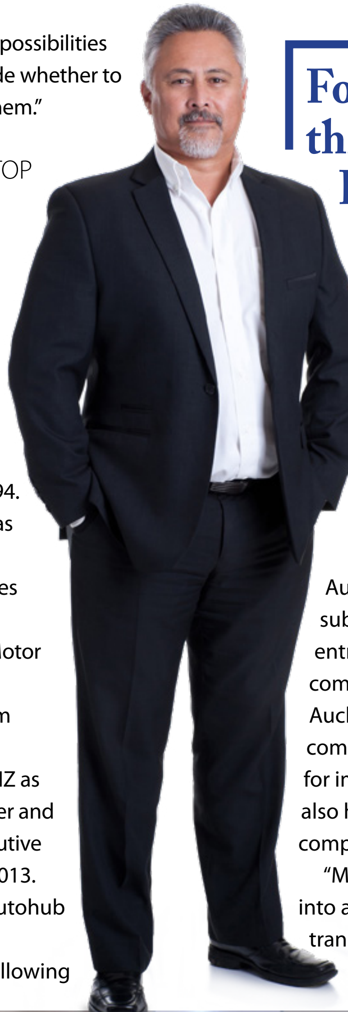
"I won't be directly responsible for handling staff and customers. But if we're looking to strategically expand, there will be work behind the scenes into possibilities before we decide whether to proceed with them."

GETTING TO TOP

Willett was an automotive technician in the Royal New Zealand Air Force for 11 years before joining VINZ as a vehicle inspector in 1994.

His career has included being technical services manager of the Independent Motor Vehicle Dealers' Association from 2004-08 before returning to VINZ as general manager and then chief executive from October 2013.

He joined Autohub as operations manager the following year and became chief executive three years later, and managing director in September 2022.



> **For the past three years I've had a plan of growing in-house talent**
> – Frank Willett, Autohub

Frank Willett, far left, at an IMVIA meeting in 2014

A highlight from his seven years of running Autohub has been taking the company from what was developed in the garage of founders John and Andrea Davies into something more structured.

"During that period, we have expanded our import-export channels and grown a couple of markets from being purely import to import-export. We've expanded globally, opening offices in the US and expanding in Australia."

Under his tenure, Autohub has acquired subsidiaries performing entry certification and compliance work in Auckland to provide a complete package service for importers. The group also has its own finance company.

"More recently we've got into a joint venture with a transport company. With volumes as they are the timing hasn't been fantastic, but we're doing some tidying up to ensure it is well-placed when the market recovers."

There have been several challenges for the logistics and automotive sectors over the years. One of the biggest came soon after Willett landed the top job at Autohub.

"When I took over as chief executive, I had about four weeks of business as usual before we fell into the brown marmorated stink bug problem. It was a steep learning curve. It dramatically changed the way shipping lines engaged with us and the requirements they subsequently imposed.

"It also brought about changes to the import health standard and what had to be done during the stink-bug season to reduce the risk of bringing in vehicles with infestations."

The Autohub team has also had to become knowledgeable about changes to legislation and dealing with Covid-19 meant "we went from being a business in an office to being set up at home in less than an hour".

Willett says the past year has been one of the toughest the industry has faced economically.

"The previous government came in hard and fast on the clean-car programme. The effect of that, coupled with economic changes the incoming government made, has resulted in quite a catastrophic impact on the market and our industry.

"The common commentary suggests the market will pick up from March or April. Interest rates are dropping and that's generated a bit more interest in vehicles."

Adding to the pressure is the rising cost of used cars in Japan, which Willett says can be partly attributed to other countries competing for those vehicles and less new stock being made in Japan.

With Willett shifting into a governance role, Shi has been promoted from business development manager to chief executive and Phil Ronaldson from operations manager to general manager.

"For the past three years I've had a plan of growing in-house talent. It's resulted in Autohub appointing two people from within the organisation into senior roles.

"Phil has a lot of strengths in operations and has demonstrated his capabilities over the past two years in that role. Jim was made chief executive on August 1. He's doing a fantastic job, ensuring nothing is overlooked and that everything functions as it should."

Standing out from crowd is key

Every month in this column, I share the knowledge gained from working closely with dealers across the country.

Offering strategies and making recommendations, I aim to inspire growth and improve performance to help dealerships thrive in an ever-evolving market.

As we approach the end of another year, I wanted to reflect on key themes we've explored in 2024.

We kicked off this year reviewing some marketing basics.

I emphasised the importance of regularly evaluating and optimising digital strategies to ensure dealers stay ahead of the game and connect with their audiences.

A focus should be on evaluating whether your website consistently drives strong monthly lead results. By delivering modern aesthetics, intuitive functionality and user-centric features, you will have a performance-driven site that engages and converts more customers.

Evaluating a marketing strategy should also include considering new methods. Throughout the year, I've recommended several modern advertising formats for their broad reach and proven performance.

Some traditional forms of advertising, for example, now have cost effective, targeted alternatives.

Digital audio advertising is the contemporary form of broadcast radio ads, serving campaigns to customers as they stream music and podcasts. Advertising on YouTube and catch-up TV has superseded television commercials. And digital out-of-home campaigns in shopping centres and bus shelters have taken the place of static billboards.

JAMES HENDRY
Director, sales and operations
AdTorque Edge NZ

All these digital formats are far more targeted than the scattergun approach of their traditional counterparts with the ability to select audiences likely to be receptive to your messaging. They also deliver detailed reporting, giving you visibility on return on investment.

As the year has progressed, market conditions have become increasingly challenging and I've aimed to support dealers in navigating this. Standing out from the crowd has been a key theme for several articles, exploring ways in which traders can successfully compete for their share of available prospects.

I have also recommended not relying exclusively on crowded advertising spaces, such as social media and Google paid campaigns, and instead diversifying strategies.

Examples include considering digital audio and video campaigns to engage new customers, dynamic live inventory ad campaigns to retarget website visitors, and pinpoint advertising to target prospects who have visited nearby dealerships.

Whatever is included in your advertising strategy, my advice is to constantly assess, review and adapt to ensure you have a multi-channelled approach that reaches the right audience, at the right time.

I've dedicated several columns this year to the importance of organic content, particularly in regard to Google Business Profile (GBP). I suggest dealers take advantage of this free online space. It can be a key driver of leads, particularly when paired with an organic content strategy and paid advertising.

Evidence shows that an optimised GBP with up-to-date content and reviews will be treated favourably in Google Search rankings, so should be considered a fundamental strategy element.

With the significant drop in leads this year for many dealers, it's also been a priority to explore lead management. Our articles have emphasised the importance of automating lead-capture processes by introducing integrations between source platforms and your lead-management system. This ensures every enquiry is accounted for and can be effectively followed up.

Lead nurturing is crucial. I suggest that, in the current climate particularly, dealers review their processes to ensure no opportunity is missed. Even customers in the early stages of their purchasing journey should be treated as likely buyers with methods in place to nurture them through to sale.

There's no question 2024 has been challenging. However, I hope that you have taken something from this column and been able to implement some of these strategies to drive performance.

As we head into the new year, I will continue sharing my insights with the overall aim of supporting the growth of New Zealand's automotive market.

Industry movers

BEN ANDERSON is Avanti Finance's new chief risk officer. He joins the company with extensive experience in banking having held frontline and risk roles at ANZ and ASB here and in the Pacific.

Anderson's expertise spans operational risk and compliance, financial risk and credit risk management across retail, small business and commercial sectors.

"Ben's broad experience and deep understanding of risk management will play a critical role as we continue to grow," says Fred Ohlsson, group chief executive officer.

Anderson, pictured, adds: "The company's customer-first approach and focus on sustainable growth align with my values. I look forward to working with the team to navigate opportunities ahead."

The company says the appointment underscores its commitment to governance and risk management while fostering "innovative growth" across all business segments.

Mike Rudge

Mary-Anne Macleod

MIKE RUDGE and **MARY-ANNE MACLEOD** have been appointed to the NZTA's board until October 31, 2027.

Rudge was chairman of ITS NZ from 2019-24 after becoming a board member in 2016.

He was responsible for developing and refining the organisation's strategy, and has 40 years' infrastructure and transport experience in this country, Asia and the Pacific.

Macleod's directorships have included AgResearch, Niwa, Fire and Emergency NZ, and the Environmental Protection Authority. She was chief executive of Bay of Plenty Regional Council from 2011-18.

Simeon Brown, Minister of Transport, says: "With backgrounds spanning governance, engineering and transport technology, I'm confident the board has the right mix of skills and experience to deliver our priorities."

The appointments follow Simon Bridges being made NZTA chairman in March. Three new members – Pat Dougherty, Rob Gilmore and Warwick Isaacs – joined the board in August when David Smol was reappointed.

ZOE ANDERSON starts with MTF Finance next month as its new chief credit officer. She has more than 13 years' experience at RAC Finance in Western Australia where she was senior manager of operations.

Originally from Taieri in Mosgiel, Anderson attended college there before earning a bachelor of commerce from the University of Otago.

Her background in credit management and team leadership is expected to play a "pivotal role" in MTF Finance's growth.

JAMES WAUGH has been re-elected as a director of the Colonial Motor Company. He has experience in brand and franchise management developed during an extensive career that started with Ford Motor Company in New Zealand, Australia and Taiwan.

Waugh's governance roles include directorships in agribusiness with Fonterra and kiwifruit company Seeka in addition to Colonial.

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

'Exciting time' to lead business into future

Steve Kenchington has been promoted to chief executive officer of the Giltrap Group and starts on February 1.

Describing the role as an extraordinary opportunity, it will see him in charge of the retail, distribution and rental divisions.

He says: "The automotive industry has experienced more change in the past five years than the previous 20.

Steve Kenchington

"It's an exciting and challenging time, but Giltrap has the best brands and best people. I cannot wait to lead our 1,000-strong team.

"I envision a future where the family-owned group continues to be a leader in the industry, adapting to the changing landscape and maintaining its commitment to being a great New Zealand company driven by the love of cars."

Group chairman Chris Quinn notes Kenchington has a proven ability to lead high-performance teams, and knows the business inside and out.

"The board is confident the company will continue to thrive under his leadership," he says. "His promotion is not just a new role. It reflects his capability to take the group to the next level."

Kenchington has clocked up 27 years in the industry, and has previously held executive positions in the automotive finance sector here and in the UK.

He joined the Giltrap in 2010 as general manager of Scandinavian Motor Distributors (Volvo and Renault).

Five years later, he shifted to the same post at Motorcorp Distributors (Jaguar Land Rover) before becoming its CEO in 2021. He was also managing director of Sime Darby Automobiles NZ from 2001-07.

The Glitrap Group was founded in 1966 by Sir Colin, who passed away in April. His sons Richard and Michael are executive directors.

Richard explains: "As group CEO, Steve will be able to concentrate on the day-to-day success of the business, which will allow Michael and I to focus on major investments, partnerships and future growth opportunities."

Michael says: "We can never underestimate the wealth of knowledge and experience our father was able to impart. With more than six decades in the industry between us, we want to take on a similar role."

Jump in production

A car company is planning to boost its production by 200,000 units, and is adding 200,000 employees to its vehicle manufacturing and components divisions.

Back in September, BYD said it had increased its workforce to more than 900,000.

To put that in perspective, the world's top two by volume, Toyota and Volkswagen, employ around one million people between them.

BYD has been expanding into Europe and across Asia. It is hot on the heels of Tesla for the title of world's biggest EV seller.

The expansion of BYD comes with some Japanese marques struggling.

Toyota's global sales tumbled by nearly 17 per cent between January and September compared to the same period in 2023, while its production in China fell by almost 18 per cent.

Nissan plans to axe 9,000 jobs and reduce its global production by 20 per cent to save NZ$4.3 billion in its current financial year.

Driverless car systems 'imperfect'

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

Autonomous vehicles (AVs) are often hailed as the next big advancement in transportation, promising safer, more efficient roads.

While fully driverless cars might seem distant, their development is accelerating overseas, particularly in Japan and the US where they are seen as a solution to transport issues or are heavily influenced by commercial interests.

For example, the Japanese government wants to deploy semi-autonomous services in more than 100 municipalities by 2027.

Additionally, Tier IV was scheduled to begin Japan's first commercial self-driving taxi service in November in Odaiba, Tokyo, with plans to expand to Shinjuku and Minato next year.

That said, the technology remains imperfect. In places where AVs have been rolled out, providers have relied on the likes of dedicated lanes, exemptions from certain road rules and relaxed safety requirements.

Understanding potential threats AVs pose is crucial to protecting our industry and the transport system's integrity.

Our car market relies on a competitive balance between original equipment manufacturers (OEMs) and independent importers to ensure choice and help keep prices accessible.

AV technology could disrupt this. As adoption grows, companies that control these vehicles could gain unprecedented market influence.

Tech giants with substantial investments and focus on transportation as a service (TaaS) are increasingly leading AV development.

This trend could threaten independent importers and OEMs, and the traditional model of private-vehicle ownership.

By using AV fleets available on demand, TaaS providers aim to attract consumers with affordable, convenient transport. Widespread adoption, however, could shift power from people to corporations, reducing the options and accessibility New Zealand's current system offers.

