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Installing more public chargers is considered key to increasing EV uptake

Urgent call to revive electric car demand

Organisation keen for ministers to adopt range of low-cost solutions to help reinvigorate market

An industry group says New Zealand risks missing out on a \$100 billion-plus economic opportunity over the next five years unless the government changes its policy settings around EVs and associated infrastructure.

Drive Electric has outlined key areas for the coalition to tackle to boost the uptake of low and zero-emissions vehicles, which it says will reduce emissions from the fleet and provide social, financial and environmental benefits.

It has delivered a briefing to ministers as the global EV market continues to grow, with sales of such models reaching 16.8 million units in 2024, a 20 per cent increase from 2023.

The group's report highlights markets with strong EV adoption levels, such as Norway where battery electric vehicles and plug-in hybrids accounted for 90.1 per cent of new-car sales in 2024.

The figure in China was 69 per cent, Europe achieved 21 per cent, the US reached 12.5 per cent and

Australia recorded 9.7 per cent.

"In contrast, New Zealand's EV market share significantly declined following the repeal of the clean car discount [CCD], introduction of road-user charges, ACC levies and weakening of the clean car standard," says Drive Electric.

"New EV registrations dropped from 27 per cent [of new-car sales] in 2023 to 5.3 per cent in 2024. EVs comprise less than one per cent of the total fleet in New Zealand."

The industry group says its analysis, coupled with real-

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Stink-bug regime under review

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Transport regulations set for overhaul

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GUEST EDITORIAL

On track for extra lap of regulatory circuit

Lyn McMorran says upcoming legal changes need to avoid 'stifling growth and innovation'

If you sense a case of déjà vu that the Credit Contracts and Consumer Finance Act (CCCFA) is up for review, you're not alone.

It seems that every few years the act is brought out for another lap of the legislative circuit.

Since I started at the FSF in 2012, I've lost count of how many submissions we've prepared on consumer credit reform on behalf of our specialist lending members.

The intent has always been to strike the right balance of ensuring Kiwis can access credit responsibly, such as when financing a car, but without lenders having to navigate through overly engineered regulation that stifles growth and innovation.

Unfortunately, that balance has proven difficult to achieve, so here we are again as three new bills make their way through select committee.

These are the CCCF Amendment Bill, Financial Markets Conduct Amendment Bill and Financial Service Providers (Registration and Dispute Resolution) Amendment Bill.

Particularly relevant in the motor-vehicle space is the first of these, which seeks to unwind some of the more draconian conditions placed on lenders in December 2021 through the last review.

This includes removing the provision that makes senior managers and directors personally liable – to the tune of \$200,000 –



LYN MCMORRAN
Executive director,
Financial Services
Federation

for any breach of the act, which also cannot be insured or indemnified against.

It's a move that will be met with relief by FSF members and will give confidence to good people to remain in the sector, and to attract others.

The bill also provides the framework for the transfer of regulatory and enforcement responsibility of consumer credit from the Commerce Commission to the Financial Markets Authority (FMA).

This isn't simply a change in signage. The FMA is resourced and structured to take a more assertive approach in bringing irresponsible lenders to account.

The Financial Markets Conduct Amendment Bill, meanwhile, introduces a single market-services licensing regime for financial services providers.

Currently, there are multiple, separate licences which providers must have to operate, so streamlining this is another common-sense approach.

The third bill makes some technical changes to the operation of independent disputes resolution schemes.

Perhaps less pressing to readers, but still a necessary oiling of the regulatory gears.

Will these changes finally mean necessary balance in the CCCFA? One can only hope so because while regulation is important, constant revision does little for confidence or clarity for lenders, borrowers or the economy. ☺

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world offshore examples, shows accelerating e-mobility can deliver financial benefits, such as creating demand for investment into renewable energy.

It would also save businesses and households money through their energy bills, reduce expenditure and reliance on imported fossil fuels, and cut spending on health-related concerns from air pollution.

The group has put forward recommendations to the government in six areas, such as incentivising EVs, boosting the national strategy for EV chargers, and reforming public-charging investment and settings.

Other areas it says need tackling are implementing smart-charging initiatives, updating building standards to support alternating current (AC) charging, and measures to increase the electrification of heavy and commercial vehicles.

Kirsten Corson, chair of Drive Electric, notes increasing the

VEHICLE SALES BY MOTIVE POWER						
NEW PASSENGER VEHICLES						
	2023		2024		2025 TO END OF JUNE	
	UNITS	SHARE	UNITS	SHARE	UNITS	SHARE
BEV	21,016	19%	6,363	7.3%	3,613	8.1%
PHEV	8,989	8.1%	3,422	3.9%	2,102	4.7%
Hybrid	29,479	26.7%	32,327	37%	16,536	37.1%
Petrol	42,410	38.4%	38,010	43.5%	19,115	42.9%
Diesel	8,510	7.7%	7,251	8.3%	3,219	7.2%
Others	2	0%	19	0%	0	0%
TOTAL	110,406		87,392		44,585	
USED PASSENGER VEHICLES						
	2023		2024		2025 TO END OF JUNE	
	UNITS	SHARE	UNITS	SHARE	UNITS	SHARE
BEV	4,813	4.2%	1,047	1.1%	806	1.9%
PHEV	2,926	2.5%	1,091	1.1%	333	0.8%
Hybrid	59,357	51.6%	43,339	44.3%	19,582	46.7%
Petrol	46,335	40.3%	50,986	52.1%	20,635	49.2%
Diesel	1,486	1.3%	1,355	1.4%	594	1.4%
Others	5	0%	1	0%	0	0%
TOTAL	114,922		97,819		41,950	

Source: NZTA

portion of EVs on New Zealand's roads has been made harder for the car industry by the current government sending signals to the market that such vehicles aren't important.

"We've seen owners of EVs paying the same road-user

charges [RUC] as diesel vehicles and, from our perspective, that's disappointing," she told Autofile.

"The government has also proposed changes to procurement rules to no longer make EVs mandatory without a business case.

"That's disappointing for the sector because we need to see those new cars coming into the country to create a second and third-hand market in three, five or 10 years' time.

"The rest of the world is decarbonising and making great progress, and we're seeing EV numbers increase globally.

"New Zealand, however, has had the wind taken out of its sails by policy decisions made by the coalition, but we're confident that will change in time because electrification makes sense from an economic point of view."

Drive Electric's briefing highlights how New Zealand risks falling further behind other countries in the widespread adoption of EVs and providing supporting infrastructure, with the roll-out of public chargers among its concerns.

It says there were about 1,350 public-charging points as of the start of this year and the government is behind in its trajectory of having 10,000 chargers by 2030, or one for every 40 EVs.

Other areas New Zealand is lagging include its commercial

fleet-electrification rate, which Drive Electric notes is 65 per cent lower than leading markets, and infrastructure investment per capita, which is more than 30 per cent below comparable countries.

"The fundamental question is no longer whether our future transport system will be electric, but how we best prepare for the electrification of transport so New Zealand can take full advantage of it," the briefing adds.

The group outlines challenges to the progress of electrification in New Zealand with canning the CCD listed at number one.

It explains this move has impacted EV uptake rates and highlights ongoing price sensitivity in the market, with the purchase price of light EVs still higher than equivalent ICE vehicles.

Ministers are encouraged to consider alternative incentives to support the transition to EVs, such as a modified feebate scheme focusing on cars and commercial vehicles, and business-focused incentives through fringe-benefit tax (FBT) exemptions.

"The economic case for incentives remains strong, with cost-benefit analysis showing every \$1 invested in EV incentives returns \$3.20 in economic benefits," says Corson.

"We're not saying go back to a CCD but what we'd particularly like to see is greater support for commercials and heavy transport because they have a significant emissions profile.

"The CCD was smart policy for the time. However, there are other policy settings we can look at without having a significant financial impact and we're keen to talk about those with the Minister of Transport."

While EVs have lower running costs than ICEs, their higher upfront cost remains prohibitive for many consumers. That said, price parity is expected in the next couple of years.

BUSINESS FLEETS

Corson says increasing the proportion of EVs in business and government fleets is critical to them becoming more

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"From our perspective, with the light fleet, businesses are important as they purchase 60 per cent of new cars bought in New Zealand.

"They typically keep their vehicles for three to five years and are important to creating our second-hand market.

"We would like a change in RUC rather than light EVs paying the same as their diesel equivalents, and would like to see greater reform around FBT legislation. We think making these changes would have a significant impact on businesses moving to electric.

"We've also got one of the world's oldest fleets with an average car being 15 years old, so these decisions are important for increasing the number of EVs eventually entering the second-hand market."

Drive Electric also recommends creating targeted incentives to boost the electrification of heavy, commercial and other transport sectors.

Its other suggestions are developing specific infrastructure plans for heavy-vehicle charging, significant rapid reform of heavy and commercial regulations, policies and legislation, and innovation funding for emerging transport technologies.

When it comes to EV-related infrastructure, the group welcomes the government's target of having 10,000 chargers installed nationwide by 2030.

However, it observes this will require the number of public chargers becoming operational per month increasing from the current rate of less than 30 to about 125.

To avoid falling short of the target by thousands of chargers, the briefing recommends accelerating electricity distribution business (EDB) initiatives that deliver consistent pricing and processes along with network capacity visibility.

It also urges reform of network connection costs, government co-investment funding rounds, progressing options to address Resource Management Act consenting barriers, establishing

We need to see new EVs coming into the country to create a second-hand market

– Kirsten Corson



a private-public partnership to oversee implementation and engaging councils more effectively in strategy delivery.

"We know New Zealand is way behind when you compare the number of public chargers per capita with other OECD [Organisation for Economic Co-operation and Development] countries," says Corson.

"Public-charging access is in the top two barriers to people going electric and it's an issue that needs to be addressed no matter what government is in place.

"Having 10,000 chargers by 2030 is ambitious. But whether we're installing 2,000 or 10,000, we need to get some fundamental problems solved.

"Those problems sit with our EDBs, and we need to see consistency of pricing and processes and have visibility into network capacity."

The briefing adds that a lack of consistency in those areas from New Zealand's 29 EDBs and having such a fragmented market is a major barrier to progress.

By comparison, the UK has six distribution network operators managing 14 licence areas and serving 67 million people, while Australia has 13 operators serving 26m customers.

As New Zealand lags behind other comparable countries, Drive Electric notes Australia's federal government has committed more than \$400m to EV charging infrastructure.

"This is complemented by substantial state-level investments,

such as New South Wales' \$149m for fast-charging grants," the report continues.

"These co-ordinated investments have significantly accelerated charging infrastructure deployment while addressing the 'range anxiety' barrier."

Drive Electric adds an increased uptake of EVs will have a significant impact on energy demand "so consistent policies are required to

ensure that we are prepared".

Data compiled by Transpower suggests gross energy demand growth will increase by 68 per cent from 2020-50, with vehicle electrification accounting for 38 per cent of that.

Besides more public chargers, the briefing also calls for action to implement smart-charging initiatives so people can power up their vehicles at home or work.

It recommends developing a mandate for smart chargers in residential and commercial developments, creating incentives for installing such devices and establishing standards for smart-charging systems.

Another proposal is time-of-use electricity pricing to encourage smart charging in residential and commercial settings.

It adds: "The absence of mandates or incentives for smart-charging installation in homes continues to affect electricity demand management. The majority of users, 61 per cent, are

[continued on page 6]



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still charging using non-smart methods.”

A lack of AC charging, with public chargers mostly using direct current (DC), is a substantial obstacle to businesses making the shift to EVs.

AC is considered better for regular, cost-effective and battery-friendly charging, while DC charging is best for quick charging on long trips.

“We would like to see legislation similar to Australia and the UK where new residential builds need provision for charging infrastructure,” says Corson. “And a proportion of commercial builds also need a provision of such infrastructure.

“That would also save millions of dollars because it would avoid the cost of retrofitting those buildings.

“The investment into infrastructure is incredibly important and we’ve got to get policy settings right to see growth in this sector.”

FINANCIAL BOOST

Drive Electric’s briefing states the transition to EVs represents an economic opportunity upwards of \$100b for New Zealand over the next decade.

“By accelerating e-mobility adoption, we can redirect \$80b-\$90b in fossil-fuel imports to domestic economic growth, save households \$67b in transport costs, avoid \$13b in healthcare expenditure, and create thousands of new jobs in infrastructure, manufacturing and services.

“However, our current trajectory puts us at risk of missing this opportunity entirely. The choice is clear. We can embrace e-mobility and capture billions in economic benefits, or continue down a path that leaves us technologically isolated and economically disadvantaged.”

Members of Drive Electric want to help ministers make the former a reality. The group is also conducting a policy review to identify no or low-cost regulatory

GLOBAL CHARGER USAGE

This table shows each country’s number of electric light-duty vehicles per public-charging point (PCP) and the number of kilowatts of public charging per electric light-duty vehicle in 2024

	EVs/PCP	KW/EV
New Zealand	81.9	0.7
Australia	76.0	0.4
United States	32.6	1.3
Norway	32.1	2.0
Canada	27.6	1.1
United Kingdom	25.3	1.4
Germany	20.5	2.5
Japan	18.6	1.4
Thailand	17.0	2.8
European Union	12.8	2.6
France	11.9	1.4
Spain	11.8	5.7
World	11.0	2.8
Italy	10.5	4.1
China	9.6	3.2
Belgium	9.1	2.4
South Korea	1.8	10.3

Source: International Energy Agency

and legislative changes that could reverse the decline in EV sales without significant fiscal impact.

Corson says New Zealand must get its policy settings right to support a widespread transition to EVs because that will deliver positive social, financial and environmental impacts.

“We’ve got to look at the sector from AC charging to public charging, to micromobility to light, commercial and heavy vehicles, and say what are the policies that make sense and won’t have a significant cost but will have a significant benefit.

“Addressing matters around charging infrastructure could simply be a change in the Building Code, changes to FBT can be done

in a way that is close to cost-neutral and there are significant policy changes that would not cost the government.

“This country has more than 80 per cent of renewable energy, so shifting to EVs is a huge economic opportunity. It should be a straightforward decision to support the transition.”

The briefing was sent to the government in March, about two months after Chris Bishop became Minister of Transport.

Besides Drive Electric outlining challenges and recommendations, it also calls for face-to-face meetings with the minister and key government figures.

Corson says a meeting with Bishop has yet to happen but the group plans to continue pushing for talks.

“We’re keen to engage and sit down with Chris Bishop to discuss these issues because they’re significant for the country. We can show him some smart policy ideas that don’t require giving away lots of money.

“It takes several years to get our policy settings right and give confidence to original equipment manufacturers [OEMs] to send stock here.

“It’s been a hard time for OEMs recently as policy settings have regularly changed but they’re having to order stock nine to 12 months in advance. OEMs and the industry as a whole want consistency in policy. We have not had that in recent years.” ☺



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Solar boost

Changes in the energy and building consent systems will drive greater residential solar uptake to meet extra demand for power including to charge EVs.

The coalition is expanding the permitted voltage range for electricity networks so people whose homes have photovoltaic panels can send more power back to the grid.

In addition, changes are being made to clarify that building consent isn’t needed to install rooftop solar panels on existing buildings and councils

will have to process building consents for new homes with solar panels within 10 working days, down from 20.

Minister for Energy, Simon Watts, says: “Rooftop solar will play a crucial role in supporting energy security and reducing emissions.

“But our networks need to better support the growing flow of electricity from consumers while also dealing with demand for more EVs.

“That’s why we are expanding the voltage range from +/-6 per cent to +/-10 per cent to manage the changing flow of electricity.”

Action on stink bugs

Biosecurity NZ is reviewing the vehicles, machinery and parts import health standard (IHS) after brown marmorated stink bug (BMSB) detections declined last season.

Changes being considered include updating the list of countries required to treat goods for the insect with Uzbekistan, where it's now established, likely to be added.

Other measures include strengthening biosecurity requirements for used boats imported as cargo, and aligning import requirements for used parts and whole machinery.

Officials are also looking at standardising requirements for imported used parts across different sea-cargo types.

Biosecurity NZ says its proposals will be published as part of its

LIVE BMSB PATHWAYS		
	2023/24	2024/25
Passenger	52	14
Cargo	29	14
Vessels	21	3
Air cargo	7	7
Others	2	0
Total	111	38

consultation process next month. It's keen to have the IHS updated by the end of 2025.

The proposals come on the back of the 2024/25 high-risk season for BMSB being quieter than most.

There were 38 live detections between September 1, 2024, and April 30, 2025, compared with 111 in 2023/24. The number of dead bugs found increased from 1,222 to 1,265.

Provisional statistics show the BMSB tallies for 2024/25 were found in 200 detection events, which was down from 245 in the previous high-risk season.

"The cargo pathway again saw high numbers of dead BMSB, 642, highlighting the importance of our offshore treatment and cleaning requirements for high-risk goods such as vehicles, parts and machinery," says Biosecurity NZ.

A significant development of the past season was the first detection of stink bugs in Argentina in December with officials here now monitoring the situation.

The UK is another "watchlist" country after recent detections, but there is no "imminent" risk because the known population is currently low and localised. ☺

Court order to pay \$1m

The ex-director of an importing business has been ordered to pay more than \$1 million after it fell into liquidation.

Yujiro Fujisawa formed Wellington-based Callin Auto NZ in 2012 but proceedings to wind it up began in 2022.

Liquidators said it was "loss-making except for one year" as it didn't sell cars with enough margin to cover all its costs. They took high-court action against him, which was heard in February.

In his recently released decision, Justice Johnstone said Fujisawa had run the business in a way likely to create a substantial risk of loss to creditors. He ordered him to pay the liquidators \$1,013,774 plus costs and accrued interest. ☺

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Imports face new safety rules

New and used imported light vehicles may soon have to meet extra safety criteria under sweeping reforms being considered by the government.

Chris Bishop, Minister of Transport, has outlined a raft of proposed changes to land-transport rules that he wants introduced over the next 18 months.

These include tougher safety standards for imported vehicles, with autonomous emergency braking (AEB) and lane-keeping systems among the technologies that may become mandatory.