If TaaS providers gain dominance, governments might see less need to fund public or active transport.

Once funding is cut, restoring it is difficult. While this might seem like a distant concern, it's a pattern we've seen in other industries when initially affordable new technology gradually gives way to monopolistic tendencies.

Over time, the same investors who subsidised low prices initially will expect returns, leading to rising costs and declining service once alternatives disappear.

Proponents of AVs argue they will reduce accidents, ease congestion and make transport more efficient. However, these claims remain speculative without transparent data from AV providers.

The common assertion that AVs could reduce accidents by 90 per cent because human error is the cause of most crashes oversimplifies a complex issue. While people do make mistakes, they also actively avoid potential accidents – something that's difficult to quantify and to program into a machine.

Similarly, claims that AVs will reduce congestion are questionable. If AVs make transport more convenient, they could increase the number of vehicles on the road as people summon them for errands or have them travel empty between pick-ups.

AV operators might even see congestion as a form of "free parking", allowing their vehicles to idle in traffic rather than paying for dedicated parking spaces, thereby exacerbating congestion.

On the environmental front, AVs offering cheap, convenient travel would likely induce more frequent and longer trips, increasing energy consumption and emissions.

Moreover, AVs introduce the risk of a tiered transport system, which could amplify social inequities.

AV providers, driven by profit, could offer multiple service tiers, granting priority access to high-paying subscribers. Those able to afford a premium AV subscription could enjoy faster, more flexible access to vehicles. Others could face limited, slower services.

Such a system would stratify mobility access, creating a scenario where wealth determines the quality of service and priority of one's journey.

To safeguard New Zealand's car market and transport options as AV technology develops, we must proactively consider policies that balance innovation with consumer protection and fair access. To sum up:

- We should continue investing in public transit and active transport options, such as cycling and pedestrian infrastructure. This would reduce dependency on private AV providers and help prevent monopolies forming.
- Encouraging a market where multiple import channels remain viable will support competition and prevent excessive power concentration.
- AVs should be held to rigorous safety standards with transparent data reporting required so that we can properly assess whether AVs genuinely improve safety and efficiency.
- Policymakers should consider measures, such as congestion charges to discourage unnecessary trips, and regulations that help maintain fair and equitable access to roads.

AVs may offer significant potential to improve our transport system, but we must ensure their integration doesn't unfairly favour AV providers over other options. The policies suggested here should apply universally to all transport providers, not just AVs.

Personal vehicle ownership, by its nature, already aligns with many of these requirements because it operates without fleet-based incentives or special regulatory allowances.

Only by holding AVs to the same standards as everything else can we achieve a balanced, equitable transport system.

The month that was... December

December 7, 1998

Confusion over collapse of company

It was feared dealers might find themselves significantly out of pocket because of the collapse of warranty company First Safety Ltd, previously Nationwide Guarantee Corporation.

Liquidator Anthony McCullagh, who was appointed by First Safety owners Bill and Lillian Peart, described the company as "hopelessly insolvent".

He told Autofile it would take months to sort out the mess because of inadequate financial records going back several years. How much money the company owed was uncertain, but McCullagh said up to 20,000 warranties might still be currently valid.

Dealers who sold those policies might themselves be liable for the cost of repairs, but the Motor Vehicle Dealers' Institute (MVDI) said the issue was complex.

Traders who offered insurance as part of the sale of cars might be liable because the coverage formed part of the conditions of transactions.

However, when a warranty service was offered and paid for, the dealer was merely acting as an agent for the insurance company. In those circumstances, said the MVDI, it might well be liability against the trader.

December 2006

Documentary will not affect sales

A documentary on TV3 slated the use and abuse of four-wheel drives, but the industry was unfazed by the sentiments in the broadcast.

The programme – 4WDs: Danger on the Roads – drew heavily on recently published research by Australia's Monash University on the dangers of facing a 4WD in a collision and issues surrounding rear visibility.

Research outlined in the documentary stated 4WDs were 60-70 per cent more aggressive than passenger cars in a collision and the structure of 4WDs could have a negative effect on people driving them.

It added 4WDs wouldn't crumple and absorb crash impacts as effectively as passenger cars. Research showed that adding bull bars to that equation made for grave results.

Canterbury University's Tim Stevenson was called on to show his research on pedestrian in collisions. He said that in crashes at 50kph or less, a pedestrian was more likely to die if hit by a 4WD.

Independent Crash Investigators' Sandy Beckett, who had seen many car versus 4WD collisions and drove one, told the documentary makers: "I'm hedging my bets. I want to protect my family."

December 2005

Dealers' stock rising

Stocks of unsold vehicles had been rising during 2005 such that the imbalance between imports and what had been registered had reached 10,297 units.

John Nicholls, of the Imported Motor Vehicle Dealers' Association, explained that while the numbers looked high in comparison with past years, there were many variables and reasons for the big difference.

One issue was that stock ran down at the end of 2004, partly due to problems with shipping space. Arrivals then suddenly increased as more vessels became available.

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

Another major factor causing the build-up of stock was increasing demand for specific models. He added: "Customers don't want just a certain brand anymore.

"They want size to suit their lifestyle, space, wagon or car, petrol or diesel, two or four-wheel drive and so on. If a dealer doesn't have exactly what they want, customers will go elsewhere."

December 14, 2007

KCC merges with owner

New Zealand's largest used-vehicle shipping company, Kiwi Car Carriers, was to merge with its Norwegian owner Hoegh Autoliners from January 1, 2008.

The merger was designed to integrate the two companies' resources and streamline operations, which would lead to increased efficiencies and improved services.

Terry Riches, chief executive officer of Kiwi Car Carriers, said: "The timing is right for our organisations to come together and work more closely, sharing the best practices with our Japanese, New Zealand and Australian operations. There will be no changes to management or staff in New Zealand and Australia."

Kiwi Car Carriers, a market leader in the shipment of used vehicles from Japan to both sides of the Tasman, was acquired by Hoegh Autoliners in 2001. It had continued to successfully operate as a subsidiary under its own brand.

The official name of the company changed to Hoegh Autofliners (NZ) Ltd, which would represent the Kiwi Car Carriers and Hoegh Autoliners trademarks in New Zealand and Australian markets, while also calling into Brisbane.

Capitalising on future growth

Roll on 2025, that's what I say. After the past few years of battling never-ending flip-flops or the requirement to adhere to poorly written policy, dealers were then smashed head-on with the 2024 economic downturn.

This year started without the clean car discount, and this impacted on sales of battery electric vehicles and plug-in hybrids.

While light-commercial vehicles increased, the balance wasn't equal and added to this we have seen a 15-year high interest rate that came off the back of a 5.5 per cent official cash rate (OCR).

That 15-year high OCR squeezed every last disposable dollar from household pockets and that had a notable impact on the motor-vehicle sector as consumer buying power dramatically decreased or almost stopped completely in 2024.

The Reserve Bank of New Zealand (RBNZ) made a combined 0.75 per cent change to the OCR during 2024 for it to be at 4.75 per cent in October. The rate cuts were intended to stimulate economic activity off the back of slowing inflation.

When households start taking advantage of refinancing to lower mortgage rates, then we will see more money being spread around.

As we all know, elevated borrowing costs made the financing of new vehicles more expensive at a time when consumers were coming under pressure to keep up with the cost of living.

LARRY FALLOWFIELD
Sector manager – dealers, Motor Trade Association

The situation caused the banks to be very cautious about adding additional money to mortgages and finance companies scrutinised lenders' borrowing ability as neither wanted to see or deal with payment defaults.

Financial pressures on household income have also seen purchasers trying to exit out of their loan agreements or looking at ways to claim that vehicles have faults.

The cost of financing a new car will become more affordable for consumers

The MTA's mediation team has seen a dramatic increase from unrealistic members of the public grasping at straws for quick outs.

The latest reduction in interest rates has come a little late to make a major impact on the massive dip that the automotive industry has experienced in 2024.

At one stage it was looking like the combined light passenger and light commercial sectors would just limp past the low sales outcome of 2020.

If you have survived this far into 2024, well done, give yourself and your team a big pat on the back.

Now let's look into that crystal ball and see what 2025 could have in store for you.

Economists are predicting that interest rates will continue to decline during next year.

The RBNZ is expected to reduce the OCR from its current level to around 3.5 per cent by the second or third quarter of 2025. This anticipated decrease is part of a broader effort to stimulate economic growth.

Lower interest rates often lead to increased consumer confidence. When people feel more secure about their financial situation, they are more likely to apply for and be granted finance to make significant purchases, such as for an upgrade to their home, a new vehicle, furniture or overseas travel.

The cost of financing a new car will become more affordable for consumers. Lower monthly payments can make new vehicles more accessible to a broader range of buyers and give the market that long-awaited boost in sales.

As with other major events, the easing of monetary constraints will drive the demand from consumers.

But what are you doing now to capitalise on the growth changes that are coming? What are you going to do to ensure that new vehicle from you takes precedence over that new furniture or overseas travel?

You need to be planning now to leverage off the opportunities that are coming if you want to boost sales and profitability. Now is the time to roadmap your 2025.

With the potential increase in sales, driving customer satisfaction and loyalty is the name of the game.

Remember that your after-sales services and excellent customer service help to reinforce the purchase of those new vehicles.

We all know happy customers are more likely to return for future purchases or recommend your dealership to other people.

I know I'm preaching to the converted. It's just sometimes we are so entrenched in survival that we don't see the "journey for the potholes" and now is the time to focus on the drive into 2025.

I will sign off by wishing you, all your team and your families a safe and enjoyable festive season.

Plugging into future of utes

Ford say it's blazing a trail with its Ranger PHEV, which is due to arrive in New Zealand next year.

It offers the ute's "renowned" towing, payload and off-road performance with electric-only driving ability.

The blue oval is hoping the plug-in hybrid will strengthen its leadership of the pick-up market on both sides of the Tasman.

"The PHEV delivers the benefits of electrification together with the hard-working performance that has built the Ranger a loyal customer base," says Andrew Birkic, president and chief executive officer of Ford Australia and New Zealand.

"We have ensured our first plug-in pick-up would be a hugely capable tool for work and off-roading, as well as a smart vehicle with tech, connectivity and EV-only capability for family life."

The Ranger PHEV combines a 2.3-litre turbocharged four-cylinder EcoBoost petrol engine with a 75kW electric motor and 11.8kWh usable battery to boost off-road and towing capability.

It's all mated to a 10-speed automatic gearbox. The new modular hybrid transmission integrates the e-motor between the engine and transmission, allowing hybrid driving.

The traction battery is packaged between specially engineered frame rails. Using a standard household plug, it can be fully charged overnight.

The limited-edition Stormtrak PHEV

The Pro Power Onboard system can power tools, appliances or lights

The Stormtrak's cockpit

Owners can choose when and how to use battery power using four modes.

The best mode for performance and efficiency is "auto EV", while "EV now" provides all-electric drive. Then there's "EV later", which keeps a portion of charge in reserve, and "EV charge" prioritises recharging the battery while on the road.

The ability to provide electric-only driving for a targeted range of more than 45km enhances the Ranger's on-road appeal, says the marque.

Pro Power Onboard technology will support its "work hard, play hard" customers with the ability to power high-draw tools simultaneously on job sites or keep a fridge and lights running – and devices charged – while camping off-grid.

The system offers up to a maximum of 6.9kW with cabin socket output of 2.3kW and two outlets in the load bed with an individual outlet limit of 3.45kW.

The PHEV will be able to tow up to 3,500kg, and has the Ranger's latest advanced four-wheel-drive system, dual-range transfer case and rear differential lock.

In addition to the plug-in Wildtrak, Sport and XLT series, Ford is introducing a PHEV-exclusive Stormtrak launch edition.

Its high standard specification includes 18-inch alloys, fender vents, a honeycomb grille and decal kit. It also has matrix LED headlamps, a flexible rack system and Pro Trailer back-up assist.

Full New Zealand specifications, line-up and pricing will be announced closer to launch.

MILESTONE PROTOTYPE

A Ranger PHEV has become the 1,000th prototype produced at the marque's new model programmes (NMP) facility in Melbourne.

Formerly known as "plant two", it builds on Ford Australia's history of local assembly and car-making.

Its team works on projects requiring bespoke craftsmanship and agile manufacturing processes, such as prototypes and "mules" to support global launches.

The plug-in Ranger programme marks the first time NMP has made an electrified prototype. It required staff to undergo upskilling and EV certification to hand-build the engineering vehicles.

The mainstream ute with an internal combustion engine is also engineered and designed by Ford Australia. This expertise has played a key role in it delivering innovative vehicles, such as the PHEV.

The NMP was originally set up in the 1970s as a truck plant. It produced Broncos and the F-Series for emergency vehicles.

In the 1980s and in a first for an Australian manufacturing plant, it started using robots on the assembly line.

'Refined' luxury and technology

Cadillac has revealed pricing and specifications for its fully electric model-year 2025 Lyriq.

Orders can now be made online for the SUV with two models available on both sides of the Tasman – the Luxury and Sport. They cost from $117,000 and $119,000 respectively plus on-road costs.

Both offer "near instantaneous" torque and 388kW of power via an all-wheel-drive powertrain featuring a 102kWh battery capable of 530km between charges.