"The government is progressing a bold work programme to increase productivity and efficiency through comprehensively reforming New Zealand's land-transport rules," Bishop told Autofile.

"Final policy decisions on mandating additional safety features have not yet been made.

"But the features that are being considered include AEB, lane-keeping systems, electronic stability control for heavy vehicles and auditory vehicle-alerting systems for vehicles that can operate silently, such as EVs and hybrids.

"The workstream is considering

requirements for both new and used vehicles entering the New Zealand fleet."

The minister adds public consultation on new safety requirements is planned for October this year, and the government will seek feedback on the approach, features and timeframes for any changes.

It is one of seven streams of work announced by Bishop last month, along with reviewing the frequency and requirements of warrant and certificate of fitness (WOF and COF) inspections for light vehicles.

Officials will also look at enabling digital driver licences and digital alternatives to WOF, COF and registration stickers, improving lane use and use of traffic control devices, and overhauling the regulatory system to make it more efficient, including simplifying and refocusing import requirements and streamlining the recognition of overseas standards.

Industry bodies have welcomed the plans, with the Imported Motor Vehicle Industry Association (VIA) describing the reforms as a chance to cut red tape and keep the fleet moving towards safer, lower-emissions vehicles.

Greig Epps, chief executive,



Chris Bishop

says an overhaul of the regulatory system directly answers its long-standing call for a simpler, outcomes-based rulebook.

"Right now we're forced to navigate more than 20 different land-transport rules, seven separate vehicle-inspection requirement manuals and about 50 technical bulletins tacked onto the entry compliance manual.

"That's regulatory archaeology. Every layer of paper adds cost without adding safety."

He also notes the government's pledge to streamline import requirements and recognise overseas standards is "exactly the reset the industry, and ordinary Kiwi motorists, need".

"If we focus on the result we all want – safe, clean vehicles at a fair price – and align the best

international standards to that goal, compliance stops being a cost sink and starts being a productivity lever."

Epps adds VIA will work with officials to uncover and fix duplicated rules and outdated requirements as consultation begins.

The Motor Industry Association (MIA) says the plans are what the new-vehicle sector needs and are a chance to make the regulatory regime fit for purpose.

Aimee Wiley, chief executive, describes the current vehicle rules as outdated and unnecessarily complex, which makes compliance more difficult and increases administrative burden for government and industry.

"Rule reform is critical to ensure New Zealand keeps pace with global advancements in emissions, safety, automation and vehicle design," she adds.

"We also need this to be undertaken with urgency and completed with haste. This is an opportunity to future-proof New Zealand's transport regulation in a way that supports safety, sustainability and economic growth.

"The MIA stands ready to engage constructively to ensure

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Trans Future 5	161	—	7 Jul	8 Jul	12 Jul	31 Jul	2 Aug	3 Aug	4 Aug
Dream Jasmine	46	13 Jul	15 Jul	16 Jul	19 Jul	1 Aug	T/S to TF5 v161	T/S to TF5 v161	T/S to TF5 v161
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As for government plans to reform the Vehicle Dimensions and Mass (VDAM) Rule, to simplify heavy vehicle weight regulations, she warns a narrow review is not enough.

"The VDAM Rule requires full reform," says Wiley. "Its current settings no longer reflect how vehicles are built and certified internationally."

"The outdated rule limits operational efficiency for freight and logistics, places unnecessary burden on operators and restricts access to modern vehicle types."

The Motor Trade Association (MTA) has also voiced its support for the work programme and says the WOF regime is overdue for review, in terms of new and old vehicles.

It notes new models have safety features that don't fit the current inspection template and there are 25-year-old vehicles that only need

to undergo a WOF check once a year.

"This raises serious questions around safety, and it is appropriate that the review takes WOF frequency into account," says James McDowall, head of advocacy.

"The advent of new technologies, particularly in regard to safety, means many vehicles on our roads are vastly different from those even just 10 years ago."

"Improving the role of digitalisation also reflects modern trends and overseas experience. Many New Zealanders travelling abroad remark on the lack of stickers on vehicle windscreens. It's time for that conversation here."

The MTA adds any overview of regulation that removes "red tape" and improves efficiencies and processes is a win for the transport sector and motorist.



The MTA says the WOF regime for new and old vehicles is overdue for review

Bishop says the reforms package is being introduced because the current "rules system is overly cumbersome to update and creates a substantial administrative burden for New Zealand businesses trying their best to operate safely, legally and efficiently".

He notes work has already begun on potentially reducing how often private motorhomes and vintage cars and motorcycles need to have their WOFs or COFs renewed.

The minister adds the "same common-sense approach" is now being applied to other transport rules with most decisions on the reforms expected to be made over the next 18 months.

"The programme includes some longer-term pieces of work that

will not be complete within the 18 months, such as overhauling the vehicle regulatory system to reduce complexity and better align with other jurisdictions' requirements," Bishop says.

"Another longer-term piece of work will be reviewing the VDAM Rule because requirements have not kept up with changes in the international automotive industry."

Public consultation on additional safety requirements for imports, altering the WOF and COF inspection requirements and frequency for light vehicles, and changes to freight permitting requirements will begin in October 2025.

This is due to be followed by consultation in early 2026 on possible changes to licence weight thresholds, enabling digital driver licences, digital documents and e-servicing, and improving lane use and use of traffic-control devices. Initial consultation on overhauling the regulatory system is planned for mid-2026. ☺

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Growth mode follows squeeze

Trading conditions during the first half of the past financial year were worse than 2008's global financial crisis (GFC), reports Turners Automotive Group.

The company's revenue declined due to a higher proportion of lower-value vehicle sales, but this was largely offset by increased volumes and solid margin recovery in the second half.

"Auto retail remains our largest division and the pressure it faced in the first half was no small matter," its annual report states. "But even in conditions worse than the GFC, we proved demand for used vehicles is resilient."

"Although margins were squeezed for a period, our ability to manage and recover margins in the second half was pleasing."

It adds a local sourcing strategy



Turners Auto Retail held its national conference in Auckland last month with its Whangarei branch scooping the company's supreme award. Pictured are chief executive officer Greg Hedgepeth, second left, with Whangarei staff Rees Daley, left, Tracey McLeish and Andrew McKinlay. Visit autofile.co.nz for a full report

provides an advantage and higher margins and for each additional vehicle sold through retail, rather than at auction, Turners makes about an extra \$1,000 per unit.

As for the commercial division, margins felt "severe pressure" in the first half and fell 16 per cent year-on-year as it discounted stock

to achieve volumes. "However, our disciplined approach to stock management positioned us well for when the market stabilised."

"The past year saw a material impact on the used-import market with continued changes in government regulation, resulting in a 21 per cent decrease in used

overseas imports registered in New Zealand over financial year 2025," it adds.

"Dealer numbers have continued to decrease over the past six years and are expected to reduce further. EVs remain a small part of the fleet at around two per cent."

When it came to finance, the group saw profitable growth supported by interest-rate tailwinds. "Economic challenges and rising unemployment put pressure on borrowers. However, Turners' arrears have remained consistent and outperformed the broader market."

The company's insurance division notched up solid growth with momentum building in the digital direct-to-consumer platform, while debt load has continued to build, particularly for small to medium-sized businesses. ☺

A SMARTER TOYOTA-SIZED SOLUTION

OEM Audio offers a solution for modern Toyota dash sizes and strong support for Japanese imports you can rely on.

If you're in the business of selling or servicing used imports or new vehicles, you've likely run into multimedia frustrations especially when it comes to head-unit fitment and compatibility with late-model Japanese cars.

At OEM Audio, we've long supported the New Zealand trade with real-world solutions for Toyota, Mitsubishi and other Japanese marques. Our latest multimedia unit, the BTN525, is designed to meet the demands of changing vehicle designs without replacing tried-and-true products dealers already rely on.

Introducing the BTN525: A Toyota-specific unit for newer dash sizes

There's nothing wrong with the traditional 200mm x 100mm Toyota units. In fact, we still support, stock and install them daily in models such as the Hilux, Hiace and older Corollas. They're reliable and remain a core part of our business.

But many newer Toyota vehicles, including the C-HR, Yaris and Corolla Cross, have a wider 230mm x 130mm dash aperture, which can be tricky with conventional gear.



That's why we developed the BTN525 – a unit made to fit this newer format perfectly without gaps, fascia kits or awkward spacers. It delivers:

- ✓ Wireless Apple CarPlay and Android Auto
- ✓ Factory reverse-camera retention
- ✓ Steering-wheel control support
- ✓ Menu buttons on the right side for RHD vehicles

It's a clean, premium and straightforward solution for Toyota's newer dash formats we're seeing more of across the country.

Broad support for Japanese vehicles, including Mitsubishi

While our Toyota-specific BTN525 is the

headline here, we continue to support a wide range of Japanese makes and models including tailored solutions for late-model Mitsubishi Pajero Sports, which have been known for frustrating Bluetooth issues.

We've developed solutions to address such problems with products that retain factory features and deliver a better user experience. Due to limited frame availability, our Mitsubishi-specific stock is restricted. But our commitment to supporting these models remains strong and we're working on options with supply partners.

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Overhaul for flagship store

A dealership in Christchurch has shown its commitment to Mazda by making a "sizeable investment" and overhauling its flagship showroom despite some tough times for the automotive market.

Blackwells Mazda installed the marque's latest corporate branding on the exterior of its Moorhouse Avenue facility over the summer before revamping the site's interior a few months later.

Rob Manning, dealer principal, says feedback on the changes has been positive and the alterations have been designed to create "a more premium experience" for customers.

"We've given the whole place a big freshen up," he told Autofile. "For our staff and the public, this investment shows our commitment moving forward to Mazda, which has a strong



Blackwells Mazda now sports the marque's latest corporate branding



following in the Canterbury area."

Work on the exterior took about a month to complete. The second stage of the showroom's overhaul began in mid-March and was finished in the first week of April.

Manning says the rebranding of the site brings Blackwells Mazda in line with the marque's corporate identity standards worldwide.

"There's also a lot more greenery inside now, including some small trees, and we've installed studio lighting to help create a nicer ambience."

He adds there was little disruption to operations while outside panels were fitted with the latest Mazda branding, but staff had to shift to Blackwells GMSV for two weeks when work on the interior was taking place.

"There were 15 of us sharing the showroom with GMSV, which was a fun experience, but we were excited to get back into our refurbished facility.

"This is our flagship Mazda dealership and I would say it's the nicest for the brand in the country now we've completed these refurbishments, which were a sizeable investment. The car industry is going through a lot of change and some people might say it wasn't the best time to do this, but it shows our commitment

to the brand and the community."

Manning says Blackwells has a core of loyal customers and a strong presence in Canterbury with the company having been around for more than 100 years.

He notes Mazda's CX-5 is its most in-demand vehicle "because it's a volume model and appeals to so many walks of life".

Sales of the CX-60, CX-80 and CX-90 – part of the marque's premium range – have been increasing month-on-month, and the CX-3 and Mazda2 are also key.

"Mazda has some new products coming in the next 18 months and that should also help us." ☺

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HOW DEALERS BUY BETTER AND SELL SMARTER

Changes to green list

The Motor Trade Association (MTA) has welcomed panel beaters and vehicle painters being added to the immigration green list but says other areas of the car industry still face labour shortages.

James McDowall, head of advocacy, says the decision shows the government has listened to the calls to make changes to support essential automotive businesses.

"The collision-repair sector has been affected by a shortage of skilled workers for several years," he adds.

"Everyone would like to hire locals, but the reality is there aren't enough. Skilled, hard-working immigrants have much to offer in addressing the shortfall."

The coalition will be adding 10 occupations to the green list's work-to-residence pathway on August 18.

Eligible workers will be able to apply for residence after 24 months of employment in New Zealand if they also meet wage and other eligibility criteria.

The move reverses a decision made by the current regime shortly after it took office. The previous Labour government had added the roles to the green list, but the National-led coalition removed them before the decision came into effect.

"That was short-sighted," says McDowall. "But we argued hard for the change and are pleased the government has now listened to us." ☺

Company's profits on the rise

The Geneva Group's pre-tax profit jumped in 2024/25 when compared to the previous financial year.

Its unaudited total has come in at \$6 million for an increase of \$2.4m with the improved result being attributed to its insurance and Tonga operations.

The New Zealand lending operations were impacted by high loan delinquencies, which saw an increased impairment charge matching that for 2023/24.

Quest Insurance continued to perform well in the past fiscal year with net profit before tax coming in at \$7.3m.

That was down by \$1.2m on 2023/24, but included an overheads recharge of \$2.2m of operating costs paid at group level on Quest's behalf.

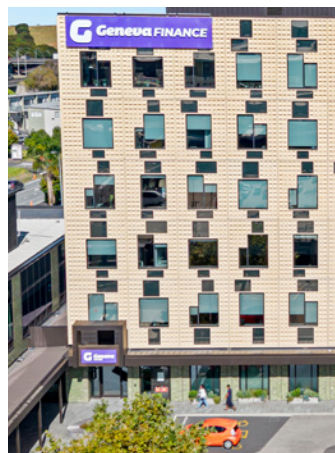
The reporting period saw Quest continuing its year-on-year trend

of double-digit growth. Gross written premiums grew by 20.4 per cent to \$55.8m, driven by robust market demand and expanding distribution channels.

Claims costs remained stable, reflecting continued underwriting discipline, while investment income rose by 13.7 per cent to \$2.1m, supported by strong cash flows and positive term-deposit rates.

Quest maintained a solid liquidity position with cash on-hand climbing by 7.1 per cent to \$42.1m. Its solvency ratios are strong, underscoring its commitment to long-term stability.

"This year's result demonstrates Quest's continued momentum in the market, underpinned by prudent financial management and a focus on strengthening operational foundations to support growth," the company reports.



The New Zealand lending operations, meanwhile, reported a \$3.4m loss for the fiscal year.

However, this was an improvement of \$3.2m from 2023/24's loss. The result reflects the recharge of insurance-related costs now being passed onto the insurance operations from the start of 2025/26.

Loan-loss provisioning hit \$4.9m, similar to the previous year, lending rose by 4.6 per cent to \$55.6m and dealer floorplan funding expanded by 4.5 per cent to reach \$15.1m.

Net group receivables increased from \$110m to \$117.3m for 6.4 per cent year-on-year growth.

"The key focus for lending is improving the quality of loans approved and growing the loan book," says the company.

"Recent changes to lending processes, including the appointment of a new credit manager in January, will support this. The launch of a new lending onboarding platform is under way and is expected to be completed within the next quarter."

The Tonga lending operation reported a \$2.1m pre-tax profit, up by \$300,000 and 18.9 per cent on the previous financial year. ⊕



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Big name reveals at Fieldays

As signing up brand ambassadors in New Zealand goes, they don't come much more popular than Richie McCaw.

The world cup-winning star was arguably, at least among some rugby fans, the biggest reveal at this year's Fieldays.

McCaw's teaming up with Toyota NZ comes hot on the heels of the company's three-year deal with NZ Rugby to become the official mobility partner of the All Blacks, Black Ferns and other national teams.

The marque's site at Mystery Creek last month also put the spotlight on its commercials and accessories. Models on display included the Hilux Hybrid, Land Cruiser 70, Land Cruiser 300, Prado, Hiace and RAV4.

Andrew Davis, chief strategic officer, says: "Fieldays is the



Richie McCaw at Toyota NZ's stand

perfect place to showcase Toyota's capability, durability and reliability."

Toyota NZ is running a special Fieldays offer. Anyone buying a new Hilux or select Land Cruiser 70 can choose between \$2,500 worth of accessories or 3.5 per cent finance. This deal runs until August 31.

Ford revealed its new Tourneo

Courier at the event. It's open for orders from \$55,990 plus on-road costs with deliveries slated for 2025's final quarter.

The marque says the multi-activity vehicle "packs SUV style and practical features into a city-friendly footprint that fits five people with boot space to spare".

Powered by an enhanced one-litre EcoBoost turbocharged petrol engine for 92kW of power, it comes with auto start-stop and an active grille shutter for optimised energy efficiency.

A new seven-speed, dual-clutch automatic transmission is standard while the Active series boasts a two-tone paint design.

Its cockpit features the Sync 4 infotainment system controlled through a central eight-inch touchscreen, a digital cluster display replacing traditional analogue dials, wireless charging pad and storage options for personal items.

With the back seats flipped, the Tourneo Courier has up to 2,162

litres of boot space. There's a three-seat rear bench and the seats are split 60-40. They can be folded and flipped to help carry items up to 1.4 metres long.

Also on show for the first time at Fieldays was the all-new Transit Courier, which features a five-seat configuration.

Paul Heagerty, the Transit's marketing manager at Ford NZ, says: "It delivers the capability of a larger van while keeping the footprint compact."

Among its advanced driver-assistance systems are a lane-keeping system, intelligent speed assist, rear-parking sensors, blind-spot information system with cross-traffic alert and reverse-brake assist.

The Transit Courier DCiV starts at \$49,990 with arrivals estimated for around the same time as the Tourneo Courier.

KGM is considering adding the Torres Hybrid to its Kiwi line-up, but will first assess feedback from potential customers.

Kym Mellow, general manager of Inchcape NZ, KGM's importer and distributor, says: "Fieldays was a great opportunity to introduce the hybrid into the Torres family and show where KGM is heading.

"We're looking to grow our powertrain options and hybrid is a key part of KGM's global shift toward electrified mobility."

The Torres Hybrid is expected to pair a 1.5-litre turbocharged petrol engine with an electric motor in a dedicated hybrid transmission, along with multiple regenerative braking modes.

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Ford's Tourneo Courier





KGM's Torres Hybrid



LDV's Terron 9

KGM already offers petrol and fully electric Torres models here, and its other models on display at Mystery Creek included the Rexton Sachi, Musso and Musso Grand Adventure.

LDV unveiled its "segment stimulating" Terron 9 for the first time. The marque says the new workhorse is built for our roads, worksites and weekends away. It packs 163.5kW of power, 520Nm of torque and a 3.5-tonne braked towing capacity.

The four-wheel-drive, diesel-powered ute was lined up alongside four other models – the T60 Elite, T60 Lux, T60 Max Plus and Deliver 7.

LDV also had exclusive Fieldays offers, especially for those purchasing on-site. These included a free accessory pack worth \$3,000 when buying any LDV. The offer ran until June 30.

JAC had a pre-production prototype of the T9 Hunter PHEV on show. It pairs a next-generation two-litre turbocharged petrol engine with dual electric motors to produce 1,000Nm of torque.

Still in pre-launch development, the high-torque hybrid system is designed for more than 100km on electric power alone.

The T9 Hunter PHEV's local launch is yet to be confirmed but JAC NZ took on-board feedback from visitors at Fieldays, says general manager Andrew Craw.

"It shows what we can deliver in the world of electric and hybrid workhorses, but first we wanted to hear what Kiwis think and get the PHEV out and about on and off New Zealand roads for rigorous testing," he adds.

Other models displayed by JAC,

which is a major sponsor of the event, included its top-of-the-line T9 diesel as well as light-duty EV and Cummins diesel trucks.

The company announced it has three new dealerships opening in Napier, on Auckland's North Shore, and in Hamilton.

"Fieldays was big for us – not just with the T9 PHEV, but with new sites opening," says Craw. "Unlike the carbon footprint of this ute, our footprint's getting bigger in all the right places."

Subaru of NZ was at Mystery Creek for the first time and turned up with a "showstopper" – its all-new Forester.

While the model line-up and specifications for New Zealand will be revealed closer to launch, it will be the first Subaru here to feature the next-generation strong hybrid e-Boxer powertrain.

The Forester was joined by its SUV siblings, the Crosstrek and Outback, and the model-year 2025 WRX.

The marque also hosted team members from Street Smart, who talked about their roles with one of New Zealand's leading driver-education programmes and the importance of road safety for teenagers learning to drive.

As the organisation's official vehicle partner, Subaru of NZ provides cars for Street Smart's programmes at Taupo, Hampton Downs and Highlands motorsport parks.

Mitsubishi Motors NZ returned this year with a brace of beasts "too rare to miss" – the "strictly" limited-edition Triton GSR and GLX Sport utes – plus a preview of the new 2025 Outlander petrol and plug-in hybrid variants.

The range-topping GSR and GLX Sport were available with premium accessories at special Fieldays prices of \$69,990 and \$49,990 respectively.

Reece Congdon, head of marketing and corporate affairs, says: "The GSR is the ultimate Triton with a striking design, top-level spec, and the perfect blend of toughness and style."

"Fieldays is always a special event on our calendar and we were excited to launch this special offer to mark the occasion. Only 100 GSR

models and 300 GLX Sports are available at these prices."

The utes were joined by the full Mitsubishi range, which includes the second and third highest-selling passenger cars of 2024 – the ASX and Outlander.

Congdon adds: "There was something for everyone at our stand, and the chance to preview our brand-new 2025 model-year petrol and hybrid Outlanders."

"Finance options were available and we had some great deals on a range of genuine accessories." ☺

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Lessons learnt from legends

The Motor Trade Association (MTA) recently rolled out Afterpay as a benefit for members and let's just say its uptake has been more enthusiastic than a sausage sizzle at Mitre 10.

Afterpay is a heavyweight in the buy now, pay later (BNPL) space and is proving to be a game-changer for our members across the country.

Gen Z and millennials are especially drawn to BNPL because interest-free instalments help ease the pressure at a time when wallets are light as the economic bite continues to take chunks out of people's income.

From tyres and batteries to excess payments on repairs, MTA members are finding ways to offer customers more flexibility and, let's face it, when your car breaks down the last thing you want is financial burden to go with it so spreading the payments can make all the difference.

As part of the Afterpay roll-out, I attended a "leaders and legends" event at Rooftop At QT in Auckland.

Picture this, a sunny day without a cloud in the sky, stunning views over the city and harbour, and two icons – Nick Molnar, co-founder of Afterpay, and Richie McCaw, legendary All Blacks captain – sharing stories, laughs and some pieces of wisdom.

If you know Auckland then

maybe my picture was a little too rosy, but this wasn't a typical corporate snooze-fest. It was more like a friendly trans-Tasman chat where old rivals clashed again and still shook hands afterwards.

New Zealand versus Australia and elite sport versus business. What stood out was how much these two worlds have in common.

Molnar shared the rollercoaster ride of launching Afterpay, including the early days when people thought it was a gimmick.

It wasn't. The company listed on the ASX in 2016 at AU\$1.10 and within five years the share price had jumped to AU\$118. Not bad for a "fad".



LARRY FALLOWFIELD
Sector manager – dealers,
Motor Trade Association

But true leadership, he said, is about owning the outcome. "It was our fault and we had to own it." From there, the rebuild began. One of the key lessons was to learn and be "comfortable in the uncomfortable".

Does any of this sound familiar? Being entrenched in the car industry right now, you probably know that feeling all too well. Between supply-chain issues, rising costs, shifting customer expectations and low sales, it's been a bumpy ride.

McCaw and Molnar reminded us that leadership starts at the top and your team will take their prompts from you.

review, a job done ahead of time or just surviving a Monday without an oil or coffee spill.

Keep your team engaged, ask for ideas, recognise their efforts, and create an environment where people feel heard and valued.

Small gestures, such as a shout-out at the morning meeting or a surprise box of doughnuts, can go a long way with your team.

Invest in growth, not just business growth but personal growth, offer training, encourage upskilling and show your team members that you believe in their futures. When people feel like they're moving forward, they are more likely to stick around for the journey no matter how hard or long it is.

Be visible, present and the great leader your team needs especially when times are tough.

You're not just running a business, you are captaining a team. Just like Molnar in the boardroom or McCaw on the field, your belief in the journey ahead and in your people will be the difference between surviving and thriving.

Whether you are selling cars, fixing gearboxes or figuring out how to keep the lights on, remember that leadership isn't about having all the answers. It's about showing up, staying steady and helping your team succeed even when the road gets rough. ☺



Nick Molnar, left, and Richie McCaw

McCaw took us back to the 2007 Rugby World Cup quarter-final – yes, that one. He spoke honestly about the disappointment, criticism and temptation to blame everything from injuries to referees.

What else can we take from these legends? Stay positive as your energy sets the tone because if you are upbeat and focused, your team will be too.

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Automated videos – more with less

If there's one constant in the automotive marketing landscape, it's that change never slows down.

Last month, we highlighted that 70.5 per cent of Kiwis use the internet to watch videos, which is a clear signal that such content is now a cornerstone of consumer engagement.

Yet for many New Zealand dealerships, video marketing still feels like the final frontier – expensive, time-consuming and often out of reach.

But that's no longer the case. Thanks to advancements in automated video production, creating engaging and professional content has never been more accessible or cost-effective. The era of doing more with less is here.

COST VERSUS RETURN

Most dealerships aren't set up to be video-production houses. While demand is undeniable, many dealers are unsure where to start. What kind of videos work? How often should they be posted? Who's going to script, shoot and edit? More importantly, is the return worth the investment?

Traditionally, video production required a sizeable budget, specialist skills and a lot of time –

hard to justify when margins are tight.

However, new tools are flipping the script and enabling businesses to scale video efforts without adding headcount or blowing budgets.

THE SOLUTION HAS ARRIVED

Automated video production is a game-changer for dealerships wanting maximum marketing impact with minimal resources.

Using data feeds and existing vehicle imagery, platforms can generate hundreds of dynamic video ads in minutes. These can be tailored to models, promotions or locations and instantly deployed across Facebook, Instagram, TikTok and YouTube.

There's no need for a film crew or post-production headaches. You upload your existing inventory data and pictures, and the system does the rest with music, captions, animations and branding included.

HIGH-IMPACT CAMPAIGNS

If you're already taking high-quality photos of cars, you're sitting on a goldmine. Automated video platforms turn static images into



JAMES HENDRY
Director, sales and operations
AdTorque Edge NZ

scroll-stopping, high-impact creative. Not only does this slash production costs, but it also breathes new life into existing content libraries.

This approach aligns with what today's buyers want – 95 per cent cite high-quality

imagery as a key factor in purchase decisions. Now imagine pairing those visuals with movement and personalised messaging at scale.

GETTING REAL RESULTS

Dealerships leveraging this technology are seeing measurable results. Take Simpsons Škoda in the UK, for example. After implementing automated live-inventory videos, they saw a 24 per cent year-on-year uptick in sales. Data-driven video ads showcasing real-time inventory created more relevance, urgency and engagement.

The Intergea Group, one of Europe's largest networks, achieved a 76 per cent jump in leads and a 22 per cent drop in cost per lead by automating its video campaigns.

It's not just about performance, it's also efficiency. Dealerships using

automated platforms report 80-90 per cent savings in time and costs compared to traditional methods.

WHERE TO START

One of the most effective ways to harness this technology is through live-inventory video campaigns. These showcase the cars you have on hand, updated in real time and targeted to active buyers.

Think of it as a virtual forecourt that runs 24/7 on platforms your customers already watch. With automated templates and dynamic updates, your messaging stays fresh and relevant without constant reinvention.

The future of marketing isn't about working harder, it's about working smarter. Automated video production offers an affordable way to stand out in a crowded digital landscape and meet buyers where they are – online.

If you're still relying on static images and text, it might be time to rethink. In 2025, it's not about having the biggest budget. It's about having the smartest tools.

Want to learn more about automated video strategies for Kiwi dealerships? Talk to your digital provider or media agency. Chances are the future is already here. 📱

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Industry movers

TODD HUNTER, pictured, has become a non-independent executive director of Turners Automotive Group in addition to being its chief executive officer, a position he has held since 2016.



Hunter has been with Turners for nearly two decades and has served as group CEO since 2016. Under his leadership, it has delivered growth across its automotive retail, finance and insurance businesses.

Chairman Grant Baker says his new appointment reflects Turners' ongoing commitment to strong governance and alignment between management and shareholders, and for board succession and continuity plans.

"Todd's operational insight and leadership make him a valuable addition to the board," adds Baker. "We look forward to his continued contribution as we execute our strategy to grow shareholder value."

LEO GREGAN and **CHLOE WEBSTER** have become auto relationship managers at Avanti Finance.

Webster covers Christchurch and the Upper South Island, and Gregan is responsible for the Waikato and Bay of Plenty.

Gregan brings hands-on experience across key dealership functions including reconditioning, sales and finance.

His previous roles at Provident Insurance, Waikato SsangYong and LDV give him insights into dealer operations so he can deliver solutions to back business growth.

Webster has a strong track record in automotive and finance through roles at Provident and Finance Now.

Her expertise in sales, finance and relationship management makes her a valuable partner for dealerships looking to grow and navigate an evolving market.



Leo Gregan



Chloe Webster

STEVE VERMEULEN has been appointed automotive industry relationships manager at Trade Me Motors.



He has more than 30 years' experience across independent and franchise service, national motoring advisory, product and retail marketing, original equipment manufacturers, used-import sectors and media.

"It makes sense for Trade Me Motors to have a voice in the industry around market and consumer behaviour," says Vermeulen.

His priorities include engagement, assessing current challenges and opportunities, and extending research and delivery of insights the industry can leverage.

"We're experiencing significant changes in the brands and types of vehicles available, but current considerations around right to repair, emissions standards and supply are all adding complexity," adds Vermeulen.

JOHN BEVERIDGE has joined the Colonial Motor Company's board as an independent director.

His corporate career has included senior management roles with Fletcher Building where he was CEO of Placemakers for four years, and leadership roles with Pacific Steel and Golden Bay Cement.

Leader brings global know-how to market

Francois Roca has taken over from Adam Shaver as managing director of BMW Group New Zealand.



Francois Roca

Roca was previously based in Japan where he was executive director for the group overseeing dealer development and annual sales.

He has replaced Shaver, who was MD here for just over three years and is now head of global used-car strategy and steering at the company's headquarters in Germany.

Roca has more than 21 years' international automotive experience after holding senior positions in marketing, sales and dealer development.

"Francois has a track record of building strong dealer relationships and delivering consistent sales growth," says Jean-Philippe Parain, senior vice-president, sales regions, for Asia-Pacific, Eastern Europe, Middle East and Africa.

"His global perspective and leadership experience will be a valuable asset to our New Zealand operations."

Roca adds: "I am looking forward to building on the strong foundation that Adam and the team have established. I'm excited to work closely with our retail partners."

After graduating in chemistry and finance, Roca, who grew up in Japan, worked for Kodak in Paris from 1991-98.

He then joined the Renault Group and later co-ordinated the European cross-company team for its alliance with Nissan.

In 2000, he moved to Tokyo to head up Renault's Asia-Pacific marketing division before becoming marketing director for Japan for three-and-a-half years.

Then it was back to Paris in 2006

as importer director for Europe.

Roca joined luxury Swiss travel company Kuoni during 2008 as managing director for Japan before setting up his own consultancy two years later.

He started with the

BMW Group in 2013 as general manager of Mini in Japan and led the brand to 50 per cent sales growth in five years.

Roca was appointed vice-president Mini for Asia-Pacific, Eastern Europe, the Middle East and Africa in 2019, a position which was based in Munich before he moved back to Japan in 2022.

Shaver, meanwhile, has been with the company for more than two decades, holding senior sales and marketing roles across BMW and Mini in Munich and Canada.

After taking the reins in New Zealand, he introduced a new business structure and operating model focused on collaboration, digitalisation and efficiency.

Under his leadership, the team delivered "strong results in challenging market conditions and significantly strengthened relationships with the retail network".

During his tenure, BMW's overall market share here increased from 1.4 per cent in 2022 to 2.2 per cent as of April 2025. Its share of the premium segment went up from 15.7 to 19.6 per cent.

Last year, BMW reclaimed the number-one position for premium marques for the first time in a decade, which has carried through to this year with first-quarter registrations rising by 18.6 per cent.

"We thank Adam for his leadership and the exceptional results he achieved alongside the local team and our dealers," says Parain. ☺



Adam Shaver

Time to revise transport rules

As the representative body for companies responsible for nearly all new vehicles entering our fleet, the Motor Industry Association (MIA) has a front-row seat to the regulatory frameworks shaping our transport sector.

A well-functioning regulatory system is fundamental to the safety, environmental performance and efficiency of our vehicle fleet and, by extension, the overall integrity of our transport system.

For our part, the MIA is committed to supporting a future that's safer, cleaner and more technologically advanced for New Zealand's drivers and communities.

Yet, it has become increasingly evident to our members, and likely many others across the transport ecosystem, that our country can no longer defer action on long-standing regulatory challenges that are limiting industry progress and public benefit.

Without urgent, co-ordinated action, we risk falling behind our global peers. But with bold, pragmatic steps, we have the opportunity to unlock significant transport, economic and environmental gains.

In its current form, New Zealand's land-transport rule framework is no longer fit for purpose. The pace of regulatory development has failed to keep up with technological advancement or with the expectations of consumers and trading partners.

Years of patchwork solutions, exemptions and workarounds have led to a system that's increasingly fragmented and inefficient.

To move forward, we believe the regulatory system must deliver solutions that are:

- ▶ Urgent – addressing rule misalignments and compliance bottlenecks already slowing down investment and fleet renewal.
- ▶ Practical – implementable with minimal disruption and meaningful benefit across the public and private sectors. For example, improving digital access to compliance processes and reducing unnecessary administrative duplication.
- ▶ Globally aligned – leveraging established international standards, such as the Australian Design Rules and United Nations Economic Commission for Europe frameworks, to improve vehicle availability and reduce duplicated testing or certification effort.
- ▶ Future-ready – enabling the uptake of advanced safety features, cleaner vehicle technologies and modern compliance methods.

Recent signals from the government of its intent to modernise the regulatory system are encouraging.

In particular, we strongly support last month's call from Chris Bishop, Minister of Transport, for bold reform. That's what the entire new-vehicle industry – from motorcycles and cars to utes and heavy trucks –



AIMEE WILEY
Chief executive officer,
Motor Industry Association

urgently needs.

The MIA backs the government's ambition and is aligned with the minister's vision for bold reform. This is an opportunity to future-proof New Zealand's transport regulation in a way that supports safety, sustainability and economic growth.

We see this as a once-in-a-generation opportunity that can deliver real change to benefit all and our association is eager to put its shoulder to the wheel to ensure it's carried through to reality.

It is of utmost importance, therefore, that this ambition must now shift from signalling to delivery through an accelerated, co-ordinated approach that matches the pace of technological and market change.

The scope and timeline currently in play risk being overtaken by events. The reality is that change is happening faster elsewhere, and New Zealand's long-term goals – whether around safety, decarbonisation or economic resilience – require a regulatory foundation that can support them.

The most immediate priority is to bring forward action on consensus items and embed global alignment as standard practice.

Advancing critical rule reviews: Early action is needed on high-impact areas such as axle-weight harmonisation, digitisation of MR2A processes and streamlined pro-forma certification. These directly impact vehicle access, compliance

certainty and road-safety outcomes.

Defaulting to global equivalence: Aligning compliance pathways with internationally recognised frameworks unless there is a clear, evidence-based rationale to diverge.

Digitising core regulatory processes: Replacing paper-based, manual systems with digital tools that provide transparency, reduce cost and improve efficiency. Real-time rulebooks, certification dashboards and vehicle tracking should be standard tools and not future goals.

Adapting rules for modern vehicles: Thresholds and dimensional limits must reflect the realities of battery electric and safety-enhanced vehicle design. Without targeted updates, some of the world's safest and cleanest vehicles will remain excluded.

Reducing reliance on exemptions: Rules should be clear, complete and codified. A system dependent on workarounds erodes public trust and investor confidence.

Establishing co-design pathways: The industry must be a strategic partner in rule development, with formal mechanisms for collaboration on standards, testing and implementation guidance.

Industry stands ready to co-design, contribute technically and support transition planning. The policy foundations are already laid. The ideas have been tested.