Showcase features include 21-inch alloys, a curved 33-inch diagonal advanced LED display, AKG Studio 19-speaker audio system and a full glass roof with power sunshade.

In both models, the motorist is "well-catered for" thanks to General Motors' Ultium battery.


The Cadillac Lyriq

This enables a near 50-50 vehicle-weight distribution and a lower centre of gravity for a sporty, responsive drive.

A five-link independent suspension with passive-plus premium dampers delivers ride and handling experience, while a fast charge can deliver up to 128km of range in 10 minutes.

The Lyriq's interior is clean and distilled with a focus on attention to detail with its design elements. These include Cadillac-specific knurling etched on all components, the use of back-lit laser etched patterns in decor design and detailing inside vents.

A standout feature is the AKG Studio system, which includes front-row headrest speakers. There are 126 colours available for interior lighting as part of a dual-zone customisation system.

An active noise-cancellation system monitors inputs and uses the sound system to mitigate road-induced noise.

It takes data from accelerometer sensors in each wheel, which allow it to calibrate noise cancellation to expected road impacts.

A 33-inch diagonal advanced LED display enhances Cadillac's user-experience system and integrates driver information, navigation and infotainment with the single large screen spanning the motorist's viewing area.

A nappa leather package is optional on each model. It consists of first and second-row leather seats, armrests, soft-wrapped upper instrument panel and door trim.

Innovative safety features include blind-zone steering assist, adaptive cruise control and forward-collision alert.

Other systems are HD surround vision, rear-pedestrian alert, enhanced automatic parking assist and intersection automatic emergency braking.

Electric market entrant

Leapmotor will become the latest Chinese manufacturer with electric cars in New Zealand as its C10 hits the market this month.

The marque is being launched here through a partnership with Auto Distributors NZ. The latter is part of Armstrong's Motor Group and already distributes other Stellantis brands, such as Opel and Peugeot.

The C10 is a five-seater SUV that promises a range of 420km on the WLTP cycle.

It is Leapmotor's first global product and is based on the LEAP 3.0 platform, said to be the result of eight years' in-house development.

It uses cell-to-chassis technology to aid rigidity, safety and space, and has over-the-air capabilities to keep software current.

The mid-size SUV boasts 581 litres of boot space, which expands to 1,410l when the second row is down.

"Manufacturing EVs in China has expanded significantly over the past 10 years," says Rick Armstrong, executive director of Armstrong's.

"The product being produced by Leapmotor is some of the best from across all brands, so we're excited to be part of this global strategy."

The brand started operating in 2015 and is distributed outside of China via Stellantis.

Leitch storms up the mountain

Brendon Leitch leads the field into turn two at Mount Panorama; inset, thumbs-up from Tim Miles, left, and Leitch

Brendon Leitch left Repco Supercars Championship regulars stunned by his speed first time out at Bathurst.

Driving the Dayle ITM Audi R8 LMS GT3, Leitch and Tim Miles were on the podium for race one.

Leitch, the 2024 Lamborghini Super Trofeo Europe champion, then scored pole position for race two. He had never raced at Mount Panorama before.

The two New Zealanders went into the final weekend of the Fanatec GT World Challenge Australia last month in fifth position on points.

They rose from seventh on the grid in race one to finish on the podium behind Melbourne Performance Centre team-mates Will Brown and Brad Schumacher and eventual champions Chaz Mostert and Liam Talbot, of Arise Racing.

From pole position for race two, Leitch led Supercars driver Jaxon Evans into the circuit's famous Hell Corner.

After a safety-car deployment, the Kiwi extended his lead over the Arise Racing Ferrari 296 to more than five seconds.

Leitch brought the number-seven car into the pit lane for his compulsory stop to hand over to Miles, who left the pit bay 0.07 seconds too soon and incurred a drive-through penalty for the infringement.

After serving the penalty, Leitch and Miles finished ninth in the race. They were on course to clinch third in the championship, but dropped to sixth in the standings.

"I'm really proud of my performance," says Leitch. "I had tempered my expectations given my relative inexperience to guys such as Chaz Mostert and Will Brown, who have cut thousands of laps here before me.

"To get pole position and be so fast in my stints was a real vote of confidence."

The 2025 Fanatec GT World Challenge Australia Powered by AWS season starts at Phillip Island, Victoria, from April 4-6.

Hartley wins enduro

Kiwi Brendon Hartley, Sebastien Buemi and Ryo Hirakawa have won the manufacturer's title in the 2024 FIA World Endurance Championship (WEC).

Competing in the Toyota Gazoo Racing GR010 Hybrid, they completed a thrilling fightback to retain the title when the season came to a dramatic conclusion in the Eight Hours of Bahrain.

Starting from one-two on the grid, the Toyotas took different race strategies.

Each vehicle led at different points, but the team entered the final stages of the race with only one car on the track and down in 10th place after suffering some setbacks.

A final-phase fightback by Buemi took the number-eight car to victory, securing the team's sixth successive manufacturers' world championship by just two points from Porsche.

An ecstatic Hartley says: "I'm so happy for everyone in the team and at Toyota. The race didn't go as smoothly at the beginning as it could have done. We tried the medium tyres, but it didn't work.

"At the end, Seb did an unbelievable stint. He was the star and it was an incredible drive."

Brendon Hartley leads from pole position and, above, celebrates with team-mates

Ben Hunt and Tony Rawstorn in action at Rally Whangarei

Epic battle decides title

Hayden Paddon has completed his year by winning the International Rally of Whangarei and the Asia-Pacific Rally Championship (APRC).

However, the two-time European champion and defender of the New Zealand Rally Championship (NZRC) narrowly missed adding the latter to his tally.

Paddon went into the weekend in Northland with Ben Hunt in his sights. If he could have led and then won the final round, he would have secured the series once more.

In the end, it came down to the championship's final day on November 10.

Paddon had a clean sweep of fastest times across all 10 of the first day's special stages to open a two-minute and 38-second lead over Hunt.

Hunt was in the box seat to clinch his third NZRC having entered the round 12 points ahead of Paddon. If he could stay in second after the Sunday's eight special stages, the title would be his.

While the lead pair had strong Saturday showings, the same couldn't be said for several other contenders.

Talented teenager Zeal Jones slid off on the day's second stage in his Skoda Fabia R5, while Robbie Stokes crashed his Ford Fiesta AP4 on stage three.

NZRC champions – Ben Hunt and co-driver Tony Rawstorn

Emma Gilmour took third at Rally Whangarei

Hayden Paddon was still all smiles despite narrowly missing this year's NZRC title

Jack Hawkeswood had to replace an axle on his Toyota GR Yaris and was a temporary withdrawal, while Mike Young's Yaris AP4 suffered electrical failure late in the day when in third.

Emma Gilmour, driving her Vantage NZ Citroen C3, came in third ahead of Dylan Thomson and Haydn Mackenzie in their AP4.

Paddon and navigator Jared Hudson continued in the same manner on the Sunday. In the end, they won every special stage with a final margin over Hunt of four minutes and 42 seconds.

Dry, dusty conditions kept the result in doubt during the second day when there was little grip available.

Paddon says: "Overall, the rally went well and to secure another Whangarei victory is a milestone because it's not always easy up here. The roads and conditions are always challenging, so I'm pleased.

"Sunday's dry conditions were tough on the tyres, but we focused on keeping it clean and maintaining or extending a good lead from Saturday. We were trying to enjoy it as much as we could."

Paddon describes victory in Whangarei as "awesome" while also winning a second FIA regional rally title made the weekend sweeter.

"To win two FIA titles in one year when there are only six FIA regional championships globally is probably more than we expected at the start of the season," he adds.

"We're now the first team to have ticked off this achievement so that's pretty special."

Missing the opening round of the NZRC put Paddon at a disadvantage right through the year.

Despite having won all special stages and every possible power stage point for the five NZRC events they contested, it gave Hunt the four-point margin he required to take out this year's title.

"We did everything we could to win the championship, but we can't be disappointed," reflects Paddon.

"We won every NZRC rally we entered and got every point we could, but being a round down was always going to be a challenge. Obviously, congratulations to Ben for winning the title.

"Huge credit to everyone in the team with the reliability in the car. The way everyone works together, I believe, is second to none. The team has done an amazing job and I'm pretty proud to be a part of it all."

This is the second time Paddon has won the APRC title. The first came in 2022 with co-driver John Kennard in the Hyundai i20 AP4 and they were then the first APRC champions to be crowned since 2019 due to disruptions caused by the coronavirus pandemic.

Mechanics find 22 types of faults with ute before then advising it was 'unsafe to drive'

The case: The buyer wanted to reject his 2018 Toyota Hilux after discovering it was faulty and unsafe. The parties had agreed on the rejection of the ute. Auto Access was going to take over the purchaser's payments to Oxford Finance, but the matter stalled so the consumer sought orders from the tribunal.

The decision: The trader was ordered to pay the owner $6,182.56. That was the total in payments he had made to the finance company and losses.

At: The Motor Vehicle Disputes Tribunal via video link.

Background

Sojhan Khan purchased a 2018 Toyota Hilux with an odometer reading of 117,500km from Auto Access NZ for $38,614 on February 21, 2024.

He claimed the ute had a long list of faults, which were discovered not long after it was supplied on March 2.

Khan wanted to reject it under the Consumer Guarantees Act (CGA) after borrowing the full purchase price from Oxford Finance

When buying it, he noticed an issue with the fuel-cover trim and that the glovebox was broken. A salesperson reassured him Auto Access would fix those issues.

During Khan's drive home, he realised the ute seemed to have an out-of-balance tyre and loose parts.

He had it assessed by Blenheim Toyota in March, which recorded some 22 different faults.

These included excessive surface rust underneath the vehicle, the left-rear wheel was damaged on the inside, one wheel nut and stud were missing, incorrect nuts were fitted and the rear driveshaft was damaged.

All under trays were missing including the one for the fuel tank, the replacement deck was missing the fuel-filter neck plastic surround, the paint job on the deck was extremely poor and the vehicle had been reregistered but the warrant of fitness (WOF) sticker had not been updated.

The handbrake was out of adjustment, the upper glove box was broken, various interior trim plastics, roof mouldings and brake-pedal rubber were missing, the rear-window de-icer had no wiring to it, the plastic front-guard trims were missing from under the bonnet, and the battery was the incorrect size and had no clamp.

The list went on. The pump for the anti-lock braking system pump wasn't bolted down, the air-box mount was broken, and the intercooler piping, brake-booster pipes and engine cover weren't secured.

The ambient temperature sensor wasn't working, the registration light had been painted over, one new tyre has been fitted and the right-front guard liner was damaged.

The report concluded the ute was "unsafe to drive and should not have a warrant of fitness". The diagnosis cost $193.20.

Khan provided a copy of the report to the trader and asked for a remedy, and it appeared to have accepted responsibility early on.

In an email dated March 26, it advised him: "You have my assurance that Auto Access NZ will put it right."

Various emails provided to the tribunal showed Khan following up with Auto Access on subsequent occasions, but there were delays because it appeared the dealer was trying to obtain recovery from the ute's previous owner.

On April 17, Khan sent a further email mentioning it had been weeks since hearing from the trader.

On July 2, the parties had a phone call during which Khan made it clear he was no longer interested in repair because he had been chasing the issue since March.

The parties then agreed on the rejection of the Hilux with Auto Access taking over its finance payments.

An email dated July 9 showed Khan had agreed to that option, but nothing further had happened.

Auto Access was represented at the hearing and apologised to Khan. It said it wasn't going to oppose the application, but had been let down by other parties.

The finding

CGA protections include goods having to be reasonably durable and free of major defects.

The adjudicator accepted the Hilux had the faults diagnosed and considered all the issues with it represented a failure of the guarantee of acceptable quality.

Under section 18 of the legislation, Khan was able to reject the vehicle if its defects amounted to a failure of a substantial character.

The tribunal had little difficulty in concluding that was the case. Considering that eight of the faults amounted to WOF failures meaning the ute was unsafe, the adjudicator ruled any reasonable purchaser, fully acquainted with the true nature and extent of the issues, wouldn't have purchased the Hilux.

Khan had the right to reject it because the problems were substantial and he was also entitled to a refund of all amounts paid in respect of the vehicle.

He had paid $5,989.36 in interest and principal payments to Oxford Finance with the most recent made on August 22.

The tribunal considered Auto Access should reimburse Khan with respect to those repayments.

There was no deduction from that sum because there was a right of rejection at the time of sale and Khan had scarcely used this ute.

He had also been put to significant inconvenience in dealing with this vehicle and awaiting an outcome.

If any further loan repayments were made by Khan after August 22, then those amounts would also need to have been reimbursed in full by Auto Access.

The buyer was entitled to have his ongoing rights and obligations under the loan assigned to Auto Access as stated in section 89 of the Motor Vehicle Sales Act.

Pursuant to section 18 of the CGA, Khan was also entitled to damages for any loss or damage resulting from the failure which was reasonably foreseeable as liable to result from the failures.

The tribunal ruled that Auto Access had to pay the diagnostic charges of $193.20.

Order

The trader had to pay the purchaser $6,182.56.

A 2018 Toyota Hilux

Opting out of legislation focuses on both parties being in trade, not business use

A 2016 Range Rover Evoque

The case: The buyer wanted to reject his 2016 Range Rover because it had several faults, and he had lost confidence in the car and the trader. The dealer responded by saying it had carried out all repairs as necessary even though both parties had contracted out of the Consumer Guarantees Act (CGA), so it had no case to answer.

The decision: The purchaser hadn't proven a breach of the guarantee of acceptable quality. His application was dismissed.

At: The Motor Vehicle Disputes Tribunal, Christchurch.

Background

Riyaz Ahamed Hameed purchased a 2016 Range Rover Evoque from Beacham European for $42,500 on September 15, 2022.

The used import from Singapore had travelled 75,175km at purchase and 99,422km when the application was filed.

Hameed complained it had problems from "day one". Some had been remedied, others had not.

He said the car was only in his possession for 12 months of his 18 months' ownership. The rest of time it was with the trader for repairs.

Hameed's claim to reject was based on him having lost all confidence in the Evoque and the dealer.

The trader said it had carried out all repairs as necessary even though both parties had contracted out of the CGA.

The dealer added that Hameed's company, Cellaphone Ltd, purchased the car for business purposes so the legislation didn't apply.

The case

Hameed accepted his company purchased the Evoque, but denied he had agreed to opt out of the CGA.

The circumstances in which parties are permitted to contract out of the act's guarantees are set out in section 43.

The general rule is that doing so is prohibited, but a limited exception is offered if two sub-sections' requirements are met.

Those sub-sections were substituted for the former section 43(2) when it was repealed in June 2014 to mirror equivalent provision in the Fair Trading Act.

It is now centred on whether the contracting parties are in trade, and if the vehicle is supplied and acquired in that way rather than the old focus of the consumer acquiring it for business purposes.

The agreement must be in writing and the tribunal needs to specifically consider whether the parties agreed to opt out.

The tribunal has to assess whether it's fair and reasonable that the parties are bound by the contracting-out provision.

In this case, the agreement was in writing. It included the term it was a condition of sale that the CGA wouldn't apply to any goods or services acquired for business purposes. To the extent permissible by law, the act's provisions didn't apply to this agreement.

The tribunal found this wording could be construed as a contracting-out provision provided the vehicle was acquired for company use.

The adjudicator then considered whether it was fair and reasonable that the parties were bound by their written agreement to opt out of the CGA.

Hameed paid a $10,000 deposit and the balance from motor-vehicle finance in the name of his business, which he personally guaranteed.

The tribunal considered the value of the car, and the fact he put down a cash deposit and guaranteed the finance was an important factor. Hameed had "skin in the game".

It wasn't clear that he had much, if any, opportunity to negotiate the terms of the vehicle offer and sale agreement because it was in a standard form and he appeared to have signed it electronically.

Hameed said there was no discussion about contracting out or that the relevant clause had been drawn to his attention.

It was open to the tribunal to consider additional relevant factors, consistent with the consumer protection purpose of the CGA, in determining whether it was fair and reasonable that the parties were bound by the exclusion clauses. It did not.

This finding was primarily made because it wasn't satisfied the clause was brought to Hameed's attention.

Given his own financial contribution and commitment to the purchase, it was doubtful he would have contracted out on the basis that he or his company had limited or reduced legal rights against the trader.

Hameed explained the car had multiple problems from the outset. These were a central-locking fault, the boot lock, a weak battery, faulty radiator, transmission fault, engine-mount crack and brake failure.

The trader had repaired those faults and Hameed said he made it clear, prior to the brake failure, that he would reject the vehicle if any further problems occurred.

He added the dealer agreed, but that was disputed and there was no written evidence to confirm any such agreement.

The trader produced invoices proving multiple repairs and the most recent was replacing the front-left brake hose.

The dealer didn't accept liability for this and the invoice was addressed to Hameed's company. The trader had also remedied the tailgate and hand brake.

The finding

The buyer of a six-year-old European car with more than 75,000km on its clock should have realistic expectations as to its quality and durability.

The purchaser also needs to understand it was likely to have pre-existing defects consistent with its age and mileage or could develop problems requiring ongoing maintenance.

In this case, the trader had repaired some issues with the vehicle soon after purchase. Others arose – the parking brake and tailgate – but these were eventually remedied by the dealer.

However, a reasonable purchaser should also understand a supplier's obligations under section six of the CGA are finite.

At some point, the risk of defects developing must transfer from the supplier to the purchaser.

The brake-hose failure occurred around 24,000km into Hameed's ownership and, therefore, was beyond the reach of the statutory guarantee.

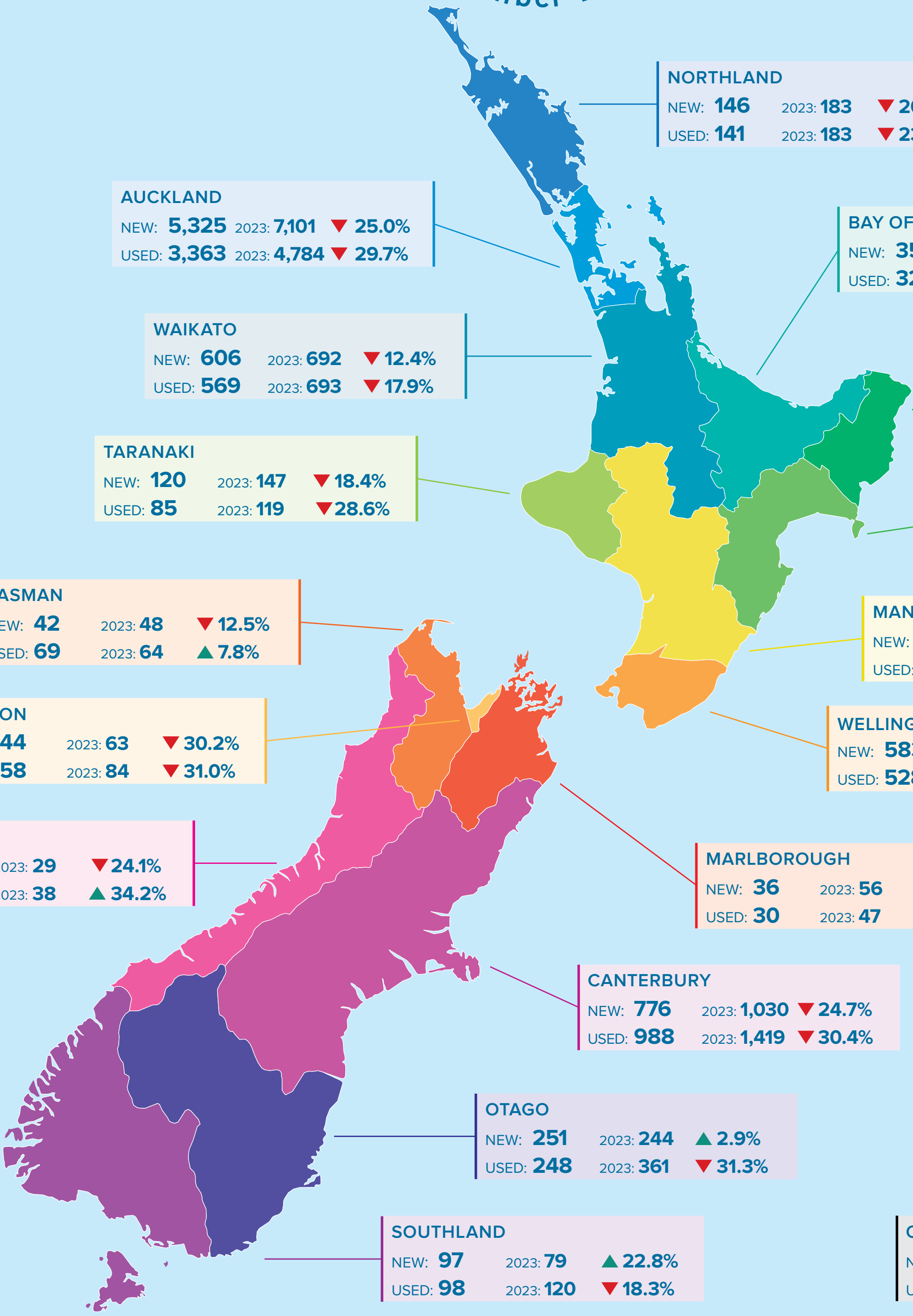
Order

The buyer's claim was dismissed because he hadn't proven there was a breach of the CGA's guarantee of acceptable quality.

Around the Country
November 2024

Total new cars		
8,964	2023: 11,470	▼ 21.8%

Total imported used cars		
6,920	2023: 9,630	▼ 28.1%



Region		This year	2023	Change
NORTHLAND	NEW:	146	183	▼ 20.2%
	USED:	141	183	▼ 23.0%
AUCKLAND	NEW:	5,325	7,101	▼ 25.0%
	USED:	3,363	4,784	▼ 29.7%
BAY OF PLENTY	NEW:	356	352	▲ 1.1%
	USED:	324	421	▼ 23.0%
WAIKATO	NEW:	606	692	▼ 12.4%
	USED:	569	693	▼ 17.9%
GISBORNE	NEW:	27	36	▼ 25.0%
	USED:	41	45	▼ 8.9%
TARANAKI	NEW:	120	147	▼ 18.4%
	USED:	85	119	▼ 28.6%
HAWKE'S BAY	NEW:	193	178	▲ 8.4%
	USED:	126	202	▼ 37.6%
TASMAN	NEW:	42	48	▼ 12.5%
	USED:	69	64	▲ 7.8%
MANAWATU-WHANGANUI	NEW:	330	281	▲ 17.4%
	USED:	185	266	▼ 30.5%
NELSON	NEW:	44	63	▼ 30.2%
	USED:	58	84	▼ 31.0%
WELLINGTON	NEW:	583	942	▼ 38.1%
	USED:	528	744	▼ 29.0%
WEST COAST	NEW:	22	29	▼ 24.1%
	USED:	51	38	▲ 34.2%
MARLBOROUGH	NEW:	36	56	▼ 35.7%
	USED:	30	47	▼ 36.2%
CANTERBURY	NEW:	776	1,030	▼ 24.7%
	USED:	988	1,419	▼ 30.4%
OTAGO	NEW:	251	244	▲ 2.9%
	USED:	248	361	▼ 31.3%
SOUTHLAND	NEW:	97	79	▲ 22.8%
	USED:	98	120	▼ 18.3%
OTHERS (Chatham Islands, overseas, unknown)	NEW:	10	9	▲ 11.1%
	USED:	16	40	▼ 60.0%

Imported Passenger Vehicle Sales by Make - November 2024

MAKE	NOV'24	NOV'23	+/-%	NOV'24 MKT SHARE	2024 YEAR TO DATE	2024 MKT SHARE
Toyota	2,422	4,756	-49.1	35.0%	33,435	36.9%
Nissan	973	1,459	-33.3	14.1%	12,429	13.7%
Mazda	815	924	-11.8	11.8%	12,234	13.5%
Subaru	752	404	86.1	10.9%	7,862	8.7%
Honda	627	641	-2.2	9.1%	7,690	8.5%
BMW	249	178	39.9	3.6%	2,735	3.0%
Suzuki	187	247	-24.3	2.7%	2,523	2.8%
Mitsubishi	164	285	-42.5	2.4%	2,228	2.5%
Audi	134	107	25.2	1.9%	1,654	1.8%
Mercedes-Benz	126	122	3.3	1.8%	1,701	1.9%
Volkswagen	106	192	-44.8	1.5%	1,781	2.0%
Lexus	101	157	-35.7	1.5%	1,762	1.9%
Land Rover	56	19	194.7	0.8%	445	0.5%
Ford	36	27	33.3	0.5%	329	0.4%
Jaguar	22	11	100.0	0.3%	204	0.2%
Jeep	22	7	214.3	0.3%	191	0.2%
Volvo	22	9	144.4	0.3%	150	0.2%
Chevrolet	17	9	88.9	0.2%	139	0.2%
Porsche	15	4	275.0	0.2%	142	0.2%
Mini	9	13	-30.8	0.1%	116	0.1%
Tesla	8	10	-20.0	0.1%	104	0.1%
Kia	6	5	20.0	0.1%	41	0.0%
Dodge	4	3	33.3	0.1%	85	0.1%
Chrysler	3	1	200.0	0.0%	83	0.1%
Chrysler Jeep	3	0	300.0	0.0%	13	0.0%
Holden	3	3	0.0	0.0%	50	0.1%
Hyundai	3	4	-25.0	0.0%	58	0.1%
Buick	2	0	200.0	0.0%	13	0.0%
Cadillac	2	0	200.0	0.0%	19	0.0%
Datsun	2	0	200.0	0.0%	5	0.0%
Lincoln	2	0	200.0	0.0%	9	0.0%
Peugeot	2	13	-84.6	0.0%	55	0.1%
Range Rover	2	0	200.0	0.0%	10	0.0%
Alfa Romeo	1	0	100.0	0.0%	27	0.0%
Bentley	1	2	-50.0	0.0%	24	0.0%
Others	21	18	16.7	0.3%	340	0.4%
Total	**6,920**	**9,630**	**-28.1**	**100.0%**	**90,686**	**100.0%**