Now what's needed is implementation leadership to ensure New Zealand isn't just catching up, but is confidently setting direction in a fast-evolving global transport landscape. ☺



**MOTOR INDUSTRY
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The month that was... July

July 5, 1999

Toyota pushes industry to clean up act

Toyota New Zealand was calling for the industry to pay more attention to environmental issues.

The company was leading the way in New Zealand on that touchy – for the automotive industry anyway – and largely ignored subject with some ground-breaking eco-initiatives.

Toyota NZ was evaluating a hybrid, the Prius, for possible sale here. About 85 per cent of its new cars on the market were recyclable and it was developing a fuel-cell electric model as part of its quest to find the ultimate environmentally friendly vehicle of the future.

Managing director Bob Field said caring for the environment was going to become increasingly important. He added New Zealand collected more “dead vehicles” per head of population than anywhere else.

“Unless we smarten up our act, we will continue to be a dumping ground for dead cars which will eventually compete with people for space on the landscape.

“If we think ahead to the inevitable shift from petrol to fuel cells for motive power over the next half-century, the number of redundant vehicles coming up for scrapping will increase substantially.”



July 1, 2005

SoC it to 'em

New Zealand's statement of compliance (SoC) importing regime needed to be reviewed, agreed two organisations representing used-vehicle importers.

The Independent Motor Vehicle Dealers Association was planning a three-pronged approach to advance such a review while the Motor Trade Association (MTA) was taking a more conservative line.

“We would like to see if Land Transport NZ could come up with something to make it easier because the system at the moment is quite invidious,” said Andy Cuming, the MTA's communications manager.

“Regulators need to be more open-minded about how they can assist individual importers meet the minimum requirements. However, we disagree strongly with people who say obstacles to importing should just be made to go away.”

Cuming added that while new-vehicle distributors should take reasonable steps to provide importers with information about their cars, importers had to be prepared to suffer commercial disadvantages by not being directly aligned with distributors.



Third quarter, 2006

Climate change – where is the industry heading?

The issue of climate change was featured in the keynote speech at Labour's annual conference where it was stated the country should aim to be the first to be truly sustainable.

“The issues have come to a head with the climate-change crisis,” said the Prime Minister Helen Clark. “We can now move to develop more renewable energy, biofuels and public-transport alternatives and minimise – if not eliminate – waste going to landfills.

“I think it's time to be bold in this area. Why shouldn't New Zealand aim to be the first country which is truly sustainable.”

Andy Cuming, spokesman for the MTA, said: “The work that needs to be done can be divided into two areas. One is the issue of importation policies that minimise the build-up of old and fuel-inefficient cars, and what to do with those that are already in the fleet. Also, end-of-life vehicles are something we have to contend with.”

Motor Industry Association president John Leighton agreed. “New Zealand has a disproportionate number of cars relative to its population. The country is flooded with old vehicles. The government needs to look at incentives to get older ones off the road.”



July 21, 2006

Dodgy dealing fined

The dodgy practice of claiming a standard sale was a “tender” process resulted in a former Auckland car dealer being found guilty of misleading consumers, with more cases coming up for prosecution.

The company's former director, who told customers they weren't protected by the law because they had bought their cars on a tender basis, was fined \$48,000 for misleading Kiwis about their rights.

He was found guilty of 32 charges of breaching the Fair Trading Act by misleading buyers about the rights and remedies that were available to them. The charges related to more than 20 customers who purchased vehicles from his yard between August 2001 and November 2003.

The Commerce Commission said some dealers were using sham “auctions” or “tender” processes to try to avoid their legal obligations.

Deborah Battell, the regulator's director of fair trading, said the defendant in this case thought that he had found a legal loophole by selling vehicles through a so-called tender process, but such a loophole didn't exist. “Car dealers cannot ‘contract out’ of their legal obligations,” added Battell. She said the commission was “actively pursuing” other alleged offenders.



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Rethinking risk in road safety

I've always been firm in my opposition to victim blaming. Not just because it's unkind, but because it obscures the real problem. It prevents us from fixing the system by redirecting focus onto individuals.

Take cars, for example. Smaller vehicles are routinely labelled "unsafe" while we give a free pass to utes and large SUVs that exacerbate most of the risk. That isn't a neutral observation, it's misdirected blame.

But recently, I've been forced to question if that view is too simplistic. I've been thinking about a concept I hadn't paid much attention to before – the principle of assumption of risk.

On the surface, it sounds reasonable. If you choose to ride a bike on a high-speed arterial road, you know it's risky. If you buy a small car instead of a tank, you're aware of the trade-offs.

So how much of the risk are you choosing and when do we say "that's on you". It's a fair question and it has forced me to consider.

THE LIMITS OF CHOICE

In theory, assumption of risk is about responsibility. If you knowingly engage in something risky, you accept the consequences. However, that only works if the choice is real and meaningful.

The typical used Japanese import is smaller, lighter and in many cases safer for the public, especially pedestrians, than the alternative.

But when crash-testing standards are biased toward

occupant safety in multi-car collisions and when the dominant vehicle on the road weighs more than two tonnes, that lighter car seems "unsafe" by comparison.

Is the person who chooses to import, sell, or drive that vehicle assuming the risk? Maybe, but they did not create that risk.

This is the heart of it. Assumption of risk only holds water when the person at risk has a real alternative. If they don't and if the entire system is engineered in a way that offloads risk onto them it's not assumption, it's assignment.

WHERE DANGER STEMS FROM

It isn't just the vehicles, it's the road system itself. Road design in New Zealand often prioritises speed over safety with wide lanes, long sight lines and slip lanes that encourage acceleration. These are great if you're in a ute. They aren't great if you are on a scooter, in a mini-car or crossing the street on foot.

Add to that market dynamics which flood the country with oversized vehicles plus regulation that rewards weight with more lenient emissions standards, then suddenly the person in the smaller vehicle isn't just assuming risk – they are being handed it wrapped in the logic of "buyer beware".



KIT WILKERSON
Head of policy and strategy
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In truth the risk is structural and when we pretend it's personal, we let the system and those who manage it off the hook.

TAKING ON RESPONSIBILITY

None of this is to say individuals have no responsibility, but it has to be proportional to power and options.

If you're a used-vehicle importer, you're constrained by stock in Japan, shifting exchange rates and regulatory settings at home. You aren't choosing

"unsafe" cars out of recklessness. You're trying to offer affordable, efficient options in a market that increasingly penalises those very values.

The same goes for the buyer.

Not everyone can afford a new car and not everyone wants to be part of the arms race to out-mass other drivers on the road. That doesn't mean they should be treated as though they opted into danger.

SYSTEMIC FAILURE

Language matters and "vulnerable road user" annoys me. It sounds compassionate until you realise what it really means and that's someone who is expected to be at risk.

The term frames cyclists or

pedestrians as vulnerable by nature not by circumstance. It says nothing about the high-speed roads with no shoulders, the lack of protected crossings or oversized vehicles roaring past.

It frames their exposure as a choice, even a flaw, rather than a consequence of a system that was never built for them.

It's a textbook case of reframing systemic failure as personal fault. We call them vulnerable and then design around that vulnerability – visibility gear, bike helmets, and pedestrian refuges – instead of eliminating the conditions that create the risk to begin with.

ISSUE FOR CAR INDUSTRY

At VIA, we represent importers of smaller, more efficient vehicles. Our members provide options that are safer for others on the road, support lower emissions and are more affordable for Kiwi families.

Yet time and again, the blame for systemic problems, from safety statistics to emissions targets, lands on their shoulders.

Understanding the difference between assuming and assigning risk gives us a framework to push back. It reminds us fairness in regulation isn't just about who ends up with what outcomes. It's about who gets to make real choices in the first place.

Maybe it's time we stopped calling our customers and cars "vulnerable". They're not vulnerable, they are exposed. The sooner we recognise the system is what makes them so, the better we can advocate for change. ☺

Fairness is about who gets to make real choices in the first place



Skateboard into electric future

Kia has revealed the PV5, EV4 and Concept EV2 with the three models representing the latest phase of its electrification strategy.

The company says they also illustrate its "determination to re-energise" the market for zero-emissions vehicles.

The PV5 is its first dedicated platform beyond vehicle (PBV) and highlights an expansion into personalised mobility.

The EV4, unveiled as a concept in 2023, is Kia's first electrified sedan and hatchback.

It aims to extend the appeal of its mainstream line-up, which includes the EV9 and EV6, by offering "innovative features that transcend" what's typically offered in the C-segment and catering to a diverse range of buyers.

And the Concept EV2 previews a B-segment SUV as the latest addition to the brand's fully electric portfolio.

Like the EV4, it highlights the South Korean company's bid to make EVs more accessible with features that go beyond its class.

Ho Sung Song, president and chief executive officer, says: "We

remain committed to becoming the world's leading EV brand and sustainable solutions provider by enhancing options and experiences.

"With models like the EV4 and the vision shown in the Concept EV2, we're striving to open the benefits of EV ownership to everyone. As a first mover in the PBV sector, through the PV5 we combine a customer-first approach with advanced technology to transform mobility."

IN COMMERCIAL SPACE

The PV5, which appeared as a concept at last year's Consumer Electronics Show in Las Vegas, is the foundation for a new form of EV usability with "exceptional flexibility through radical modularity".

Built on a dedicated platform to enable innovations in hardware, software, customer experience and manufacturing, it aims to improve owners' personal and business lives.

The PV5 will come in three body styles and, along with Kia's future PBVs, it will have a battery-electric "skateboard" architecture.

Called the Electric-Global



The PV5 Passenger

Modular Platform for Service (E-GMP.S), it streamlines development by standardising components while allowing for versatile vehicle designs.

At its core is an integrated modular architecture, which harmonises essential components such as batteries and motors to cut costs.

The skateboard concept allows for diverse upper-body designs to be integrated into a flat base for Kia to develop a range of PBVs across segments.

Additionally, its flexible system enables the modular assembly of components, like assembling a puzzle, to meet customer needs.

The PV5 Passenger has a three-row seat configuration, which can be optimised for luggage or camping and has been developed with ride-hailing in mind.

The Cargo has standard, long and high-roof versions. An optional L-track mounting system provides flexibility, while vehicle-to-load functionality improves efficiency.

The PV5 Chassis Cab is supplied unfinished with a shared cabin,

which utilises the Cargo's front section. It can support conversions to the likes of drop side and freezer-box variants.

The Passenger can be shifted from personal to business use. There's a spacious interior and cargo area, lift-up tailgate and fold-and-divide seating options.

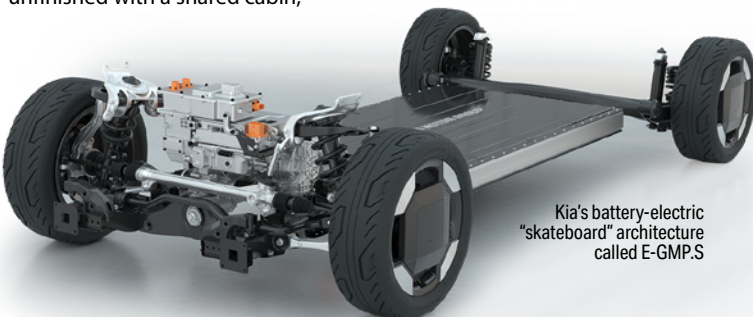
Its open-source platform means accessories can be installed while the interior is based on a three-row seat configuration for numerous usage possibilities.

In its two-three-zero layout, for example, the Passenger's first and second rows are used to sit on while the third row is for luggage.

Thanks to the second-row seats' reclining and folding capabilities, the set-up with a flat board is ideal for camping trips.

In the one-two-three layout, the space next to the driver can be used as a multi-storage area.

The PV5 Cargo with its three specifications offers maximum cargo space of 5.1 cubic metres, which is competitive compared to traditional car-derived vans.



Kia's battery-electric "skateboard" architecture called E-GMP.S

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◀ Its standard and long variants are designed for two seats with three as an option.

The high-roof version has an extra roof console as standard. In the two-seat layout, an optional walk-through features a sinking passenger seat and partition with a sliding door.

The Chassis Cab, which comes in at 4,525mm long, has various conversion configurations. It's supplied incomplete with a shared cabin using the Cargo's front section.

To the rear, a flat structure with side-collision protection for the battery and extra mounting brackets for cargo-body installations allows for customisation.

Further iterations of the PV5 will be made available through Kia and partnerships with global conversion companies.

These will include the Crew with various cargo-securing options, such as lashing points, and a wheelchair-accessible model. Others will be drop side, box van, freezer box and light camper.

All PV5s will come with a 51.5kWh or 71.2kWh battery and there's a 43.3kWh option for the Cargo. The 120kW front motor will produce 250Nm of torque. Range will be 400km with fast charging from 10-80 per cent in 30 minutes.

The battery system eliminates the need for modules by integrating cells into the pack for improved energy efficiency.

The PV5's modular interior, meanwhile, utilises an open-box concept that provides versatile space and smart storage solutions.

The marque has introduced Kia AddGear for the range so the



The Concept EV2 and its cabin



PREVIEWING THE FUTURE

The Concept EV2 is a B-segment electric SUV that previews an upcoming production model.

Kia says it's a clear signal of its "dedication to making electric vehicles accessible for everyone."

The EV2 has advanced connected technology and a multi-configurable interior.

The interior features flexible seating. The second-row seats fold up, allowing the front row to slide back as far as possible. This creates an expansive area to use when the vehicle is parked.

Then there's easy access and versatility with rear-hinged doors, a flat floor and wide-opening tailgate for "active urban lifestyles".

The EV2 is slated to launch in Europe and other regions next year. 📍

inside can be customised with accessories that resemble tailored furniture. It means components can be easily added or modified, even post-purchase.

Sales of PV5s will begin in South Korea and Europe in the second half of 2025 followed by other markets in 2026. Conversion models are set to start production sequentially over the next two years.

CLASS-LEADING RANGE

Kia has unveiled its EV4 sedan and five-door hatchback built on the E-GMP platform.

The sedan boasts machined 19-inch wheels and a two-piece rear spoiler that work with the light units to reinforce its wide stance.

The hatchback has contrasting black vertical C-pillars and lines, while geometric patterns have been applied to its lower-body sections.

The EV4 GT-Line has extra design elements. The wing-shaped front and rear bumpers provide a stronger impression, while the triangular-motif 19-inch wheels enhance its futuristic feel.

The line-up comes with a 58.3kW power unit as standard and with an optional 81.4kWh long-range battery.

The EV4 sedan delivers a class-leading range of 430km with the

standard model and 630km for long-range variant.

The front-mounted 150kW motor delivers 0-100kph in 7.4 and 7.7 seconds respectively, and a top speed of 170kph for both variants.

The hatchback's long-range projection is 590km when fully charged on WLTP standards.

Charging from 10-80 per cent can be achieved in 31 minutes with the long-range model thanks to its 400-volt EV-dedicated platform.

EV4 production started in mid-March for the South Korean sedan and will get under way in the second half of this year for the Europe-only hatchback with other regions planned for later in 2025.



The Kia EV4 GT-Line

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Payne sets sights on V8 title

In just his third year of V8 Supercars competition, Matthew Payne has emerged as the latest Kiwi title threat in the Australian championship.

The 22-year-old Kiwi is a multi-category karting champion and showed his top-level potential with a rookie victory in New Zealand's Castrol Toyota Formula Regional Oceania Championship, the summer series that has propelled 24 drivers into Formula One.

He dominated the 2021 series by racking up 287 points compared to second-placed Kaleb Ngatoa's 229 with Billy Frazer in third with 202.

It has been a rapid rise for Payne, who went from Formula Regional Oceania to compete in the 2021 season of the Porsche Carrera Cup Australia Championship.

In 2022, he challenged for the development Super2 Series title and made his Bathurst debut alongside Lee Holdsworth.

Then, in 2023, Payne stepped up to the main V8 Supercars with Penrite Racing and a year of promise ended with an emphatic victory in Adelaide. He won again in Townsville last year, claiming his maiden pole position, and ended up sixth overall.

This year, two wins at Taupo and one in Tasmania propelled Payne in Penrite Racing's Ford Mustang to third in the championship at the start of last month.

He has demonstrated excellent speed in qualifying and has been honing his speed and racecraft. That work has progressively made the team faster this year.

It all came good at Payne's home event at Taupo where he won two



Matthew Payne battles with Will Brown at Symmons Plains

out of three races. He says he could even have scored a clean sweep of three wins from three starts.

"It was actually pretty gutted. I mean, we had really good speed on the super-soft tyres but I butchered the last qualification lap and that put us down the grid a bit.

"In the race you probably had four or five laps of good grip before you dropped into a world of hurt, which made it difficult to fight through."

The short, three-corner track at Symmons Plains had been difficult for the team in previous seasons, but Payne forged through to take the win and consolidate his position in the series.

A tight hairpin turn at Symmons is key to a fast lap and can be chaotic in the early laps.

"It's pretty wild in race starts and there's always big congestion there. It is definitely what creates your lap times – how good your braking is, how best you can get around it and get to drive out of it. It's tough."

Payne and Penrite Racing delivered a strategy masterclass to deny a rapid Broc Feeney in

a stunning finish to the 88-lap Tasmania Super 440.

A second compulsory stop taken during a mid-race safety car set up the Kiwi's run to victory. With all pit stops completed, Payne led Brown by 3.2 seconds and Feeney was 13.7 seconds from the lead behind Reynolds and Randle.

On a charge, Feeney mowed through the field to chase down the Penrite Ford in the closing laps.

Ultimately, Feeney came up just short with Payne emerging a shock winner from 11th on the grid by 0.05 seconds in a remarkable photo finish. The result was the third closest winning margin in the history of Supercars.

"That was a cool race and I knew it was going to be seriously tight at the end," says Payne.

"The car held onto its tyres really well. We ran four greens which helped, so it's just unreal. It was a battle at the end. Once I got through the hairpin, I knew I could cover him down the back but he still put up a good fight.

"It was so good to win there. We have struggled here so much

and it was hard work paying off."

Payne describes the weekend as "pretty crazy".

"We probably struggled with our one-lap speed. We just missed out on getting the shootout on the Sunday and ultimately qualified 11th.