Imported Passenger Vehicle Sales by Model - November 2024

MAKE	MODEL	NOV'24	NOV'23	+/-%	NOV'24 MKT SHARE	2024 YEAR TO DATE	2024 MKT SHARE
Toyota	Aqua	658	1,765	-62.7	9.5%	9,009	9.9%
Toyota	Prius	390	1,179	-66.9	5.6%	6,886	7.6%
Toyota	Corolla	309	410	-24.6	4.5%	3,474	3.8%
Subaru	Impreza	283	206	37.4	4.1%	2,948	3.3%
Honda	Fit	240	268	-10.4	3.5%	2,887	3.2%
Mazda	Axela	240	321	-25.2	3.5%	3,674	4.1%
Nissan	X-Trail	230	201	14.4	3.3%	2,956	3.3%
Nissan	Note	202	368	-45.1	2.9%	3,179	3.5%
Nissan	Serena	196	210	-6.7	2.8%	2,503	2.8%
Subaru	XV	183	104	76.0	2.6%	2,010	2.2%
Mazda	Demio	178	189	-5.8	2.6%	2,796	3.1%
Toyota	C-HR	168	247	-32.0	2.4%	2,667	2.9%
Toyota	Vellfire	155	43	260.5	2.2%	1,060	1.2%
Mazda	CX-5	144	165	-12.7	2.1%	2,170	2.4%
Suzuki	Swift	138	151	-8.6	2.0%	1,811	2.0%
Honda	Vezel	99	123	-19.5	1.4%	1,428	1.6%
Mitsubishi	Outlander	97	229	-57.6	1.4%	1,364	1.5%
Subaru	Legacy	86	27	218.5	1.2%	859	0.9%
Mazda	Atenza	76	52	46.2	1.1%	1,112	1.2%
Mazda	Premacy	76	105	-27.6	1.1%	1,066	1.2%
Toyota	Alphard	74	35	111.4	1.1%	629	0.7%
Subaru	Forester	71	20	255.0	1.0%	809	0.9%
Toyota	Vitz	71	194	-63.4	1.0%	1,238	1.4%
Nissan	Leaf	70	478	-85.4	1.0%	732	0.8%
Honda	Odyssey	68	29	134.5	1.0%	569	0.6%
Volkswagen	Golf	63	126	-50.0	0.9%	1,171	1.3%
BMW	320i	60	35	71.4	0.9%	544	0.6%
Toyota	Estima	60	39	53.8	0.9%	448	0.5%
Toyota	Camry	52	99	-47.5	0.8%	983	1.1%
Subaru	Outback	51	14	264.3	0.7%	475	0.5%
Toyota	Spade	49	73	-32.9	0.7%	810	0.9%
Honda	Accord	43	18	138.9	0.6%	386	0.4%
Toyota	RAV4	43	57	-24.6	0.6%	503	0.6%
BMW	Mini	38	33	15.2	0.5%	407	0.4%
Honda	CR-V	38	17	123.5	0.5%	383	0.4%
Others		1,921	2,000	-4.0	27.8%	24,740	27.3%
Total		**6,920**	**9,630**	**-28.1**	**100.0%**	**90,686**	**100.0%**

Company says ‘more to come’

Turners Automotive Group says it is “outperforming” as many consumer and retail businesses struggle in the current economic climate.

“For the most recent three-year period, we have delivered almost $97 million in after-tax profits, an increase of 37 per cent,” says Grant Baker, company chairman.

“We’ve also paid 71.5 cents in dividends for every share, which is 40 per cent up on the prior three-year period.

“Our compound annualised growth rate over the past seven years sits at 11 per cent, which is impressive. The yield on our shares continues to be one of the best on the NZX.

“Our track record speaks for itself. There’s more to come for Turners and we are focused on future growth.”

After meeting its financial target for 2023/24 one year early and staying on track for $50m in 2024/25, the company has updated its aim for $65m net profit before tax by financial year 2028.

Baker adds its success is “underpinned” by new branches. “Headwinds in finance will become tailwinds”, and loan-book growth will start in a “more material fashion”.

Expansion of Turners’ insurance division will come from direct and digital distribution, while credit management will deliver growth as low pandemic-level arrears return to a more long-term run rate level.

“We know the brand, systems, technology and people in Turners are a powerful combination, and we’ve been giving thought to adjacent opportunities to used cars for further growth.”

The company recently bought 50 per cent of My Auto Shop, a platform with more than 300 Motor Trade Association-approved repairers and mobile mechanics.

“Vehicle servicing and repairs is a $3 billion business in New Zealand, and has been a gap in Turners’ offering,” says Baker.

“We buy and sell vehicles, we can insure and finance those vehicles too. Now we service and repair, the potential lifetime value of customers to us has increased substantially. The repairs business is highly fragmented and this is an opportunity to help develop a provider of scale.

“It fits in well with our mission to consolidate across the auto business.”

Turners has also invested $1m in Quashed, an “innovative online insurance platform”.

Baker explains: “Insurance is something everyone needs and is complementary to our core business of selling used cars. We want Kiwis to be protected. Quashed enables this through the comparison of a multitude of policies, pricing and features.

“The fairness, ease and simplicity it brings to insurance is aligned with how we think about our own customer proposition.

“We have a commercial agreement established between Quashed and Turners for referrals.”

CAR LOANS DECREASE

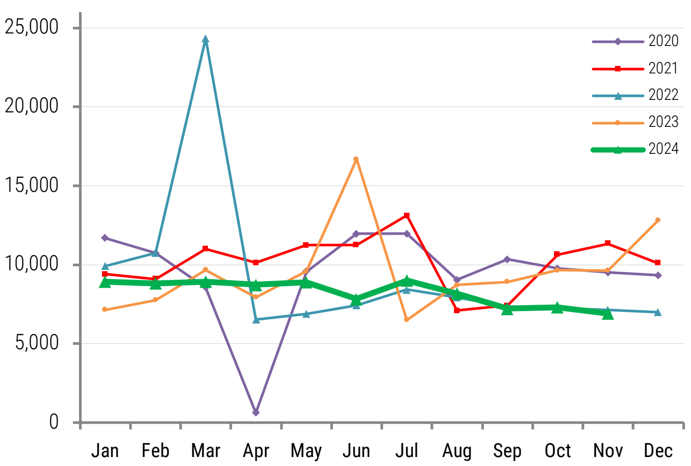
Figures from Centrix show vehicle finance falling by 16.1 per cent in October from 2023.

Overall consumer credit demand has decreased by two per cent compared to last year, although Centrix’s October credit indicator report notes the rate of decline is slowing.

Toyota hat-trick

Registrations of used-imported cars came in at 6,920 in November for a drop of 28.1 per cent compared to 9,630 during the same month of last year. The top three models were Toyotas – the Aqua with 658, Prius on 390 and Corolla with 309. Next was Subaru’s Impreza with 283, and the Honda Fit and Mazda Axela on 240 each. Toyota clocked up 2,422 sales last month. It was followed by Nissan on 973.

Used Imported Passenger Registrations - 2020–2024



Used Imported Passenger Vehicle Sales by Motive Power - November 2024

MAKE	NOV'24	NOV'23	+/-%	NOV'24 MKT SHARE	2024 YEAR TO DATE	2024 MKT SHARE
Full battery electric	83	513	-83.8%	1.2%	945	1.0%
Plug-in hybrid electric	71	304	-76.6%	1.0%	1,033	1.1%
Non plug-in petrol hybrid	2,831	5,447	-48.0%	40.9%	40,277	44.4%
Petrol	3,823	3,289	16.2%	55.2%	47,188	52.0%
Diesel	112	77	45.5%	1.6%	1,242	1.4%
Others (includes non plug-in diesel hybrid, fuel cell)	0	0	0.0%	0.0%	1	0.0%
Total	**6,920**	**9,630**	**-28.1%**		**90,686**	

Helping to 'decarbonise' fleet

The Imported Motor Vehicle Industry Association (VIA) says its members are helping New Zealand tackle its climate goals with data showing a decrease in transport emissions created by households.

However, it notes figures published by Stats NZ on greenhouse gas emissions reveal a complex picture for the sector "with important implications for our industry".

The statistics show total emissions rose by 1.1 per cent in the June quarter versus the first three months of 2024.

As for household transport emissions, those fell by two per cent over the same period and by 4.6 per cent from the June 2023 quarter.

Greig Epps, VIA's chief executive, says: "This reduction is likely linked to several factors, including the ongoing trend of working from home, which has reduced the need for daily commutes.

"However, we believe another critical driver is the increasing uptake of low-emissions vehicles, particularly hybrid and electric cars, that our industry has helped make more accessible to everyday Kiwis."

About half of all used imports over the past year been hybrids, contributing significantly to the fleet's decarbonisation.

"Our sector's role in providing affordable, low-emissions vehicles is clear," he adds. "We've seen the benefits not only in reduced emissions, but also in providing families with more sustainable transport options."

On the commercial side, emissions from transport, postal and warehousing recorded a year-on-year rise of 2.8 per cent for the June quarter. Epps says this may be largely due to the surge in online shopping and home-delivery services.

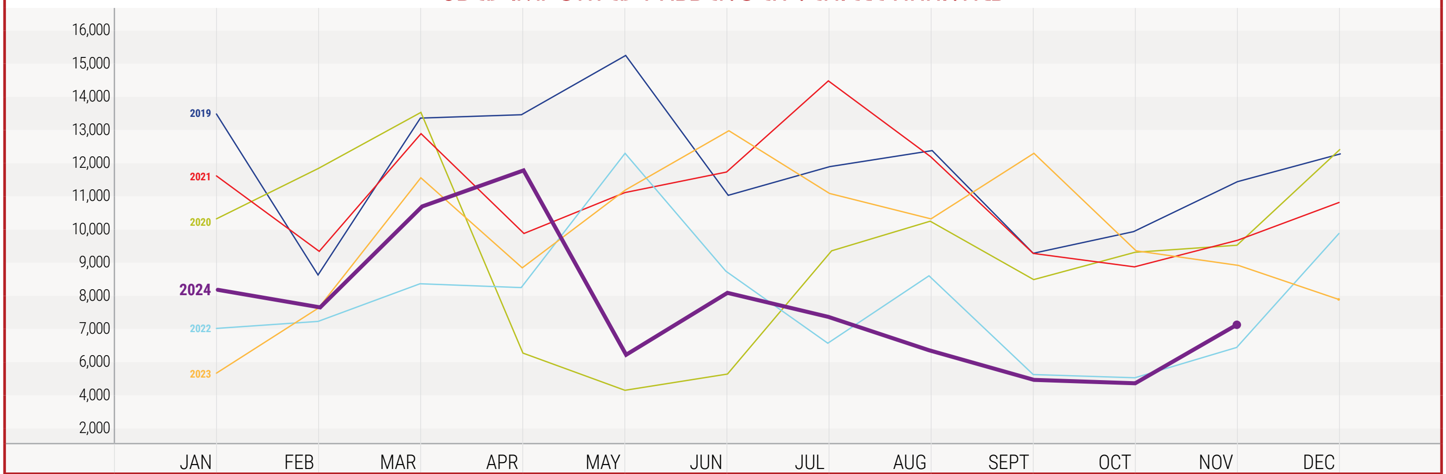
"While the rise in this sector's emissions is concerning, the overall reduction in household transport emissions is a positive trend. It shows our collective efforts are having an impact.

"At VIA, we support the ongoing efforts of the heavy-transport industry to reduce emissions. Innovation and collaboration will be key to achieving the reductions needed in commercial and logistics transport."

BIG IMPORTS MONTH

There were 7,062 used cars imported during November. That was 2024's biggest month since 7,176 in July and took the year-to-date total to 81,618.

USED IMPORTED PASSENGER VEHICLE ARRIVALS



Used Imported Passenger Vehicles By Country Of Export

COUNTRY OF EXPORT	JAN '24	FEB '24	MAR '24	APR '24	MAY '24	JUN '24	JUL '24	AUG '24	SEP '24	OCT '24	NOV '24	NOV MKT SHARE	2024 TOTAL	2023 TOTAL	MRKT SHARE	2022 TOTAL	MRKT SHARE
	2024													2023		2022	
Australia	72	106	101	157	121	79	108	83	115	109	153	2.2%	**1,204**	1,263	1.1%	2,353	2.6%
Great Britain	19	23	14	14	21	14	13	15	27	32	47	0.7%	**239**	272	0.2%	512	0.6%
Japan	7,984	7,255	10,190	11,332	5,827	7,750	6,988	6,003	4,895	4,541	6,816	96.5%	**79,581**	113,462	98.0%	87,740	95.6%
Singapore	18	43	28	19	31	12	36	12	8	14	22	0.3%	**243**	250	0.2%	423	0.5%
USA	12	21	11	17	26	15	18	36	21	16	17	0.2%	**210**	265	0.2%	487	0.5%
Other countries	12	9	9	12	44	5	13	7	5	18	7	0.1%	**141**	241	0.2%	250	0.3%
Total	**8,117**	**7,457**	**10,353**	**11,551**	**6,070**	**7,875**	**7,176**	**6,156**	**5,071**	**4,730**	**7,062**	**100.0%**	**81,618**	**115,753**	**100.0%**	**91,765**	**100.0%**

Dealership goes into liquidation

Poor economic and trading conditions led to reduced sales turnover, report liquidators appointed for Auckland company Raynmac Ltd, trading as Cars R Us.