"Our Saturday was okay. We had a 16th and a seventh. I recovered to get some points in the Saturday late race.

"But it was a crazy race on the Sunday. We played the strategy game. I ended up doing like 50 laps on a set of super-softs and just held on in that last lap to win. I enjoyed every minute. It was tough, but the team did an unreal job with the strategy."

Looking ahead to the season's second half, Payne says parity issues between the Ford Mustang and Chevrolet Camaro are still a talking point although the quality of Ford's drivers and teams may be a key factor.

"We've improved year on year, although the tracks we race mid-year have always been a problem for us." ⊕



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Kiwis take in hard-fought win



Paddon and Kennard in the Forest Rally's red dust. Photo: Tayler Burke / PRG

Hayden Paddon and John Kennard overcame intense competition and muddy conditions to top the podium for the Forest Rally in Western Australia.

They won both heats to firm up their third placing in this year's Australian Rally Championship (ARC) behind Lewis Bates and Scott Pedder after two of the six rounds.

Seeded fourth for the first heat, the two Kiwis were among the top-runners from the outset as expected.

But the competition was hot with 2020 FIA Junior World Rally champion Tom Kristensson securing the first stage, three-time ARC winner Harry Bates taking the second and Paddon the third.

A lot of rain made conditions very slippery in places, but there was high grip in others.

Going into the Saturday afternoon loop, Rally of Canberra winner Pedder took the fourth

stage win before Paddon and Kennard wrapped up the day to their satisfaction by winning the last two stages by 12.3 seconds over Pedder.

Following their entertaining heat-one victory, the Kiwis ended up topping the standings at the completion of Sunday's six stages by just five seconds over Harry Bates and Coral Taylor to claim outright victory overall.

Finishing in second place for the weekend was Bates and Taylor thanks to their Sunday efforts, while ARC debutants Kristensson and Andreas Johansson rounded out the podium after finishing heat two in third place.

The Swedes finished the weekend overall on equal points with championship leader Bates, but ended up on the podium courtesy of a countback.

Remarkably, the battle for heat two honours went down to the power stage as Paddon in his Hyundai i20 Rally 2 finished ahead

of Bates and Kristensson by a few seconds to sew up both the heat and victory.

Although overall Paddon's victory was well-deserved, he was aided by a major incident on the day's first loop of stages where runners-up Pedder and Glenn Macneall from heat one endured a minor crash on stage nine. It was big enough though to ruin their rally.

They were second at the time and managed to get their car back for the remaining three stages although any hopes of winning the rally were dashed.

Earlier in the day, it was Kristensson who again proved his talent early on to win the opening stage before consecutive stage wins for Harry and Taylor saw the reigning champions slot into top spot either side of the midday service.

Paddon responded with a big win on the penultimate stage before sealing the victory on the

power stage. The second heat started with a wet and muddy loop of three stages, but drying conditions in the afternoon suited Paddon and his car better. The Kiwis were ultimately the day's victors by a margin of just 5.4 seconds over Bates.

"It was a good weekend and we're happy to come away with the win on both days," says Paddon.

"It was more than we expected especially as the conditions were challenging.

"Rain made the first pass slippery and probably didn't work to our strengths with the car, but on the afternoon loops we were able to bring it back in some close battles.

"When you've got to fight for a win, it is always a bit more satisfying – similar to the feeling we had doing the European Championship when we had to be pushed on every stage. To be honest, I'm loving the battle right now." ☺

Hunt smashes series

Ben Hunt extended his lead in the Brian Green Property Group New Zealand Rally Championship after claiming victory at the South Canterbury Hydraulics Rally South Canterbury.

The reigning national champion backed up his opening round win at Otago month with a dominant victory by one minute and 56 seconds.

The Skoda NZ Fabia Rally 2 driver led home Josh Marston in his RDL Holden Barina AP4 and Robbie Stokes behind the wheel of his Stokes MotorSport Fabia Rally 2.

The battle between Marston and Jack Hawkeswood in his

Force Motorsport Toyota GR Yaris ran throughout the day until the latter stopped on the penultimate stage, while Stokes overcame a mechanical issue on the opening stage to salvage a podium finish.

Dylan Thomson scored fourth in his older model Kiwi Carpet Cleaning Subaru Impreza.

Hawkeswood, Emma Gilmour in her Vantage NZ Citroen C3, Jack Stokes with this Stokes MotorSport Ford Fiesta AP4 and Hayden Mackenzie driving his Albany Toyota Yaris AP4 failed to finish.

At the third round, Cantabrian Robbie Stokes claimed his maiden rallying win at the Lone Star Rally of Canterbury. In his SM Fabia



Ben Hunt slides through the South Island scenery. Photo: Geoff Ridder / Motorsport NZ

Rally 2, he led from start to finish to beat Hunt by 12 seconds.

Robbie's brother Jack Stokes was third in the SM Ford Fiesta AP4.

The younger Stokes' podium finish added to a special family

day as Robbie became the second ever second-generation driver to win a round of the national championship following Hawkeswood's victory at Otago last year. ☺

Tribunal throws out claim service record was fraudulent and orders dealer to remedy rattle

Background

Steven Cleave bought a 2017 Toyota RAV4 for \$28,180 with 143,530km on the clock from Taj Car Imports on August 23, 2024.

He claimed its service records were “fraudulent”, the wrong oil was put into it and its cam chain, and in turn the engine, was damaged.

The buyer wanted to reject the RAV4 for a full refund and compensation. However, the dealer said Cleave hadn’t proven any faults existed and it wasn’t given an opportunity to inspect it.

Taj Car Imports added it would remedy any problems if required to do so and that Cleave shouldn’t be able to reject it.

The case

The vehicle was last serviced at 122,943km by Auckland City Toyota, according to its service book.

Cleave also noted at purchase that the service sticker on the RAV4’s windscreen stated it had last been serviced by HM Motors on May 3, 2024.

He added it appeared the five in 151,000km on the sticker had been changed from a four. He claimed this and the fact the service wasn’t recorded in the log book was evidence the vehicle’s servicing record was fraudulent.

Cleave provided no other evidence for this claim and, at the hearing, the trader noted the RAV4 had been serviced by HM Motors before it purchased the car.

The dealer added its providers didn’t always update servicing booklets, especially for older second-hand vehicles.

The buyer said the 5W-30 oil used was “too thin” and 10W-30 should have been put in.

In support of his claim, he took 5W-30 from the car and had it tested by Flinders Cook Ltd on



A model-year 2017 RAV4

November 21, 2024, more than six months after HM Motors recorded it had replaced the fluid.

Cleave replaced the 5W-30 with 10W-30 and this had quietened the engine.

He added the timing chain was stretched, evidenced by rattling he heard coming from it, and this would have caused metal filings to have gone through the engine.

At the hearing, Cleave said he wouldn’t be able to drive the car more than 80,000km because the engine “will be stuffed” and it might “blow up before then”. However, he provided no evidence other than his own experience with the vehicle.

He supplied an email from Albany Toyota to him dated December 6. It stated: “Based on our diagnosis, we cannot confirm any issues with the vehicle without stripping the engine and carrying out a detailed assessment to confirm a fault if there is one.”

The buyer asked Albany Toyota for a quote to replace the engine and that came in at about \$14,550 plus GST.

Cleave also provided a quote from Mychanics dated November 30, which quoted \$3,800 to replace the timing chain. The quote didn’t include a diagnosis of any faults.

He did, however, provide videos and photos to support his claim there was a problem with the RAV4’s timing chain and engine.

The trader said it had

repeatedly requested the opportunity to inspect the car for alleged faults, but Cleave refused to grant it access. He maintained the dealer had to first refund him and pay off his loan before he would allow an inspection.

After the hearing, Cleave provided an invoice from Mychanics dated January 15, 2025. It diagnosed a loud rattling on start-up and suspected the timing-chain tensioner wasn’t holding pressure overnight.

It also found a small amount of metal contamination in the oil. Mychanics charged \$207 for its diagnosis and \$144 for an engine-oil change.

The finding

The tribunal didn’t agree the RAV4’s history was fraudulent. It accepted service providers didn’t always update service booklets, especially for older second-hand vehicles.

It also found the change to the service sticker was probably a correction of an initial mistake and denied Cleave’s claim that the wrong oil was used.

His mechanic, Mychanics, used 5W-30 oil. In addition, the tribunal found the kinematic viscosity test results to be unreliable because the fluid was at least six months old and was likely contaminated when tested.

However, the adjudicator did rule the buyer had proven, on the balance of probabilities, a failure with the timing-chain assembly

The case: The buyer wanted to reject his 2017 RAV4. He claimed its service records were incorrect, the wrong oil was put in, and its cam chain and engine were damaged. The trader said the purchaser hadn’t provided evidence of any faults and hadn’t allowed the dealer to inspect the vehicle.

The decision: The tribunal dismissed the application under the Consumer Guarantees Act (CGA) to reject the car, but it ordered the trader to inspect and fix its rattle at start-up.

At: The Motor Vehicle Disputes Tribunal, Auckland.

and Mychanics’ diagnosis confirmed there was a rattling on start-up. The repairer suspected the timing-chain tensioner wasn’t holding pressure when left overnight.

The tribunal decided a reasonable person wouldn’t find that acceptable so soon after purchase and after 3,000km of travel, so the RAV4’s fault breached the CGA’s guarantee of acceptable quality.

Other than Cleave’s oral testimony, there was no evidence confirming the alleged fault with the engine.

The tribunal also ruled he wasn’t entitled to reject the car because the trader hadn’t refused or failed to remedy the noise on start-up as it hadn’t been given the chance to do so.

Under section 18 of the CGA, Cleave was entitled to be reimbursed Mychanics’ diagnostic costs because they were incurred to prove the rattling and were reasonably foreseeable in the circumstances.

The buyer wasn’t entitled to any additional compensation because he hadn’t provided any evidence in support of those claims.

Orders

The application to reject the car was dismissed. The trader was ordered to pay the purchaser \$207 and remedy the cause of its rattling noise. ☺

Modified ute rejected three years after supply for failing warrant due to lack of certification

Background

This decision related to a second hearing on an application by Jason Collins to reject the new LDV T60 Lux he bought on March 16, 2021, for \$49,946 from Cooper No5 Ltd.

The purchase price included \$11,371 of accessories and extras, and he purchased the ute with the intention of using it to transport a slide-on camper.

The case

The vehicle offer and sale agreement (VOSA) contained a special condition. This stated the ute's payload was 1,295kg, its gross vehicle mass (GVM) came in at 3,350kg and gross combined vehicle mass (GCMV) was 6,350kg.

Correspondence with the trader at the time of the transaction also recorded those weights.

Collins used the T60 with the slide-on camper until March 2024 when it underwent its first WOF check. He was informed its GVM and GCMV hadn't been upgraded so it was failed.

After the first hearing, the tribunal found the vehicle was sold with the special condition it would be upgraded to meet the buyer's requirements, but the LVV certification process for the modified T60 wasn't completed.

On that basis, the adjudicator ruled the vehicle didn't comply with its description, and there had been breaches of the Consumer Guarantees Act (CGA) and Fair Trading Act (FTA).

The first hearing was adjourned to assess whether the issues with the T60 could be remedied through the LVV process, but subsequent evidence established the GVM and GCMV couldn't be upgraded in that way.

The second hearing was held to consider submissions from the trader and buyer on remedies.

The finding

After the first hearing, the tribunal noted that under section 21 of the CGA a rejection could be granted if the ute's failure was substantial.

Alternatively, damages in compensation for the reduction in the vehicle's value could be granted under section 18 of the legislation.

Under section 43 of the FTA, various remedies could be granted, including an order voiding a contract. A refund could also be ordered as well as damages awarded.

Collins wanted to reject the T60 and obtain reimbursement for accessories he had purchased.

The tribunal agreed that a rejection of the ute under the CGA was appropriate. Because of that, it didn't consider what might have been appropriate under the FTA but noted that similar remedies would have been available.

Under section 21 of the CGA, a consumer can reject a vehicle if the acceptable quality failure is substantial.

Alternatively, under section 18 of the act, rejection is available if a trader hasn't succeeded in remedying a failure within a reasonable time.

The adjudicator ruled there had been a failure of substantial character because if Collins had been aware at purchase that the T60 couldn't legally be used as he intended, he wouldn't have bought it.

Section 21 of the CGA also applied because there was a significant departure from how the ute was described in that it was capable of being modified when it wasn't.

In addition, the fact its GVM and GCMV couldn't be upgraded through the LVV certification process indicated it might have been dangerous to use with the extra weight of the camper unit.

While the tribunal stated it didn't have evidence to establish if the T60 was dangerous, it considered a reasonable inference could be drawn from the fact it was unable to pass certification designed to establish it was safe to use in its modified state.

To the adjudicator, that made the vehicle unsafe so section 21 of the CGA applied.

Under section 20 of the act, a consumer must exercise the right to reject a vehicle within a reasonable time.

Collins rejected it some three years post-purchase. In this case, the tribunal was satisfied he didn't know about the issue until he tried to get the ute's first WOF, which it failed.

It also ruled if the buyer had been unable to reject the T60 due to a failure of substantial character, he could have requested a refund under section 18 of the CGA because the LVV certification issue couldn't be rectified.

Having found Collins could

The case: Almost three years after purchase, the buyer wanted to reject his modified 2021 LDV T60 Lux after it failed a warrant of fitness (WOF) because it didn't have a low-volume vehicle (LVV) certificate for a slide-on camper to be carried and he couldn't obtain certification for it.

The decision: The tribunal upheld the consumer's application despite his length of ownership because he was unaware the ute couldn't be modified until he tried to get its first WOF.

At: The Motor Vehicle Disputes Tribunal via video link.

reject the vehicle, the adjudicator considered Collins' claim for reimbursement of the extra accessories he had purchased for it.

The buyer submitted those parts were unique to the T60 and he couldn't sell them if he no longer had it.

Kara Pugh, business project manager for the trader, said Collins had used the items for three years and there was a second-hand market for those items.

She added the accessories were purchased by the buyer of his own volition, and for his own purposes and use.

Their use was ancillary to the ute in that they related to the camping function of the vehicle, so the tribunal didn't consider the purchaser had suffered a loss that was a reasonably foreseeable outcome from the breach.

Accordingly, it was ruled section 18 of the CGA didn't apply and Collins wasn't entitled to a reimbursement of those items.

Orders

The claim to uphold the ute was upheld and the trader was ordered to refund Collins \$49,946.

The buyer was ordered to return the vehicle or allow the dealer to uplift it with all accessories it was supplied with as detailed in the VOSA. ☎

A 2021 LDV T60 Lux



Repeat success for franchise

Archibald & Shorter North Shore has defended its supreme retailer of the year title at Jaguar Land Rover (JLR) New Zealand's annual awards.

It was also named Jaguar retailer of the year and secured the service team title, while quality manager Portia Leet went home with the John Fairhall Emerging Leader Award.

The supreme prize rewards leadership, sales performance and customer-first excellence.

"This recognition is a great honour, and serves as a strong reminder of the drive and capability of our entire team," says Vernon Brown, general manager of Archibald & Shorter North Shore.

"Our two category wins, alongside supreme retailer of the year, included the service team award, which we won for the fifth consecutive year.

"The recognition just reinforces our commitment to raising the benchmark year after year."

Ebbett Prestige Tauranga took out a hat-trick of categories after being named the top Land Rover retailer as well as winning the sales team, and events and partnerships categories.

These awards acknowledge



Archibald & Shorter North Shore team members celebrate retaining the supreme retailer of the year award



Lee Small, left, dealer principal of Ebbett Prestige Tauranga, and Michael Jones, of Motorcorp Distributors

Meet the winners

Archibald & Shorter North Shore: Supreme retailer of the year, Jaguar retailer and service team.

Ebbett Prestige Tauranga: Land Rover retailer of the year, events and partnerships, and sales team.

Archibalds Christchurch: Customer experience.

Armstrong Dunedin: Parts team.

Duncan & Ebbett Hamilton: Business manager.

Portia Leet, of Archibald & Shorter North Shore: Emerging leader award.



Ben Montgomery, general manager of Motorcorp Distributors

operational excellence and the dealership's dedication to brand-building through events and customer engagement.

Ben Montgomery, general

manager of Motorcorp Distributors, which imports JLR vehicles, says its retailers showed "resilience and outstanding leadership" despite a challenging year.

He adds: "Their results reflect the dedication, innovation and performance that continue to elevate the brand in New Zealand." 📍

Ingham honoured

Two Ingham Nissan dealerships have been recognised as among the country's best by earning multiple honours in the marque's 2024 elite dealer excellence awards.

Ingham Nissan North Shore scooped the metropolitan dealer title, and received first place in after-sales and after-sales customer experience.

Additionally, the team achieved the highest number of Nissan sales in New Zealand for the year.

Jonathan Martin, dealer principal, is delighted to see

the business rewarded for its dedication during a particularly challenging year.

He says: "This is a significant accomplishment that reflects the consistency, care and professionalism our people bring to their work.

"Awards like this don't come for one strong month or standout department. They are the result of sustained effort across every part of the business.

"From sales, service and parts to finance and customer care, each interaction has contributed



Jonathan Martin

to this outcome. I'm proud of how the crew has stepped up and this accolade belongs to them."

In the Waikato, Ingham Nissan Cambridge placed third in rural dealer of the year, second in sales and sales customer experience, and came third for rural after-sales and



Ross Dodds

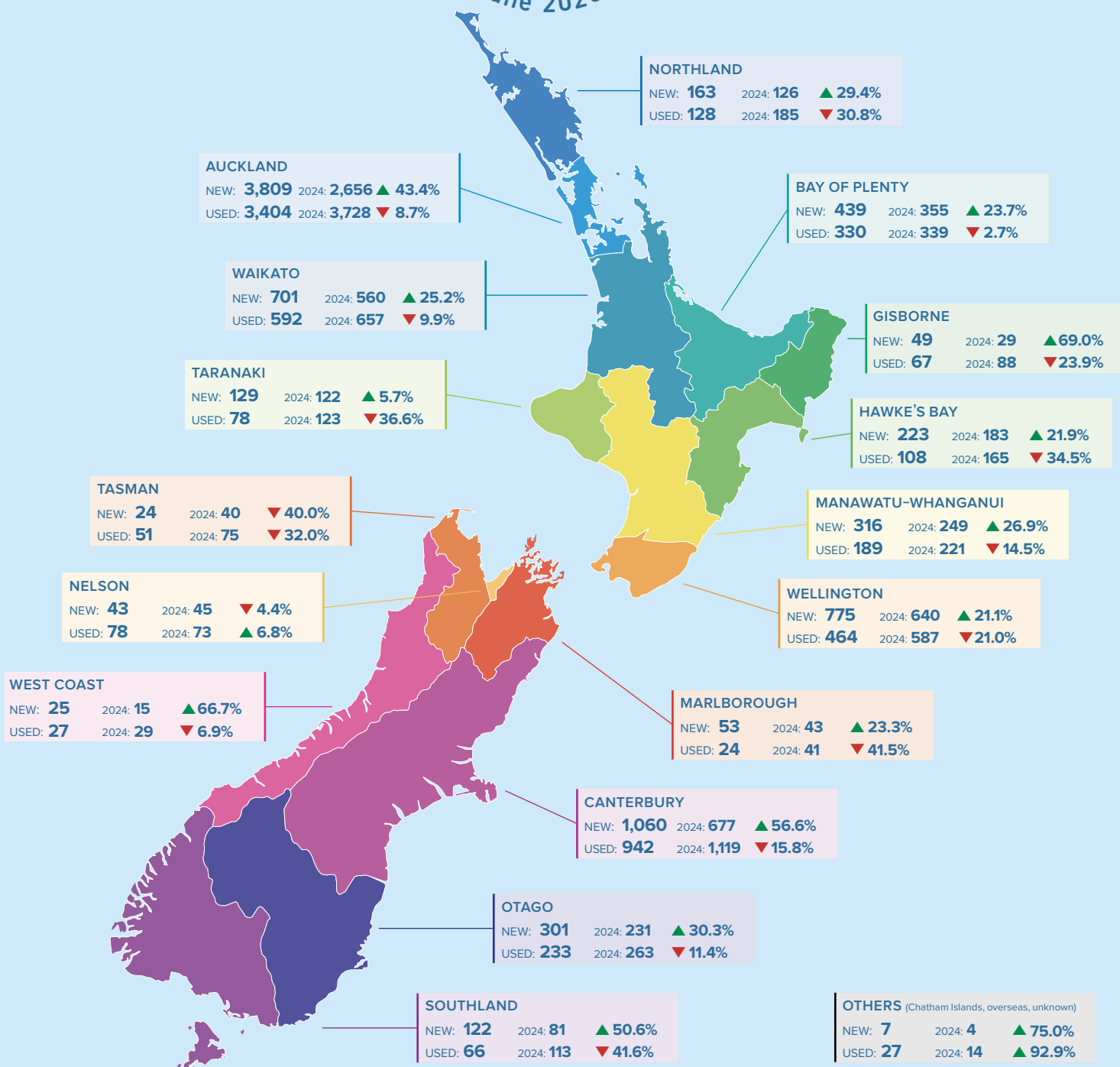
after-sales customer experience.

Dealer principal Ross Dodds says: "We may be a smaller operation, but our performance speaks for itself. The staff have shown real pride in what they do and it's fantastic to see that acknowledged at a national level." 📍

Total new cars	
8,239	
2024: 6,056	▲ 36.0%



Total imported used cars	
6,808	
2024: 7,820	▼ 12.9%



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Imported Passenger Vehicle Sales by Make - June 2025

MAKE	JUN '25	JUN '24	+/- %	JUN '25 MKT SHARE	2025 YEAR TO DATE	2025 MKT SHARE
Toyota	2,478	2,804	-11.6%	36.4%	15,472	36.9%
Nissan	1,034	1,114	-7.2%	15.2%	5,877	14.0%
Mazda	951	1,042	-8.7%	14.0%	5,536	13.2%
Honda	661	701	-5.7%	9.7%	4,000	9.5%
Subaru	579	712	-18.7%	8.5%	3,784	9.0%
BMW	237	265	-10.6%	3.5%	1,493	3.6%
Suzuki	161	203	-20.7%	2.4%	1,125	2.7%
Mercedes-Benz	147	147	0.0%	2.2%	877	2.1%
Mitsubishi	109	164	-33.5%	1.6%	726	1.7%
Lexus	107	176	-39.2%	1.6%	630	1.5%
Audi	103	137	-24.8%	1.5%	748	1.8%
Volkswagen	73	147	-50.3%	1.1%	514	1.2%
Land Rover	32	43	-25.6%	0.5%	229	0.5%
Jaguar	21	15	40.0%	0.3%	96	0.2%
Mini	17	11	54.5%	0.2%	78	0.2%
Ford	16	17	-5.9%	0.2%	113	0.3%
Volvo	14	12	16.7%	0.2%	84	0.2%
Jeep	11	13	-15.4%	0.2%	62	0.1%
Daihatsu	9	5	80.0%	0.1%	28	0.1%
Porsche	7	14	-50.0%	0.1%	59	0.1%
Chrysler	5	7	-28.6%	0.1%	27	0.1%
Dodge	4	5	-20.0%	0.1%	25	0.1%
Chevrolet	4	11	-63.6%	0.1%	47	0.1%
Range Rover	3	0	300.0%	0.0%	9	0.0%
Hyundai	3	6	-50.0%	0.0%	33	0.1%
Tesla	2	5	-60.0%	0.0%	78	0.2%
Renault	2	1	100.0%	0.0%	13	0.0%
Pontiac	2	1	100.0%	0.0%	8	0.0%
Holden	2	4	-50.0%	0.0%	14	0.0%
Ferrari	2	0	200.0%	0.0%	7	0.0%
Triumph	1	0	100.0%	0.0%	3	0.0%
Polestar	1	0	100.0%	0.0%	1	0.0%
Plymouth	1	1	0.0%	0.0%	5	0.0%
Peugeot	1	8	-87.5%	0.0%	12	0.0%
Maserati	1	2	-50.0%	0.0%	3	0.0%
Others	7	27	-74.1%	0.1%	134	0.3%
Total	6,808	7,820	-12.9%	100.0%	41,950	100.0%

Imported Passenger Vehicle Sales by Model - June 2025

MAKE	MODEL	JUN '25	JUN '24	+/- %	JUN '25 MKT SHARE	2025 YEAR TO DATE	2025 MKT SHARE
Toyota	Aqua	668	673	-0.7%	9.8%	4,234	10.1%
Toyota	Prius	557	584	-4.6%	8.2%	3,049	7.3%
Nissan	Note	329	261	26.1%	4.8%	1,641	3.9%
Honda	Fit	314	255	23.1%	4.6%	1,708	4.1%
Toyota	Corolla	311	269	15.6%	4.6%	2,082	5.0%
Mazda	Axela	298	292	2.1%	4.4%	1,690	4.0%
Toyota	C-HR	260	267	-2.6%	3.8%	1,357	3.2%
Subaru	Impreza	240	240	0.0%	3.5%	1,386	3.3%
Nissan	X-Trail	200	265	-24.5%	2.9%	1,230	2.9%
Mazda	CX-5	179	208	-13.9%	2.6%	962	2.3%
Mazda	Demio	163	230	-29.1%	2.4%	1,081	2.6%
Nissan	Serena	155	223	-30.5%	2.3%	895	2.1%
Honda	Vezel	152	129	17.8%	2.2%	778	1.9%
Subaru	XV	147	175	-16.0%	2.2%	1,100	2.6%
Nissan	Leaf	124	82	51.2%	1.8%	671	1.6%
Suzuki	Swift	111	152	-27.0%	1.6%	814	1.9%
Toyota	Vitz	75	98	-23.5%	1.1%	490	1.2%
Mazda	Premacy	64	91	-29.7%	0.9%	421	1.0%
Toyota	Vellfire	61	115	-47.0%	0.9%	428	1.0%
Mitsubishi	Outlander	61	105	-41.9%	0.9%	434	1.0%
BMW	320i	58	58	0.0%	0.9%	283	0.7%
Toyota	Yaris	54	28	92.9%	0.8%	263	0.6%
Volkswagen	Golf	51	104	-51.0%	0.7%	313	0.7%
Subaru	Legacy	50	87	-42.5%	0.7%	372	0.9%
Honda	Odyssey	49	54	-9.3%	0.7%	295	0.7%
Mazda	Atenza	49	114	-57.0%	0.7%	375	0.9%
Toyota	Spade	46	66	-30.3%	0.7%	276	0.7%
BMW	Mini	46	31	48.4%	0.7%	249	0.6%
Mazda	CX-3	46	28	64.3%	0.7%	247	0.6%
Nissan	Skyline	45	46	-2.2%	0.7%	210	0.5%
Toyota	Camry	43	102	-57.8%	0.6%	368	0.9%
Toyota	Alphard	43	49	-12.2%	0.6%	297	0.7%
Nissan	Juke	38	28	35.7%	0.6%	217	0.5%
Audi	A4	38	31	22.6%	0.6%	253	0.6%
Toyota	86	38	36	5.6%	0.6%	215	0.5%
Others		1,645	2,244	-26.7%	24.2%	11,266	26.9%
Total		6,808	7,820	-12.9%	100.0%	41,950	100.0%



WHAT DO YOU WANT FROM YOUR VEHICLE SUPPLIER?

Advice on recalls for dealers

The Imported Motor Vehicle Industry Association (VIA) has reminded dealers to check Japanese databases to ensure call-backs on models have been completed before buying cars there.

It has issued the advice after Toyota NZ instituted a recall campaign for some Lexus and Toyota vehicles including used imports.

Malcolm Yorston, technical support at VIA, says when customers ask dealers if their cars are subject to this call-back that they can be checked online at www.toyota.co.nz/owners/recall/.

"VIA reminds dealers that best practice is to ensure they check the Japanese recall databases for vehicles purchased in Japan and have all safety recalls closed out by the original equipment manufacturers prior to their export," he adds.

For example, it is a compliance requirement that Takata airbag

recalls are closed out before an MR2A can be completed.

"To be clear, the technical minimum is to clear the airbag recall, but VIA supports dealers wanting all safety recalls rectified," Yorston told Autofile. The Japanese domestic recall website can be found at <https://www.jaspa.or.jp/portals/recallsearch/index.html>.

The recall notices issued by Toyota NZ cover seven Toyotas and two Lexuses, and relate to a shared fuel-pump issue.

The nameplates affected are the 2018-19 Alphard, Crown, Hiace, Noah, Vellfire, Voxy and 86. The Lexuses called back are the 2018-20 IS 300h and RC 300h.

"Not all vehicles in the model years are involved," says the company. A total of 675 units – 658 Toyotas and 17 Lexuses – are covered by the call-back.

It is an "expansion of a recall from 2020" that only affects Japanese used-imported

Sales fall

There were 6,808 used-imported cars registered in June for a drop of 12.9 per cent compared to 7,820 in the same month of last year.

The top two models were Toyotas – the Aqua on 668 units and the Prius with 557. Next was the Nissan Note with 329, Honda's Fit on 314 and the Toyota Corolla with 311.

June's most popular marque was Toyota with 2,478 units with Nissan second on 1,034.

Toyotas and Lexuses, and is a "precautionary measure to replace the in-tank fuel pump".

It stems from a manufacturing issue in the pump that can lead to cars not starting or stalling out at low speeds. In rare instances, a vehicle stall could occur at higher speeds.

"The subject vehicles are equipped with a low-pressure fuel pump in the tank that supplies pressure to the fuel-injection

system," states the recall notice.

"These pumps may include impellers which have been manufactured incorrectly. Deformation of the impeller may cause the fuel pump to become inoperative."

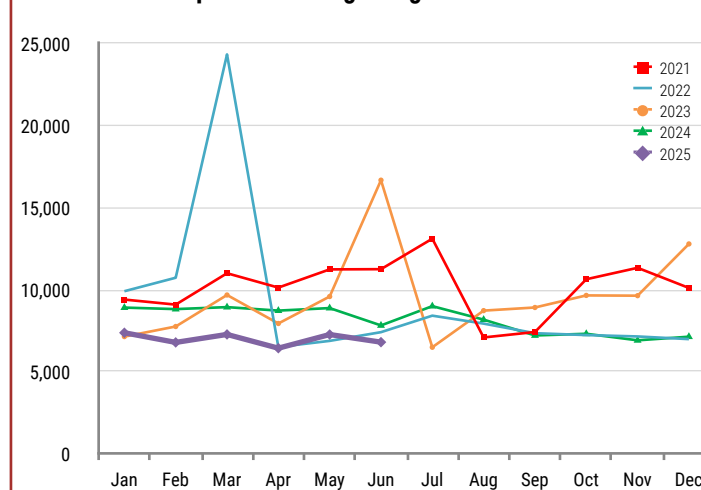
Toyota NZ has been contacting owners of affected vehicles and remedial work will be completed at local dealerships at no cost.

In March 2020, the company recalled 4,874 units sold new here "due to a potential issue with the fuel pump". Multiple models made between September 2013 and July 2019 were affected.

These included the Toyota Camry Corolla, FJ Cruiser, Highlander and Land Cruiser Prado. Others were the Lexus GS, IS, LC, LS, LX, NX, RC and RX.

The call-back was precautionary due to the potential for the fuel pump to stop operating, displaying warning lights and messages on the instrument panel. ☺

Used Imported Passenger Registrations - 2021-2025



Used Imported Passenger Vehicle Sales by Motive Power - June 2025

MAKE	JUN '25	JUN '24	+/- %	JUN '25 MKT SHARE	2025 YEAR TO DATE	2025 MKT SHARE
Full battery electric	131	99	32.3%	1.9%	806	1.9%
Plug-in hybrid electric	54	91	-40.7%	0.8%	333	0.8%
Non plug-in petrol hybrid	3,255	3,403	-4.3%	47.8%	19,582	46.7%
Petrol	3,284	4,117	-20.2%	48.2%	20,635	49.2%
Diesel	84	110	-23.6%	1.2%	594	1.4%
Others (includes non plug-in diesel hybrid, fuel cell)	0	0	0.0%	0.0%	0	0.0%
Total	6,808	7,820	-12.9%		41,950	

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Update to standard coming

Importers are being advised to get to grips with changes to carbon dioxide (CO2) emissions targets before they kick in.

Clean car standard (CCS) levels for passenger and commercial vehicles are being revised from January 2026. Cars will be reduced from 112.6 grams of CO2/km to 108g and commercials from 223g to 207g.

The NZTA warns dealers they will likely see an increase in fees on some models imported and accepted into CCS accounts.

A spokesman says: "Knowing target weights will help you forecast by understanding which

models will be increasing." The agency adds that if car dealers trade credits from one CO2 account to another, both account owners must be verified for anti-money laundering.

Following consultation late last year, the government has decided how costs for administering the CCS will be recovered.

From July 1, anyone registering light vehicles in New Zealand for the first time had to pay a per-vehicle charge of \$22.46 including GST.

"This is aligned with feedback during consultation with most submitters supporting charging a flat fee per vehicle at registration,"

explains the transport agency.

"The CCS is one of the tools for achieving New Zealand's goal of net zero emissions by 2050 and has been funded by the government since January 2023.

"The new fee will help make the scheme financially sustainable so it can keep lowering emissions in the long term."

Meanwhile, the Minister of Transport is proposing to update the Land Transport Rule: Regulatory Systems Rule Amendment 2025.

The proposals include changes for heavy vehicles and vehicle dimensions and mass,

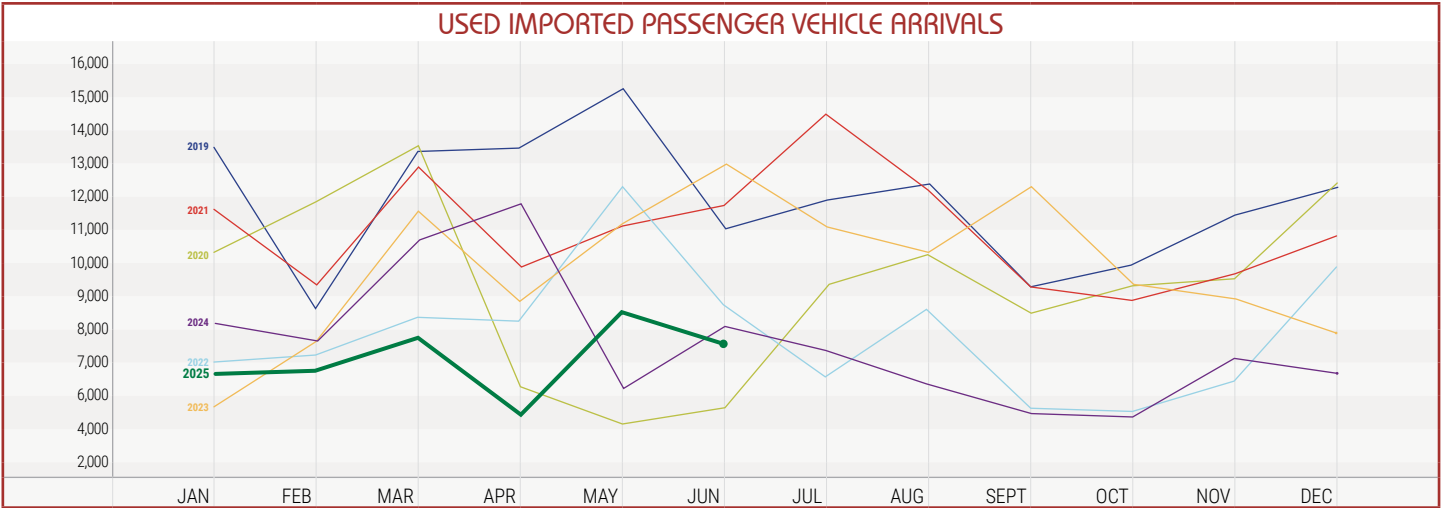
vehicle brakes, steering systems, windscreen wiper and wash systems, and traffic-control devices.