Another reason for its liquidation was the repossession of inventory by a creditor. According to a notice in the NZ Gazette, that party had a security agreement and took possession of collateral.

The business is now in the hands of Damien Grant and Adam Botterill, of Waterstone Insolvency, after going into liquidation at the end of October with four financing statements registered against the dealership in Cunard Street, New Lynn.

They state: "The liquidators are aware there may be other creditor claims against the company. It's unknown whether there will be sufficient realisable assets to enable a distribution to any class of creditors."

Records held by Companies Office show Darren Beehre as Raynmac's sole director and shareholder.

Other dealerships have gone to the wall this year. They include Auckland Vehicles Ltd entering liquidation in September owing more than $1 million to around 120 parties. The liquidators' first report shows debts include upwards of $720,000 to Inland Revenue with $378,647 owed to unsecured trade creditors.

The failure of the company, which was a distributor for Hyundai, Isuzu, KGM, LDV and Renault, was due to it not meeting its liabilities and obligations and as a result of the receivership.

Its 122 creditors included ACC, ASB Bank, Hyundai Motors NZ, Inchcape Automotive Retail, Isuzu Utes NZ and some dealerships.

Long-standing Napier vehicle and boat dealership EuroCity went into voluntary liquidation in April owing about $1.2m to 148 creditors.

The business offered new and used Audi, Volkswagen, Skoda and MG cars. It had been operating since 2005 and was named Audi NZ's dealer of the year in 2010.

BOOST IN BUSINESS

Traders sold 16,298 second-hand cars to members of the public last month. That was up by six per cent from 15,373 when compared to November 2023.

Trade-ins totalled 12,863 for a 1.2 per cent rise from 12,710. There were 40,546 private transactions, up by 1.9 per cent.

SECONDHAND CAR SALES - November 2024

	DEALER TO PUBLIC				PUBLIC TO PUBLIC			PUBLIC TO DEALER		
REGION	NOV '24	NOV '23	+/- %	MARKET SHARE	NOV '24	NOV '23	+/- %	NOV '24	NOV '23	+/- %
Northland	544	490	11.0%	3.3%	1,862	1,863	-0.1%	197	203	-3.0%
Auckland	5,636	5,249	7.4%	34.6%	13,978	13,717	1.9%	5,703	5,549	2.8%
Waikato	1,619	1,598	1.3%	9.9%	3,959	3,799	4.2%	1,051	1,077	-2.4%
Bay of Plenty	1,118	1,002	11.6%	6.9%	2,817	2,791	0.9%	667	587	13.6%
Gisborne	149	129	15.5%	0.9%	422	374	12.8%	48	60	-20.0%
Hawke's Bay	653	597	9.4%	4.0%	1,392	1,406	-1.0%	429	331	29.6%
Taranaki	364	341	6.7%	2.2%	1,044	1,014	3.0%	170	195	-12.8%
Manawatu-Whanganui	795	787	1.0%	4.9%	2,058	2,005	2.6%	649	681	-4.7%
Wellington	1,553	1,419	9.4%	9.5%	2,994	3,026	-1.1%	1,042	1,182	-11.8%
Tasman	133	122	9.0%	0.8%	449	433	3.7%	17	20	-15.0%
Nelson	123	121	1.7%	0.8%	394	407	-3.2%	187	117	59.8%
Marlborough	142	133	6.8%	0.9%	330	364	-9.3%	57	70	-18.6%
West Coast	122	129	-5.4%	0.7%	286	296	-3.4%	38	48	-20.8%
Canterbury	2,208	2,171	1.7%	13.5%	5,360	5,211	2.9%	1,996	1,928	3.5%
Otago	794	708	12.1%	4.9%	2,075	1,984	4.6%	466	500	-6.8%
Southland	294	313	-6.1%	1.8%	1,001	962	4.1%	146	162	-9.9%
Other	51	64	-20.3%	0.3%	125	137	-8.8%	0	0	0.0%
NZ Total	**16,298**	**15,373**	**6.0%**	**100.0%**	**40,546**	**39,789**	**1.9%**	**12,863**	**12,710**	**1.2%**

New Passenger Vehicle Sales by Make - November 2024

MAKE	NOV'24	NOV'23	+/-%	NOV'24 MKT SHARE	2024 YEAR TO DATE	2024 MKT SHARE
Toyota	3,406	3,013	13.0	38.0%	18,849	23.5%
Mitsubishi	757	1,067	-29.1	8.4%	8,921	11.1%
Ford	711	758	-6.2	7.9%	4,364	5.4%
Suzuki	457	589	-22.4	5.1%	4,896	6.1%
Mazda	426	350	21.7	4.8%	3,556	4.4%
Kia	338	468	-27.8	3.8%	8,092	10.1%
Hyundai	334	660	-49.4	3.7%	3,461	4.3%
Honda	292	203	43.8	3.3%	2,772	3.5%
MG	291	896	-67.5	3.2%	2,810	3.5%
Volkswagen	234	225	4.0	2.6%	2,056	2.6%
GWM	169	260	-35.0	1.9%	2,396	3.0%
Subaru	147	102	44.1	1.6%	1,714	2.1%
Skoda	143	214	-33.2	1.6%	1,150	1.4%
Nissan	130	376	-65.4	1.5%	2,338	2.9%
Lexus	125	128	-2.3	1.4%	1,189	1.5%
Mercedes-Benz	118	111	6.3	1.3%	1,243	1.6%
Land Rover	90	74	21.6	1.0%	1,001	1.2%
Audi	84	144	-41.7	0.9%	1,030	1.3%
BYD	78	432	-81.9	0.9%	796	1.0%
BMW	77	148	-48.0	0.9%	1,327	1.7%
Mini	75	140	-46.4	0.8%	790	1.0%
Polestar	68	78	-12.8	0.8%	212	0.3%
KGM	57	0	5,700.0	0.6%	175	0.2%
Omoda	56	0	5,600.0	0.6%	405	0.5%
Jaecoo	54	0	5,400.0	0.6%	211	0.3%
Porsche	39	37	5.4	0.4%	473	0.6%
Peugeot	30	87	-65.5	0.3%	429	0.5%
Cupra	28	37	-24.3	0.3%	332	0.4%
Tesla	21	566	-96.3	0.2%	1,037	1.3%
Jeep	18	94	-80.9	0.2%	187	0.2%
Mahindra	18	14	28.6	0.2%	269	0.3%
Isuzu	16	2	700.0	0.2%	203	0.3%
Volvo	16	36	-55.6	0.2%	371	0.5%
Jaguar	11	15	-26.7	0.1%	196	0.2%
Opel	9	35	-74.3	0.1%	75	0.1%
Citroen	7	10	-30.0	0.1%	54	0.1%
Fiat	6	13	-53.8	0.1%	79	0.1%
Can-Am	5	4	25.0	0.1%	28	0.0%
Alfa Romeo	4	2	100.0	0.0%	66	0.1%
Leapmotor	4	0	400.0	0.0%	4	0.0%
Bentley	3	2	50.0	0.0%	26	0.0%
Chevrolet	3	2	50.0	0.0%	32	0.0%
SsangYong	2	46	-95.7	0.0%	186	0.2%
Chrysler	1	0	100.0	0.0%	2	0.0%
Others	6	32	-81.3	0.1%	388	0.5%
Total	**8,964**	**11,470**	**-21.8**	**100.0%**	**80,191**	**100.0%**

New Passenger Vehicle Sales by Model - November 2024

MAKE	MODEL	NOV'24	NOV'23	+/-%	NOV'24 MKT SHARE	2024 YEAR TO DATE	2024 MKT SHARE
Toyota	RAV4	1,877	1,415	32.7	20.9%	9,535	11.9%
Toyota	Corolla	419	485	-13.6	4.7%	1,722	2.1%
Ford	Everest	383	250	53.2	4.3%	2,160	2.7%
Toyota	Yaris Cross	335	264	26.9	3.7%	1,755	2.2%
Mitsubishi	ASX	333	113	194.7	3.7%	3,525	4.4%
Suzuki	Swift	223	349	-36.1	2.5%	2,549	3.2%
Toyota	Highlander	221	53	317.0	2.5%	1,404	1.8%
Mitsubishi	Eclipse Cross	219	377	-41.9	2.4%	1,791	2.2%
Toyota	Land Cruiser Prado	201	53	279.2	2.2%	599	0.7%
Mazda	CX-5	174	134	29.9	1.9%	1,588	2.0%
Mitsubishi	Outlander	159	557	-71.5	1.8%	3,113	3.9%
Suzuki	Jimny	148	36	311.1	1.7%	1,080	1.3%
MG	ZS	135	166	-18.7	1.5%	1,409	1.8%
Toyota	Yaris	128	139	-7.9	1.4%	902	1.1%
Toyota	Corolla Cross	118	370	-68.1	1.3%	1,295	1.6%
Honda	HR-V	112	0	11,200.0	1.2%	459	0.6%
Mazda	CX-30	101	95	6.3	1.1%	445	0.6%
Ford	Transit	100	0	10,000.0	1.1%	182	0.2%
Hyundai	Kona	87	189	-54.0	1.0%	1,120	1.4%
Ford	Mustang Mach-E	86	40	115.0	1.0%	442	0.6%
GWM	Haval H6	86	83	3.6	1.0%	974	1.2%
Kia	Stonic	85	107	-20.6	0.9%	1,542	1.9%
MG	MG3	85	17	400.0	0.9%	839	1.0%
Hyundai	Tucson	79	78	1.3	0.9%	985	1.2%
Honda	Jazz	75	152	-50.7	0.8%	771	1.0%
Ford	Mustang	69	3	2,200.0	0.8%	170	0.2%
Skoda	Kodiaq	67	14	378.6	0.7%	253	0.3%
Subaru	Outback	67	41	63.4	0.7%	690	0.9%
Polestar	Polestar 2	62	78	-20.5	0.7%	174	0.2%
Honda	CR-V	59	28	110.7	0.7%	623	0.8%
Kia	Seltos	58	48	20.8	0.6%	2,972	3.7%
Volkswagen	Tiguan	58	13	346.2	0.6%	694	0.9%
Hyundai	Santa Fe	56	40	40.0	0.6%	641	0.8%
GWM	Haval Jolion	55	70	-21.4	0.6%	928	1.2%
Jaecoo	J7	54	0	5,400.0	0.6%	211	0.3%
Toyota	Land Cruiser	54	30	80.0	0.6%	476	0.6%
Volkswagen	ID.5	54	17	217.6	0.6%	193	0.2%
Nissan	X-Trail	53	60	-11.7	0.6%	1,031	1.3%
Omoda	C5	50	0	5,000.0	0.6%	365	0.5%
Volkswagen	ID.4	48	94	-48.9	0.5%	267	0.3%
Mitsubishi	Pajero Sport	46	6	666.7	0.5%	396	0.5%
Honda	ZR-V	45	21	114.3	0.5%	792	1.0%
BYD	Atto 3	44	337	-86.9	0.5%	351	0.4%
Kia	Sportage	44	25	76.0	0.5%	1,607	2.0%
MG	HS	44	245	-82.0	0.5%	287	0.4%
Others		1,908	4,778	-60.1	21.3%	24,884	31.0%
Total		**8,964**	**11,470**	**-21.8**	**100.0%**	**80,191**	**100.0%**

Brand's base at iconic location

Cadillac's first "experience centre" in this country is expected to open on Auckland's Karangahape Road in the second quarter of 2025.

Customer orders for New Zealand will start in January, initially through the marque's online configurator.

Test-drive vehicles will then be available from early next year at pop-up locations.

Described as a "bold and vibrant space", the centre will "feel at home among the funky boutiques, bars and restaurants along one of Auckland's most lively and energetic streets".

The two-storey, colonial-style building features an exposed brick facade and large glazed windows.

"The brand is bold, luxurious and future facing, so this incredible location is a perfect launching pad for Cadillac," says Jess Bala, managing director of GM Australia and New Zealand.

"From the outset, we've said we want to bring Cadillac to the people and not the other way around, so a location just moments from Auckland's CBD makes experiencing vehicles such as the Lyriq easy."

The facility in Karangahape Road is being constructed in partnership with design and architecture practice Gensler, which was also responsible for designing Cadillac's first European showroom in Zurich, Switzerland.

What Cadillac's experience centre in Auckland will look like

In addition, the company has led the transformation of the brand's space at Rosebery Engine Yards in New South Wales.

The interior of the Auckland centre will have textured greys, classic imagery and sharp lines, while bold lighting will set the modern-feeling scene.

Cadillac will continue to "reshape the showroom experience" through a specialised delivery area with guest lounge, a "runway" with a feature car, design and personalisation centre, and on-site service centre.

It will also be home to GM New Zealand, with the office to be relocated from Mangere East to the Karangahape Road site.

SUPPORT FOR SPORT

Lexus NZ is returning to the ASB Classic in Auckland this summer as the tennis tournament's official vehicle and sponsor.