The NZTA says: "The purpose is to clarify the rules and simplify legislation, reduce compliance costs and improve safety."

IMPORT LEVELS FLAT

There were 7,857 used cars imported last month, which was down by 0.2 per cent when compared to 7,875 units during the same month of last year.

June's total included 7,668 units from Japan, 138 from Australia, 16 from Singapore, 13 from the UK and five from the US. 🌐



Used Imported Passenger Vehicles By Country Of Export												
COUNTRY OF EXPORT	2025								2024		2023	
	JAN '25	FEB '25	MAR '25	APR '25	MAY '25	JUN '25	JUN MKT SHARE%	2025 TOTAL	TOTAL	MKT SHARE	TOTAL	MKT SHARE
Australia	81	121	100	138	152	138	1.8%	730	1,285	1.5%	1,263	1.1%
Great Britain	14	25	23	10	4	13	0.2%	89	255	0.3%	272	0.2%
Japan	6,484	6,418	7,469	4,733	8,330	7,668	97.6%	41,102	86,040	97.5%	113,462	98.0%
Singapore	21	8	5	15	11	16	0.2%	76	256	0.3%	250	0.2%
USA	38	20	13	14	14	5	0.1%	104	249	0.3%	265	0.2%
Other countries	29	10	5	2	6	9	0.2%	61	170	0.2%	241	0.2%
Total	6,667	6,602	7,615	4,912	8,517	7,857	100.0%	42,170	88,255	100.0%	115,753	100.0%



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Consumer spending on cars up

Motor-vehicle retailing recorded the largest increase in retail sales values in the March quarter compared to the last three months of 2024.

Stats NZ reports, with price effects included, that automotive and parts retailing by value rose by 3.5 per cent or \$134 million, while fuel retailing also climbed – up by 5.3 per cent or \$121m.

When it came to retail volumes, motor-vehicle retailing came in at \$108.4m in this year's first quarter for a 3.1 per cent rise compared to 2024's December quarter.

Overall, the total volume of

seasonally adjusted retail sales was \$25 billion, up by 0.8 per cent, while the value of those transactions was \$31b for an increase of 1.5 per cent.

"Growth in retail activity was modest in the March quarter, with the majority of industries contributing positively," says Michelle Feyen, Stats NZ's economic indicators spokesperson.

"Motor-vehicle retailing, and pharmaceutical and other store-based retailing, saw the largest increases."

All 16 regions of New Zealand had higher retail sales values

across all industries in the March 2025 quarter versus 2024's final quarter.

Spending in the South Island increased by 2.7 per cent to \$7.6b, while that in the North Island rose by 1.7 per cent to \$2b.

"The West Coast and Nelson regions had the highest percentage increase in retail sales relative to the previous quarter," notes Feyen.

The total value of stock held as of March 31 was \$9.3b, down by 1.5 per cent and \$143m when compared to the same time last year.

Stats NZ reports the largest

stock movement was seen in motor vehicle and parts retailing – down by 4.5 per cent and \$97m respectively.

JUMP IN SALES

There were 15,841 second-hand passenger vehicles sold by traders to members of the public in June.

The total was up 13.8 per cent from 13,926 when compared to the same month of last year.

Trade-ins totalled 13,138 for a 16.5 per cent increase from 11,273 over the same timescale.

Private transactions came in at 39,287 for decrease of three per cent from 40,514. 📊

SECONDHAND CAR SALES - June 2025

REGION	DEALER TO PUBLIC				PUBLIC TO PUBLIC			PUBLIC TO DEALER		
	JUN '25	JUN '24	+/- %	MARKET SHARE	JUN '25	JUN '24	+/- %	JUN '25	JUN '24	+/- %
Northland	566	479	18.2%	3.6%	1,709	1,918	-10.9%	181	159	13.8%
Auckland	5,376	4,558	17.9%	33.9%	12,895	13,140	-1.9%	5,940	4,976	19.4%
Waikato	1,626	1,468	10.8%	10.3%	3,929	4,172	-5.8%	1,085	895	21.2%
Bay of Plenty	1,024	932	9.9%	6.5%	2,687	2,881	-6.7%	557	612	-9.0%
Gisborne	156	139	12.2%	1.0%	363	376	-3.5%	43	32	34.4%
Hawke's Bay	593	551	7.6%	3.7%	1,357	1,498	-9.4%	382	385	-0.8%
Taranaki	363	326	11.3%	2.3%	1,052	1,011	4.1%	179	172	4.1%
Manawatu-Whanganui	831	801	3.7%	5.2%	2,131	2,116	0.7%	851	664	28.2%
Wellington	1,470	1,305	12.6%	9.3%	3,058	3,220	-5.0%	1,043	914	14.1%
Tasman	127	128	-0.8%	0.8%	458	446	2.7%	14	18	-22.2%
Nelson	116	124	-6.5%	0.7%	366	417	-12.2%	146	159	-8.2%
Marlborough	123	109	12.8%	0.8%	373	368	1.4%	55	37	48.6%
West Coast	119	96	24.0%	0.8%	288	283	1.8%	27	40	-32.5%
Canterbury	2,284	1,937	17.9%	14.4%	5,665	5,556	2.0%	2,067	1,691	22.2%
Otago	718	649	10.6%	4.5%	1,914	1,986	-3.6%	426	421	1.2%
Southland	309	287	7.7%	2.0%	945	1,001	-5.6%	142	98	44.9%
Other	40	37	8.1%	0.3%	97	125	-22.4%	0	0	0.0%
NZ Total	15,841	13,926	13.8%	100.0%	39,287	40,514	-3.0%	13,138	11,273	16.5%

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New Passenger Vehicle Sales by Make - June 2025						
MAKE	JUN '25	JUN '24	+/- %	JUN '25 MKT SHARE	2025 YEAR TO DATE	2025 MKT SHARE
Toyota	1,525	1,202	26.9%	18.5%	9,078	20.4%
Kia	835	581	43.7%	10.1%	4,377	9.8%
Mitsubishi	808	679	19.0%	9.8%	4,516	10.1%
Tesla	457	107	327.1%	5.5%	814	1.8%
BYD	415	100	315.0%	5.0%	967	2.2%
GWM	366	174	110.3%	4.4%	1,604	3.6%
Ford	345	272	26.8%	4.2%	1,823	4.1%
Suzuki	329	398	-17.3%	4.0%	2,290	5.1%
Nissan	314	99	217.2%	3.8%	1,450	3.3%
Mazda	301	258	16.7%	3.7%	1,951	4.4%
Subaru	280	197	42.1%	3.4%	1,245	2.8%
Hyundai	277	488	-43.2%	3.4%	1,538	3.4%
Honda	249	145	71.7%	3.0%	1,797	4.0%
MG	232	161	44.1%	2.8%	2,026	4.5%
Volkswagen	164	126	30.2%	2.0%	923	2.1%
BMW	148	122	21.3%	1.8%	937	2.1%
Lexus	146	102	43.1%	1.8%	788	1.8%
Audi	120	72	66.7%	1.5%	585	1.3%
Mercedes-Benz	116	118	-1.7%	1.4%	740	1.7%
Land Rover	108	99	9.1%	1.3%	603	1.4%
Jaecoo	97	11	781.8%	1.2%	465	1.0%
Mini	95	73	30.1%	1.2%	507	1.1%
Skoda	77	61	26.2%	0.9%	506	1.1%
Omoda	55	58	-5.2%	0.7%	400	0.9%
Porsche	41	38	7.9%	0.5%	302	0.7%
Volvo	39	39	0.0%	0.5%	232	0.5%
Polestar	36	11	227.3%	0.4%	403	0.9%
KGM	28	11	154.5%	0.3%	257	0.6%
Chery	27	0	2,700.0%	0.3%	27	0.1%
Mahindra	26	17	52.9%	0.3%	138	0.3%
Leapmotor	25	0	2,500.0%	0.3%	94	0.2%
Peugeot	24	28	-14.3%	0.3%	301	0.7%
Cupra	24	27	-11.1%	0.3%	154	0.3%
Jeep	19	27	-29.6%	0.2%	148	0.3%
Jaguar	16	35	-54.3%	0.2%	130	0.3%
Isuzu	16	27	-40.7%	0.2%	96	0.2%
Geely	10	0	1,000.0%	0.1%	37	0.1%
Lamborghini	8	7	14.3%	0.1%	25	0.1%
GMC	7	0	700.0%	0.1%	9	0.0%
Ferrari	5	8	-37.5%	0.1%	19	0.0%
Alfa Romeo	5	3	66.7%	0.1%	33	0.1%
Yamaha	3	4	-25.0%	0.0%	12	0.0%
Ineos	3	6	-50.0%	0.0%	23	0.1%
Fiat	3	8	-62.5%	0.0%	35	0.1%
Others	15	57	-73.7%	0.2%	180	0.4%
Total	8,239	6,056	36.0%	100.0%	44,585	100.0%

New Passenger Vehicle Sales by Model - June 2025							
MAKE	MODEL	JUN '25	JUN '24	+/- %	JUN '25 MKT SHARE	2025 YEAR TO DATE	2025 MKT SHARE
Toyota	RAV4	781	555	40.7%	9.5%	4,583	10.3%
Mitsubishi	ASX	481	252	90.9%	5.8%	2,198	4.9%
Kia	Seltos	444	189	134.9%	5.4%	1,878	4.2%
Tesla	Model Y	407	40	917.5%	4.9%	634	1.4%
GWM	Haval H6	241	68	254.4%	2.9%	824	1.8%
Ford	Everest	204	111	83.8%	2.5%	1,067	2.4%
Mitsubishi	Outlander	183	255	-28.2%	2.2%	1,596	3.6%
BYD	Sealion 6	172	21	719.0%	2.1%	332	0.7%
Toyota	Highlander	172	153	12.4%	2.1%	584	1.3%
Nissan	Qashqai	169	43	293.0%	2.1%	583	1.3%
Subaru	Outback	159	82	93.9%	1.9%	624	1.4%
Toyota	Land Cruiser Prado	145	71	104.2%	1.8%	799	1.8%
Nissan	X-Trail	136	49	177.6%	1.7%	769	1.7%
Mazda	CX-5	135	122	10.7%	1.6%	796	1.8%
Suzuki	Swift	128	208	-38.5%	1.6%	1,042	2.3%
Kia	Sorento	118	24	391.7%	1.4%	383	0.9%
MG	ZS	114	72	58.3%	1.4%	969	2.2%
Hyundai	Kona	111	181	-38.7%	1.3%	615	1.4%
BYD	Atto 3	110	47	134.0%	1.3%	309	0.7%
Hyundai	Tucson	103	174	-40.8%	1.3%	501	1.1%
Toyota	Yaris Cross	99	54	83.3%	1.2%	526	1.2%
Jaecoo	J7	97	11	781.8%	1.2%	465	1.0%
Kia	Sportage	94	136	-30.9%	1.1%	648	1.5%
Mitsubishi	Eclipse Cross	91	136	-33.1%	1.1%	528	1.2%
Honda	HR-V	88	0	8,800.0%	1.1%	565	1.3%
BYD	Sealion 7	82	0	8,200.0%	1.0%	128	0.3%
Volkswagen	Tiguan	79	52	51.9%	1.0%	429	1.0%
GWM	Haval Jolion	77	68	13.2%	0.9%	466	1.0%
Kia	Stonic	70	114	-38.6%	0.8%	718	1.6%
Subaru	Forester	69	42	64.3%	0.8%	290	0.7%
Toyota	Corolla Cross	67	49	36.7%	0.8%	697	1.6%
Suzuki	Jimny	61	85	-28.2%	0.7%	487	1.1%
Toyota	Yaris	60	54	11.1%	0.7%	380	0.9%
Ford	Escape	56	48	16.7%	0.7%	259	0.6%
MG	MG3	55	78	-29.5%	0.7%	641	1.4%
Mitsubishi	Pajero Sport	53	31	71.0%	0.6%	194	0.4%
Ford	Puma	51	89	-42.7%	0.6%	203	0.5%
Tesla	Model 3	50	67	-25.4%	0.6%	180	0.4%
Suzuki	Vitara	48	38	26.3%	0.6%	321	0.7%
Toyota	Corolla	48	114	-57.9%	0.6%	609	1.4%
GWM	Tank	47	38	23.7%	0.6%	268	0.6%
Honda	Jazz	47	52	-9.6%	0.6%	397	0.9%
MG	HS	46	10	360.0%	0.6%	334	0.7%
Suzuki	Fronx	45	0	4,500.0%	0.5%	45	0.1%
Land Rover	Defender	45	20	125.0%	0.5%	210	0.5%
Others		2,101	1,953	7.6%	25.5%	13,511	30.3%
Total		8,239	6,056	36.0%	100.0%	44,585	100.0%

Getting to celebrate on ice

Audi New Zealand is marking quattro's 45-year milestone during its ice experience at the Southern Hemisphere Proving Grounds (SHPG) in Queenstown.

The marque was the first to deliver such an event 16 years ago and the country's first night-drive experience will be a feature this time around.

Richard Moore, general manager of Downforce Auto Events & Training, says it will allow customers to make the most of colder temperatures and ideal conditions.

"The night drive will take part over two days and offer more driving than before," he adds.

"The most incredible part of the day up the mountain is the golden hour, just before and after sunrise. It reminds me of training in Finland and Sweden where we start and finish in the dark with shorter days."

Participants will be taken by helicopter to and from the SHPG where they will stay overnight.

The event will feature a fleet of Audis, including the all-new S5 Avant, Q6 e-tron, and facelifted S3 and RS 3 Sportbacks. For the first time, the RS 6 Performance can be used on pro and night drives.

As for Audi quattro, its story starts with the manually lockable centre differential founded in 1980s and revolutionised rallying with the



Charlie Cowperthwaite, centre left, Omoda Jaecoo NZ's general manager, flanked by Phil Vyver, CEO of Netball Northern Zone and Northern Mystics, and some players

first all-wheel-drive system.

Quattro technology now makes up eight out of 10 Audis sold in this country. It includes the e-tron range, which uses two electric motors on the rear axle to enable electric torque vectoring.

Greg Leet, general manager of Audi NZ, says: "Vorsprung durch Technik – progress through technology – is more than a brand claim. It's how quattro came to be and it's the foundation that put Audi on the map.

"It's also what guides the brand today. We're driven by progress and are constantly searching for new ways to improve. That's why we want to celebrate this milestone by delivering an experience never been done before."

BACKING FOR CHAMPIONS

Omoda Jaecoo has become official vehicle sponsor of the

communities and championing women in sport."

"Having a dynamic and forward-thinking brand like Omoda Jaecoo join the Mystics is a great fit," adds Phil Vyver, CEO of Netball Northern. "Its support will help the growth of women's sport in New Zealand."

The deal includes providing a fleet of cars for players and staff. Both parties will also collaborate on engagement initiatives and promotional campaigns.

SUV BEING LAUNCHED

Chery's Tiggo 4 going on sale here makes one of Australia's "most affordable" compact SUVs available on this side of the Tasman.

Two variants are being offered – the Urban and Ultimate. Both are powered by a 1.5-litre turbo-petrol engine producing of 108kW of power and 210Nm of torque.

"We are excited to bring the Tiggo 4 to New Zealand – a stylish SUV that has proven its value in Australia," says Lucas Harris, chief operating officer of Chery ANZ.

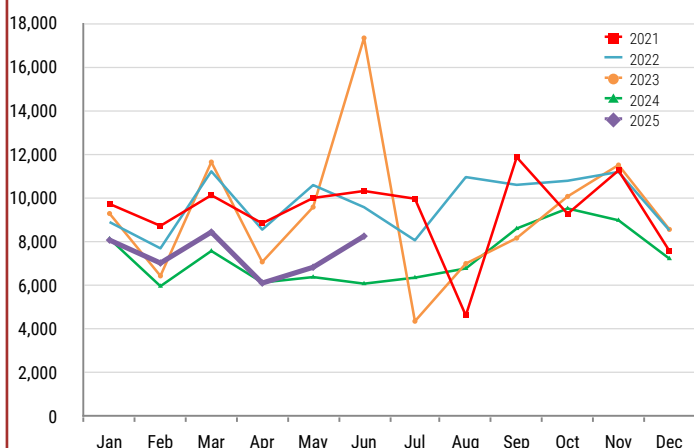
"With modern features, ownership benefits and an unbeatable value proposition, it will hit the mark for families and first-time SUV buyers."

Chery offers a seven-year unlimited kilometre warranty, seven years' capped-price servicing and up to seven years of roadside assistance. ☺

Rise of 36%

Sales of new cars came in at 8,239 last month for a rise of 36 per cent compared to 6,056 during June 2024. The Toyota RAV4 was the best-selling model on 781 units. Next up were the Mitsubishi ASX with 481, Kia Seltos with 444, Tesla Model Y on 407 and GWM Haval H6 with 241. Toyota was the best-selling marque with 1,525 units. Second spot went to Kia on 835 while Mitsubishi was third with 808. Next were Tesla on 457 and BYD with 415.

New Passenger Registrations - 2021-2025



New Passenger Vehicle Sales by Motive Power - June 2025

MAKE	JUN '25	JUN '24	+/- %	JUN '25 MKT SHARE	2025 YEAR TO DATE	2025 MKT SHARE
Full battery electric	1025	511	100.6%	12.4%	3,613	8.1%
Plug-in hybrid electric	492	228	115.8%	6.0%	2,102	4.7%
Non plug-in petrol hybrid	2,978	2,141	39.1%	36.1%	16,536	37.1%
Petrol	3,145	2,644	18.9%	38.2%	19,115	42.9%
Diesel	599	532	12.6%	7.3%	3,219	7.2%
Others (includes non plug-in diesel hybrid, fuel cell)	0	0	0.0%	0.0%	0	0.0%
Total	8,239	6,056	36.0%		44,585	

Increased safety across vans

Manufacturers have been praised for boosting safety specifications in commercial vans with ANCAP saying “tangible results” are now being seen in models available on both sides of the Tasman.