Vice-president Andrew Davis says the event will have a bolder presence of the marque than in 2024 and will include a series of "activations" for fans to enjoy

The new LBX Morizo RR will also feature.

"This year's tournament was fantastic, so we are excited to bring even more Lexus to this summer's event," says Davis.

"The organisers of the ASB Classic are driving all-electric RZ 450e SUVs, which are helping to reduce the tournament's carbon footprint, and we'll provide a fleet of Lexus electrified vehicles for officials, players and other guests.

"We will also take the opportunity to showcase the LBX Morizo RR, a compact model that will bring a real thrill to performance enthusiasts."

Rising Kiwi star Lulu Sun has reached a career-high ranking of 39 and was the first feature player named for the 2025 ASB Classic.

Alejandro Tabilo, who this year reached his career-high ranking of 19th, is returning to defend his title.

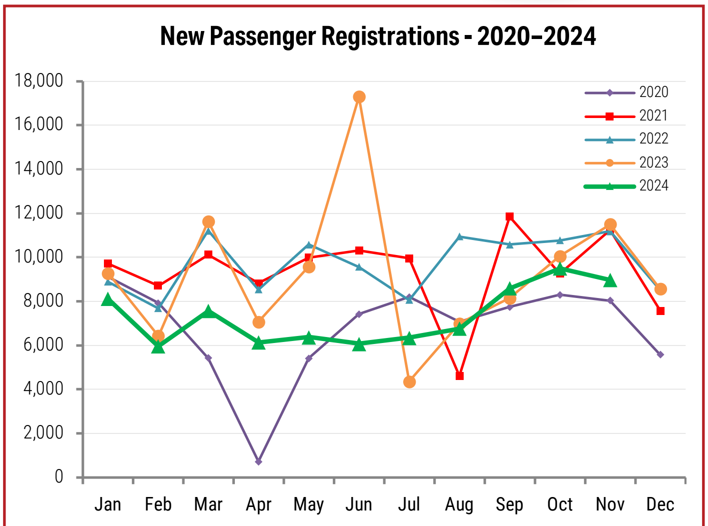
The WTA women's tournament at ASB Tennis Arena runs from December 30 to January 5, with the ATP men's event on from January 6-11.

Trade down

Registrations of new cars totalled 8,964 last month – down by 21.8 per cent compared to 11,470 in November 2023.

The best-selling model was Toyota's RAV4 with 1,877 followed by the Corolla on 419. The Ford Everest came third with 383. The Toyota Yaris Cross on 335 and Mitsubishi's ASX with 333 completed the top five.

Toyota was top marque with a market share of 38 per cent thanks to 3,406 units.



New Passenger Vehicle Sales by Motive Power - November 2024

MAKE	NOV'24	NOV'23	+/-%	NOV'24 MKT SHARE	2024 YEAR TO DATE	2024 MKT SHARE
Full battery electric	687	2,582	-73.4%	7.7%	5,518	6.9%
Plug-in hybrid electric	327	1,160	-71.8%	3.6%	2,729	3.4%
Non plug-in petrol hybrid	4,370	3,465	26.1%	48.8%	29,440	36.7%
Petrol	2,762	3,570	-22.6%	30.8%	35,712	44.5%
Diesel	818	693	18.0%	9.1%	6,790	8.5%
Others (includes non plug-in diesel hybrid, fuel cell)	0	0	0.0%	0.0%	2	0.0%
Total	**8,964**	**11,470**	**-21.8%**		**80,191**	

Golden triangle project unveiled

Sime Motors NZ has bought land in Tauranga for a Volvo Trucks sales office, truck service centre and space to display vehicles outside.

The site in Tauriko, which spans 13,817 square metres, should be up and running by the end of 2025.

It was chosen for its access to state highways, and being close to commercial, industrial and residential developments.

Pat McKenna, managing director, says: "This is another step in our ongoing investment in New Zealand, positioning us for future growth."

The decision follows the company securing a long-term lease on 2.4 hectares at the Ruakura Superhub, Hamilton, for a major truck service centre that's slated to be ready late next year.

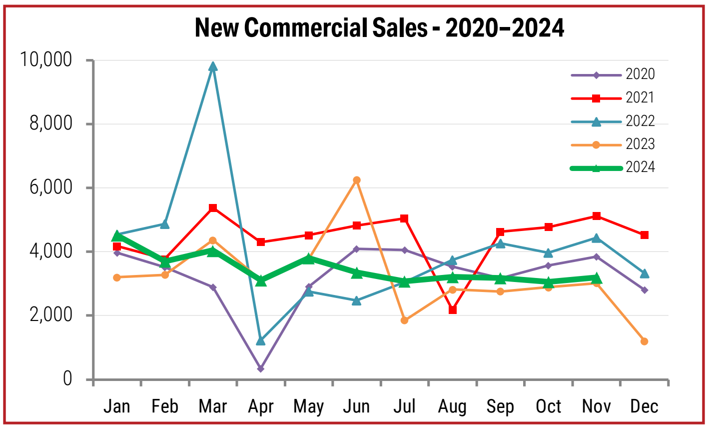
McKenna describes both projects as "significant" investments in a key area for truck-service clients that's known as the "golden triangle" between Tauranga, Auckland and Hamilton. It accounts for 40 per cent of the country's freight movement by tonnage.

Early this year, Sime Motors NZ unveiled details for a new industrial operations hub at Waterloo Business Park, Christchurch.

The development of three projects started late last year. It includes purpose-built facilities for the company's businesses including Truckstops, TWL, Volvo Trucks, Mack and Hyster, Terra Cat NZ and a shared four-storey head office.

Sime Motors NZ is a leading supplier of cars, trucks and transport solutions with more than 80 locations and 1,200 staff.

It is part of multi-national Sime, formerly Sime Darby Berhad, which has operations in 18



New Commercial Sales by Make - November 2024

MAKE	NOV'24	NOV'23	+/-%	NOV'24 MKT SHARE	2024 YEAR TO DATE	2024 MKT SHARE
Ford	915	1,135	-19.4	28.6%	11,636	30.4%
Toyota	689	595	15.8	21.5%	8,990	23.5%
Mitsubishi	258	91	183.5	8.1%	4,053	10.6%
Fiat	193	100	93.0	6.0%	657	1.7%
Isuzu	193	138	39.9	6.0%	2,255	5.9%
Mercedes-Benz	135	129	4.7	4.2%	1,032	2.7%
Iveco	124	74	67.6	3.9%	505	1.3%
Nissan	114	36	216.7	3.6%	1,819	4.8%
Volkswagen	83	67	23.9	2.6%	1,082	2.8%
Scania	65	73	-11.0	2.0%	627	1.6%
LDV	61	135	-54.8	1.9%	655	1.7%
Hino	54	69	-21.7	1.7%	561	1.5%
Fuso	47	122	-61.5	1.5%	815	2.1%
BYD	43	0	4,300.0	1.3%	43	0.1%
GWM	30	0	3,000.0	0.9%	251	0.7%
Ram	24	17	41.2	0.7%	231	0.6%
Chevrolet	19	15	26.7	0.6%	217	0.6%
Hyundai	17	17	0.0	0.5%	401	1.0%
Volvo	16	30	-46.7	0.5%	353	0.9%
DAF	14	25	-44.0	0.4%	251	0.7%
Others	110	151	-27.2	3.4%	1,854	4.8%
Total	**3,204**	**3,019**	**6.1**	**100.0%**	**38,288**	**100.0%**

New Commercial Sales by Model - November 2024

MAKE	MODEL	NOV'24	NOV'23	+/-%	NOV'24 MKT SHARE	2024 YEAR TO DATE	2024 MKT SHARE
Ford	Ranger	814	1,083	-24.8	25.4%	10,269	26.8%
Toyota	Hilux	551	419	31.5	17.2%	6,870	17.9%
Mitsubishi	Triton	258	91	183.5	8.1%	4,051	10.6%
Fiat	Ducato	193	90	114.4	6.0%	656	1.7%
Mercedes-Benz	Sprinter	124	106	17.0	3.9%	873	2.3%
Iveco	Daily	120	54	122.2	3.7%	398	1.0%
Toyota	Hiace	120	168	-28.6	3.7%	1,655	4.3%
Nissan	Navara	114	36	216.7	3.6%	1,819	4.8%
Ford	Transit	101	52	94.2	3.2%	1,367	3.6%
Isuzu	D-Max	94	43	118.6	2.9%	1,242	3.2%
Isuzu	N Series	48	37	29.7	1.5%	462	1.2%
BYD	Shark 6	43	0	4,300.0	1.3%	43	0.1%
Volkswagen	Amarok	36	24	50.0	1.1%	710	1.9%
Isuzu	F Series	35	38	-7.9	1.1%	416	1.1%
LDV	Deliver 9	34	42	-19.0	1.1%	291	0.8%
Volkswagen	T6	31	12	158.3	1.0%	102	0.3%
GWM	Cannon	30	0	3,000.0	0.9%	251	0.7%
Hino	500	25	26	-3.8	0.8%	233	0.6%
Ram	1500	23	15	53.3	0.7%	215	0.6%
Hino	300	22	27	-18.5	0.7%	227	0.6%
Others		388	656	-40.9	12.1%	6,138	16.0%
Total		**3,204**	**3,019**	**6.1**	**100.0%**	**38,288**	**100.0%**

countries across Asia-Pacific and a workforce of about 30,000.

DISABILITY EXEMPTION

A review of the clean car standard (CCS) means disability vehicles are now excluded from the scheme when they cross the border.

The dispensation was included in the publication of the Land Transport (Clean Vehicle Standard) Amendment Regulations 2024.

It comes as part of changes introduced by the government following a review of the CCS earlier this year, which will match importers' carbon-dioxide emissions reduction targets in New Zealand with those across the Tasman. While the realignment of targets is being progressively introduced from the start of 2025, the exemption for disability vehicles is already in place.

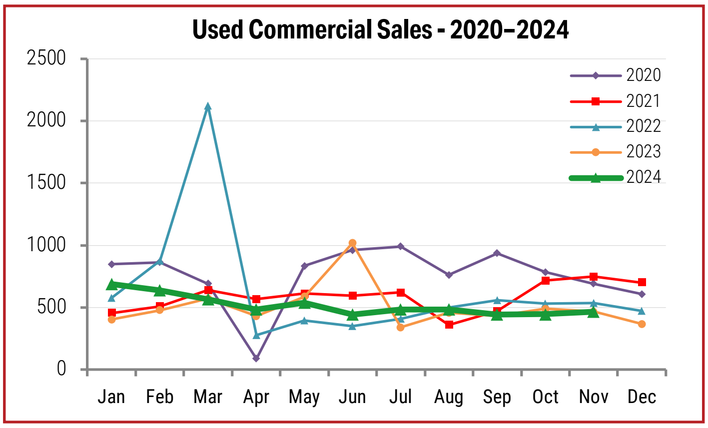
That said, the NZTA notes any accepted before September 5 didn't receive CCS dispensations.

The agency adds the definition of disability vehicles in regulation three of the clean-vehicle standard rules has changed.

The exemption now applies to light vehicles used to transport someone with a disability.

They need to have been modified to enable a wheelchair user to enter and exit them, as well as being altered to enable the user and wheelchair to be safely restrained while the vehicle is moving.

In addition, they must be inspected and approved as a disability vehicle by someone appointed to do so under the Land Transport Rule: Vehicle Standards Compliance 2002.



REGISTRATIONS UP

Sales of new commercials climbed by 6.1 per cent to 3,204 last month from 3,019 in November 2023.

Ford's Ranger led the way with 814 units for a market share of 25.4 per cent although its total was a year-on-year drop of 24.8 per cent.

Toyota's Hilux came second last month with 551 and Mitsubishi's Triton was third on 258.

The blue oval was the top marque on 915 units. Toyota was second with 689.

Last month's total for used-imported commercials was 464 – the same as November 2023. Toyota was the top marque with a 46.1% market share. Its Hiace was the best-selling model on 160 units.

Used Commercial Sales by Make - November 2024

MAKE	NOV'24	NOV'23	+/-%	NOV'24 MKT SHARE	2024 YEAR TO DATE	2024 MKT SHARE
Toyota	214	213	0.5	46.1%	2,862	50.3%
Nissan	76	93	-18.3	16.4%	1,177	20.7%
Ford	57	6	850.0	12.3%	264	4.6%
Hino	24	35	-31.4	5.2%	319	5.6%
Mitsubishi	18	26	-30.8	3.9%	212	3.7%
Daihatsu	14	4	250.0	3.0%	70	1.2%
Isuzu	14	39	-64.1	3.0%	278	4.9%
Fiat	11	6	83.3	2.4%	35	0.6%
Suzuki	9	9	0.0	1.9%	74	1.3%
Chevrolet	5	5	0.0	1.1%	47	0.8%
Volkswagen	5	3	66.7	1.1%	48	0.8%
Mazda	3	3	0.0	0.6%	64	1.1%
Mercedes-Benz	3	1	200.0	0.6%	27	0.5%
Fuso	2	3	-33.3	0.4%	30	0.5%
DAF	1	1	0.0	0.2%	5	0.1%
GWM	1	0	100.0	0.2%	2	0.0%
Holden	1	2	-50.0	0.2%	25	0.4%
Kia	1	0	100.0	0.2%	1	0.0%
LDV	1	0	100.0	0.2%	12	0.2%
Peugeot	1	1	0.0	0.2%	3	0.1%
Others	3	14	-78.6	0.6%	140	2.5%
Total	**464**	**464**	**0.0**	**100.0%**	**5,695**	**100.0%**

Used Commercial Sales by Model - November 2024

MAKE	MODEL	NOV'24	NOV'23	+/-%	NOV'24 MKT SHARE	2024 YEAR TO DATE	2024 MKT SHARE
Toyota	Hiace	160	150	6.7	34.5%	2,171	38.1%
Nissan	NV350	44	62	-29.0	9.5%	735	12.9%
Ford	Transit	39	1	3,800.0	8.4%	105	1.8%
Toyota	Regius	21	31	-32.3	4.5%	307	5.4%
Hino	Dutro	19	27	-29.6	4.1%	231	4.1%
Fuso	Canter	14	21	-33.3	3.0%	154	2.7%
Nissan	NV200	14	5	180.0	3.0%	128	2.2%
Toyota	Dyna	14	19	-26.3	3.0%	170	3.0%
Daihatsu	Hijet	13	4	225.0	2.8%	69	1.2%
Fiat	Ducato	11	6	83.3	2.4%	33	0.6%
Ford	Ranger	11	3	266.7	2.4%	87	1.5%
Toyota	Toyoace	11	8	37.5	2.4%	73	1.3%
Isuzu	Elf	10	24	-58.3	2.2%	196	3.4%
Nissan	Caravan	10	18	-44.4	2.2%	177	3.1%
Suzuki	Carry	8	9	-11.1	1.7%	69	1.2%
Hino	Ranger	5	5	0.0	1.1%	64	1.1%
Isuzu	Forward	4	10	-60.0	0.9%	53	0.9%
Nissan	Atlas	4	5	-20.0	0.9%	56	1.0%
Mercedes-Benz	Sprinter	3	1	200.0	0.6%	11	0.2%
Toyota	Hilux	3	0	300.0	0.6%	45	0.8%
Others		46	55	-16.4	9.9%	761	13.4%
Total		**464**	**464**	**0.0**	**100.0%**	**5,695**	**100.0%**

Trade through port increases

Daily sales fall

Imports of new cars in November came in at 6,779. This was down by 19.6 per cent when compared to 8,433 units in October and a drop of 13.4 per cent from the 7,825 recorded in the same month a year ago.

Registrations of 8,964 new passenger vehicles were completed last month, which was 5.5 per cent lower than October's total. It was also down by 21.8 per cent from 11,470 units in November 2023.

The numbers have resulted in the stock of new cars still to be registered falling for a third consecutive month, dropping by 2,185 to 72,601. Daily sales, as averaged over the previous 12 months, stand at 243 units per day – down from 302 a year earlier.

November's results mean stock at-hand has fallen to 299 days if sales continue at the current rate. In the same month of 2023, it stood at 240 days.

Port of Tauranga has seen cargo volumes climb during the first quarter of 2024/25.

Its overall trade rose by 7.6 per cent compared to the same period last year to 6.2 million tonnes.

And container volumes increased by 17 per cent to 292,860 TEUs – or 20-foot equivalent units – in the three months to September 30.

Chief executive Leonard Sampson reports the company continues to show resilience through its diversity of cargo and income streams.

He says: "After a sharp drop in volumes during this time last year, we're pleased to see some recovery.

"Import volumes have reflected slightly stronger domestic consumption by increasing 6.8 per cent in volume to two million tonnes for the quarter. Exports increased by 8.1 per cent to 4.2m tonnes.

"We are cautiously optimistic the second half of the financial year will see slow improvement in volumes after a challenging 2024 financial year.

"However, global disruption, low international commodity prices and the nascent domestic economic recovery are all expected to continue to impact the port for many months."

Based on the current financial year's first quarter's results, and notwithstanding any major changes to market conditions, Port of Tauranga expects full-year underlying net profit after tax to be in the range of $110-$120 million.

"Looking to the year ahead," says Sampson, "the current economic conditions and operating environment are complex and challenging, but our scale and diversity continues to hold us in good stead.

"We continue to see the impacts of softer commodity prices, as well as escalating geopolitical instability, trade tensions and ongoing conflicts in the Red Sea.

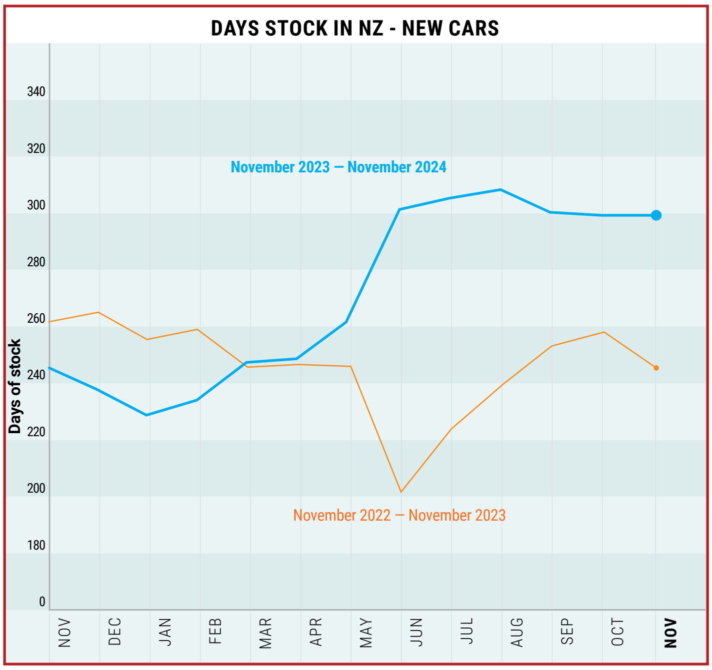
"With the exception of kiwifruit, a number of key export commodities are forecasted to be relatively flat in volume over the next five years after a decade of pre-Covid growth.

"However, forecasted population increases in the upper North Island over the next two decades represent a significant opportunity for growth in imported cargo.

"We must have all three ports – Tauranga, Northport and Auckland – operating at maximum efficiency ▶

Dealer stock of new cars in New Zealand

	CAR SALES		VARIANCE	STOCK	DAILY SALES - 12-MONTH AVERAGE	DAYS STOCK AT HAND
	IMPORTED	REGISTERED				
Nov '23	7,825	11,470	-3,645	72,592	302	240
Dec '23	7,435	8,549	-1,114	71,478	302	236
Jan '24	4,154	8,097	-3,943	67,535	299	226
Feb '24	7,608	5,923	1,685	69,220	298	232
Mar '24	8,882	7,538	1,344	70,564	287	246
Apr '24	6,180	6,110	70	70,634	285	248
May '24	7,800	6,350	1,450	72,084	276	261
Jun '24	8,006	6,060	1,946	74,030	245	302
Jul '24	9,313	6,333	2,980	77,010	251	307
Aug '24	7,205	6,750	455	77,465	250	310
Sep '24	6,954	8,579	-1,625	75,840	251	302
Oct '24	8,433	9,487	-1,054	74,786	250	299
Nov '24	**6,779**	**8,964**	**-2,185**	**72,601**	**243**	**299**
Year to date	81,314	80,191				
Change on last month	-19.6%	-5.5%		-2.9%		
Change on Nov 2023	-13.4%	-21.8%		0.0%		
	LESS IMPORTED	LESS SOLD		MORE STOCK		



and supported by a network of rail-enabled inland ports to create a resilient, sustainable supply chain."

LOOKING AT PAST YEAR

The second half of Port of Tauranga's 2023/24 financial year saw a marked turnaround with cargo volumes bouncing back.

"Despite these fluctuations in volumes and only three per cent of container vessels arriving on schedule, our continuous focus on performance has seen positive improvements in service delivery," explains Sampson.

"Over the past year, imports were the most impacted by the economic downturn with lower domestic consumption reducing imports by 13.4 per cent to 7.8m tonnes. Exports overall remained steady, increasing by 0.9 per cent to 15.8m tonnes. Container volumes decreased 2.5 per cent to 1.15m TEUs."

There were several changes to coastal-shipping services during the year which resulted in transhipment volumes decreasing by 12.1 per cent.

Total vessel visits were 1,427, five fewer than 2022/23, and 109 of those were cruise ships, which was close to the record of visits prior to the coronavirus pandemic.

"We remain New Zealand's largest port, handling 32 per cent of total imports and exports by volume and value.

"Importantly, however, as an export trading nation we facilitate just under half of all of total export trade by value at 47 per cent."

PLANNING INTO FUTURE

Port of Tauranga has been assessing the coalition government's fast-track legislation to speed up consenting process for its Stella Passage scheme.

"This development is regionally and nationally important," says Sampson. "It's particularly urgent at the Sulphur Point container terminal as we reach the current limits of existing berth capacity.

"While we wait for consents, we are continuing to pursue plans to introduce a level of automation into the container terminal following the berth extension.

"Despite this project being delayed, we have developed its electrical infrastructure and are close to vendor selection."

As for automation at the port, this involves fully electric, rail-mounted gantry cranes that will work with hybrid or electric straddles running between the container yard and ship-side.

"As part of our ongoing investment in decarbonisation, we have added an additional four hybrid straddle carriers," says Sampson. "The hybrid straddles are around 25 per cent more fuel efficient than the current diesel electric models in our fleet.

"While total emissions reduction is a priority, we also focus on our greenhouse gases per cargo tonne."

Imports climb

There were 7,062 used cars imported last month, an increase of 49.3 per cent from October when 4,730 units crossed our borders.

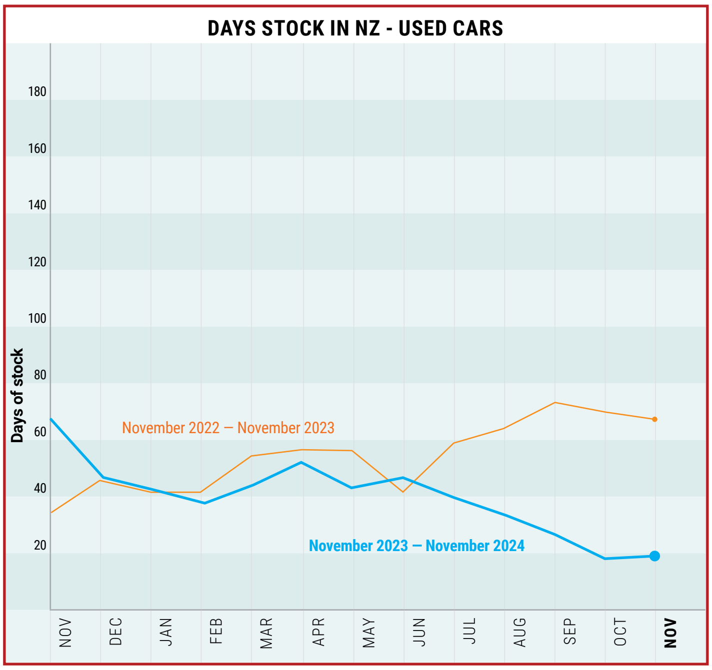
However, the latest figure was down by 18.9 per cent from 8,711 in November last year.

Some 6,920 units were registered in November, which is the lowest monthly total of the past year. The number was 28.1 per cent lower than the 9,630 registered in the same month of 2023 and a drop of 5.5 per cent from the 7,319 units registered in October.

With 142 more used cars imported than registered last month, unregistered stock on dealers' yards or in compliance shops came to 5,470 units.

This was 72 per cent lower than the 19,566 units a year ago but up by 2.7 per cent from 5,328 at the end of October.

Average daily registrations for November were 284, compared to 299 a year ago, and there is 19 days' stock remaining.



Dealer stock of used cars in New Zealand

	CAR SALES IMPORTED	CAR SALES REGISTERED	VARIANCE	STOCK	DAILY SALES - 12-MONTH AVERAGE	DAYS STOCK AT HAND
Nov '23	8,711	9,630	-919	19,566	299	65
Dec '23	7,768	12,796	-5,028	14,538	315	46
Jan '24	8,117	8,902	-785	13,753	320	43
Feb '24	7,457	8,817	-1,360	12,393	322	38
Mar '24	10,353	8,936	1,417	13,810	320	43
Apr '24	11,551	8,722	2,829	16,639	323	52
May '24	6,070	8,878	-2,808	13,831	321	43
Jun '24	7,875	7,822	53	13,884	297	47
Jul '24	7,176	8,993	-1,817	12,067	303	40
Aug '24	6,156	8,174	-2,018	10,049	302	33
Sep '24	5,071	7,203	-2,132	7,917	297	27
Oct '24	4,730	7,319	-2,589	5,328	291	18
Nov '24	**7,062**	**6,920**	**142**	**5,470**	**284**	**19**
Year to date	**81,618**	**90,686**				
Change on last month	**49.3%**	**-5.5%**		**2.7%**		
Change on Nov 2023	**-18.9%**	**-28.1%**		**-72.0%**		
	LESS IMPORTED	LESS SOLD		LESS STOCK		

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