These vehicles are assessed under a grading system that’s different to the star-rating approach for evaluating passenger cars, SUVs and light commercials – MA, MB, MC and NA categories.

Instead, ANCAP’s commercial van safety-comparison analysis is essentially a parallel information system for NA and NB vehicles.

It focuses on the availability and effectiveness of active safety systems for collision avoidance,

such as low and high-speed autonomous emergency braking (AEB), lane support, blind-spot monitoring, speed assistance, and occupant detection measures including driver monitoring and

intelligent seatbelt reminders.

An overall performance grading of platinum, gold, silver, bronze, basic or not recommended is awarded to each model.

The functionality of each

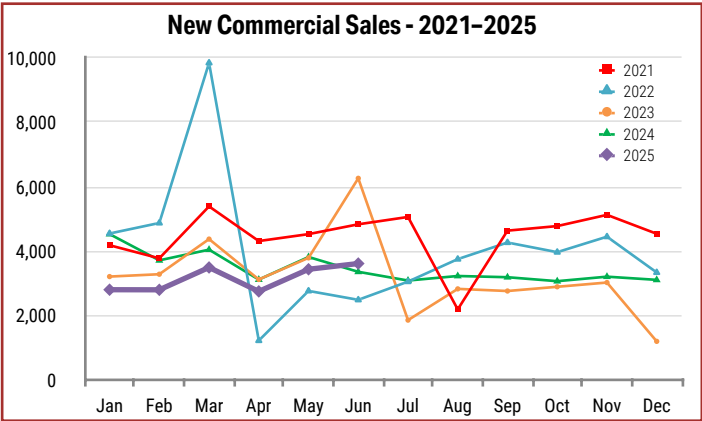
collision-avoidance feature is tested when vans are loaded to half of their carry capacity, which is a typical daily load.

Performance of each safety system, whether standard or optional, is assessed as good, adequate, marginal, weak or poor.

Carla Hoorweg, ANCAP’s chief executive officer, says it’s great to see active steps being taken to improve these vehicles’ specifications.

“Since our safety comparison was introduced, we’ve seen clear improvements across the market,” she adds. “Today, eight current van models hold a platinum rating.”

Gradings recently released for



New Commercial Sales by Make - June 2025						
MAKE	JUN '25	JUN '24	+/- %	JUN '25 MKT SHARE	2025 YEAR TO DATE	2025 MKT SHARE
Ford	989	1,040	-4.9%	27.4%	4,987	26.4%
Toyota	853	760	12.2%	23.6%	5,172	27.4%
BYD	412	0	41,200.0%	11.4%	1,118	5.9%
Mitsubishi	355	432	-17.8%	9.8%	1,668	8.8%
Nissan	240	140	71.4%	6.6%	1,411	7.5%
Isuzu	136	251	-45.8%	3.8%	728	3.9%
LDV	106	33	221.2%	2.9%	668	3.5%
GWM	64	42	52.4%	1.8%	213	1.1%
Hino	53	44	20.5%	1.5%	277	1.5%
Mercedes-Benz	46	75	-38.7%	1.3%	275	1.5%
Volkswagen	38	69	-44.9%	1.1%	280	1.5%
Hyundai	32	37	-13.5%	0.9%	155	0.8%
Fuso	28	83	-66.3%	0.8%	242	1.3%
Scania	27	51	-47.1%	0.7%	193	1.0%
Fiat	25	29	-13.8%	0.7%	174	0.9%
Chevrolet	25	11	127.3%	0.7%	101	0.5%
Peugeot	22	8	175.0%	0.6%	49	0.3%
Kenworth	20	16	25.0%	0.6%	119	0.6%
Renault	18	17	5.9%	0.5%	120	0.6%
Ram	18	14	28.6%	0.5%	120	0.6%
Others	105	190	-44.7%	2.9%	786	4.2%
Total	3,612	3,342	8.1%	100.0%	18,856	100.0%

New Commercial Sales by Model - June 2025							
MAKE	MODEL	JUN '25	JUN '24	+/- %	JUN '25 MKT SHARE	2025 YEAR TO DATE	2025 MKT SHARE
Ford	Ranger	876	885	-1.0%	24.3%	4,388	23.3%
Toyota	Hilux	658	591	11.3%	18.2%	4,094	21.7%
BYD	Shark 6	412	0	41,200.0%	11.4%	1,118	5.9%
Mitsubishi	Triton	354	432	-18.1%	9.8%	1,667	8.8%
Nissan	Navara	240	140	71.4%	6.6%	1,411	7.5%
Toyota	Hiace	153	131	16.8%	4.2%	865	4.6%
Ford	Transit	112	155	-27.7%	3.1%	598	3.2%
GMW	Cannon	64	42	52.4%	1.8%	213	1.1%
Isuzu	D-Max	59	136	-56.6%	1.6%	390	2.1%
LDV	T60	49	2	2,350.0%	1.4%	251	1.3%
Toyota	Land Cruiser	42	38	10.5%	1.2%	212	1.1%
Isuzu	N Series	38	60	-36.7%	1.1%	161	0.9%
Mercedes-Benz	Sprinter	37	63	-41.3%	1.0%	214	1.1%
Isuzu	F Series	33	39	-15.4%	0.9%	133	0.7%
LDV	Deliver 9	27	15	80.0%	0.7%	167	0.9%
Hyundai	Staria Load	26	30	-13.3%	0.7%	112	0.6%
Volkswagen	Amarok	24	44	-45.5%	0.7%	138	0.7%
Fiat	Ducato	23	29	-20.7%	0.6%	170	0.9%
Chevrolet	Silverado	22	5	340.0%	0.6%	86	0.5%
Peugeot	Partner	22	5	340.0%	0.6%	24	0.1%
Others		341	500	-31.8%	9.4%	2,444	13.0%
Total		3,612	3,342	8.1%	100.0%	18,856	100.0%

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GLOBAL VEHICLE LOGISTICS

four models highlight continued progress of models in the sector.

LDV's Deliver 7 and Volkswagen's electric ID. Buzz Cargo have been awarded platinum ratings. The updated Renault Traffic and Peugeot Expert have secured gold, up from silver.

The diesel-powered Deliver 7's overall score was 86 per cent. It was rated good across most crash-avoidance technologies, particularly in scenarios evaluating AEB at intersections to help the driver to avoid a collision with a crossing vehicle.

The ID. Buzz Cargo scored 80 per cent. This result highlights its "well rounded" performance, including vehicle-to-vehicle AEB and lane-support functionality.

"With the Deliver 7 and ID. Buzz Cargo achieving strong results in our commercial van assessment

programme, it's clear safety is being prioritised by manufacturers bringing new-generation models to market," says Hoorweg.

The Traffic and Expert have been re-examined following upgrades to models built after October 2024. As a result, they now have elevated collision-avoidance performance to get gold gradings with the Traffic

scoring 69 per cent and the Expert notching up 67 per cent.

The latest Traffic's features include pedestrian and cyclist-detecting AEB. Performance of these aspects were assessed as adequate and good respectively. A lane-departure warning system is fitted although active lane-keep assist is unavailable.

Its new gold grading is a "notable improvement" from its initial 2020 result when the Traffic was "not recommended". Models built between September 2022 and July 2024 hold a silver grading.

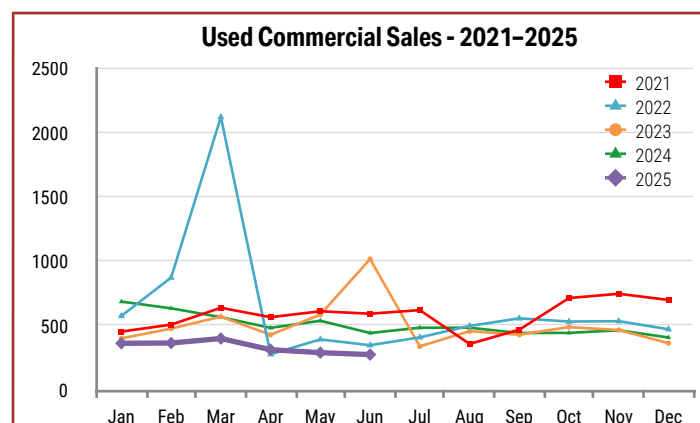
Peugeot's Expert delivered effective performance of lane support and speed assistance.

SHARK MAKES TOP THREE

There were 3,612 new commercial vehicles sold in June for a year-on-year increase of 8.1 per cent from 3,342 units.

The best-selling model was Ford's Ranger with 876 units, which was down one per cent from a year ago. Toyota's Hilux was second with 658 and BYD's Shark 6 was third on 412.

There were 275 used commercials registered last month, a drop of 37.5 per cent. ☹



Used Commercial Sales by Make - June 2025

MAKE	JUN '25	JUN '24	+/- %	JUN '25 MKT SHARE	2025 YEAR TO DATE	2025 MKT SHARE
Toyota	98	197	-50.3%	35.6%	894	44.5%
Nissan	53	119	-55.5%	19.3%	377	18.7%
Isuzu	22	23	-4.3%	8.0%	130	6.5%
Hino	21	21	0.0%	7.6%	126	6.3%
Mitsubishi	16	15	6.7%	5.8%	103	5.1%
Ford	15	12	25.0%	5.5%	103	5.1%
Suzuki	8	10	-20.0%	2.9%	41	2.0%
Daihatsu	7	10	-30.0%	2.5%	28	1.4%
UD Trucks	4	2	100.0%	1.5%	10	0.5%
Fuso	4	4	0.0%	1.5%	11	0.5%
Volkswagen	3	4	-25.0%	1.1%	16	0.8%
Mazda	3	6	-50.0%	1.1%	22	1.1%
LDV	3	0	300.0%	1.1%	10	0.5%
Factory Built	3	0	300.0%	1.1%	8	0.4%
Subaru	2	0	200.0%	0.7%	5	0.2%
Mercedes-Benz	2	3	-33.3%	0.7%	18	0.9%
Holden	2	2	0.0%	0.7%	12	0.6%
Fiat	2	0	200.0%	0.7%	13	0.6%
SsangYong	1	0	100.0%	0.4%	1	0.0%
Peugeot	1	0	100.0%	0.4%	5	0.2%
Others	5	12	-58.3%	1.8%	78	3.9%
Total	275	440	-37.5%	100.0%	2,011	100.0%

Used Commercial Sales by Model - June 2025

MAKE	MODEL	JUN '25	JUN '24	+/- %	JUN '25 MKT SHARE	2025 YEAR TO DATE	2025 MKT SHARE
Toyota	Hiace	62	151	-58.9%	22.5%	656	32.6%
Nissan	NV350	24	81	-70.4%	8.7%	148	7.4%
Hino	Dutro	18	14	28.6%	6.5%	93	4.6%
Toyota	Dyna	14	9	55.6%	5.1%	80	4.0%
Isuzu	Elf	13	15	-13.3%	4.7%	81	4.0%
Fuso	Canter	10	12	-16.7%	3.6%	74	3.7%
Ford	Ranger	9	7	28.6%	3.3%	40	2.0%
Nissan	NV200	9	5	80.0%	3.3%	91	4.5%
Toyota	Hilux	9	4	125.0%	3.3%	35	1.7%
Suzuki	Carry	8	10	-20.0%	2.9%	41	2.0%
Daihatsu	Hijet	7	10	-30.0%	2.5%	28	1.4%
Toyota	Toyoace	6	7	-14.3%	2.2%	51	2.5%
Nissan	Navara	5	0	500.0%	1.8%	16	0.8%
Isuzu	D-Max	5	2	150.0%	1.8%	10	0.5%
Nissan	Caravan	5	17	-70.6%	1.8%	63	3.1%
Nissan	Vanette	4	3	33.3%	1.5%	24	1.2%
Toyota	Regius	4	16	-75.0%	1.5%	49	2.4%
UD Trucks	Quon	3	1	200.0%	1.1%	6	0.3%
Factory Built	Van Hool	2	0	200.0%	0.7%	3	0.1%
Holden	Ute	2	0	200.0%	0.7%	2	0.1%
Others		56	76	-26.3%	20.4%	420	20.9%
Total		275	440	-37.5%	100.0%	2,011	100.0%

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Marque boosts national footprint

Imports increase

New car imports in June came in at 8,391. This was up 4.8 per cent from the 8,006 recorded in the same month last year and 45.7 per cent higher than the 5,760 units in May.

Registrations of 8,239 new passenger vehicles were completed last month, which was 21.1 per cent more than May's total and up 36 per cent from the 6,056 achieved in June 2024.

The numbers have resulted in the stock of new cars still to be registered increasing by 152 to 66,384, the second lowest level of the past year. Daily sales, as averaged over the previous 12 months, stand at 252 units per day – down from 255 a year ago.

June's results mean stock at-hand has dropped to 264 days if sales continue at the current rate. In the same month of 2024, it stood at 290 days.

JAC Motors has expanded its Kiwi-owned dealership network by three destinations for its T9 ute.

"We're here to do things right, so it was only fitting that our next step of growth would be to add more locations with teams we know we can trust to support the brand," says Andrew Craw, general manager of JAC NZ.

The marque has appointed Winger Motors' commercial yards in Wairau Valley on Auckland's North Shore and Hamilton, which have 90-plus years of experience and expertise.

Hawke's Bay is also rolling out the JAC brand with a new location thanks to Bay European in Napier.

These joined existing outlets in Southern Autos Botany in east Auckland, Energy Motors JAC in New Plymouth and Avon City JAC,

Christchurch. The brand is also supported by Southpac Trucks' network for servicing its light-duty trucks that come with 100 per cent fully electric and Cummins diesel options.

TECHNICAL LETTERS

Importers and dealers have been advised of government changes for handling Singapore Land Transport Authority (LTA) technical letters.

An email alert from the Imported Motor Vehicle Industry Association (VIA) highlights the new approach introduced.

It states: "The NZTA has ruled that emailed technical letters that do not contain a digital signature must be emailed directly to the key service delivery provider from the Singapore LTA.

"Emailed technical letters that contain an electronic signature

can be accepted from the vehicle owner or importer. VIA encourages you to ensure you have all the correct paperwork through to the compliance shop to avoid delays."

Importers also need to ensure the emissions shown on technical letters equate to Euro 5 or Euro 6. Any members with questions can call email info@via.org.nz.

FIRST FOR REVAMP

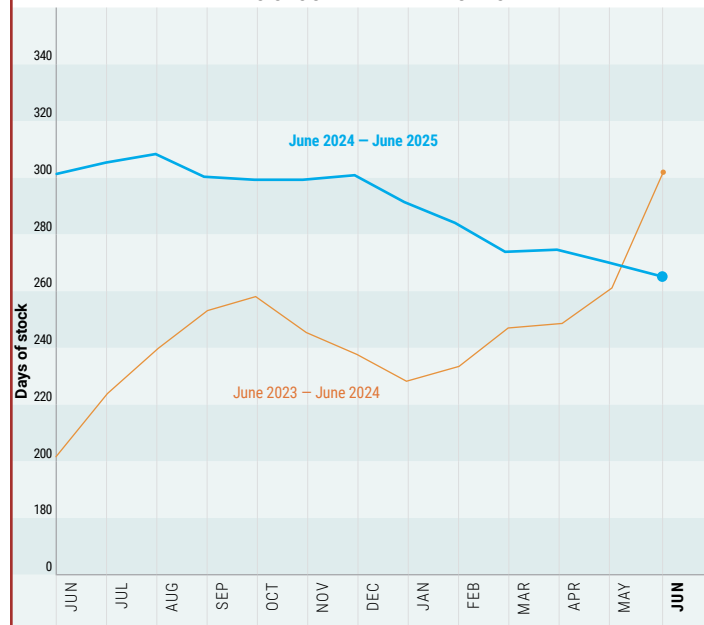
Hawke's Bay BMW and Mini Garage has become the first dealership to launch the marques' new Retail. Next corporate identity.

BMW Group New Zealand describes it as a significant step forward for its retail experience by offering a modernised customer experience while integrating the Mini brand into the dealership, which is part of the Bayswater Group, for the first time.

Dealer stock of new cars in New Zealand

	CAR SALES				DAILY SALES	DAYS
	IMPORTED	REGISTERED	VARIANCE	STOCK	- 12-MONTH AVERAGE	STOCK AT HAND
Jun '24	8,006	6,056	1,950	74,036	255	290
Jul '24	9,313	6,333	2,980	77,016	254	304
Aug '24	7,205	6,748	457	77,473	250	310
Sep '24	6,739	8,573	-1,834	75,639	246	307
Oct '24	8,331	9,488	-1,157	74,482	241	309
Nov '24	6,771	8,955	-2,184	72,298	242	299
Dec '24	6,949	7,187	-238	72,060	239	301
Jan '25	5,756	8,053	-2,297	69,763	239	292
Feb '25	5,682	6,993	-1,311	68,452	242	283
Mar '25	6,951	8,413	-1,462	66,990	245	274
Apr '25	6,369	6,083	286	67,276	244	275
May '25	5,760	6,804	-1,044	66,232	246	270
Jun '25	8,391	8,239	152	66,384	252	264
Year to date	38,909	44,585				
Change on last month	45.7%	21.1%		0.2%		
Change on Jun 2024	4.8%	36.0%		-10.3%		
	MORE IMPORTED	MORE SOLD		LESS STOCK		

DAYS STOCK IN NZ - NEW CARS





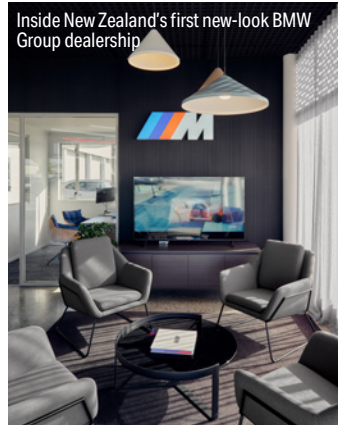
The exterior of Hawke's Bay BMW and Mini Garage

◀ Retail.Next, as a redesign of the two marques' corporate image, aims to target brand engagement, innovation and digitalisation.

BMW Group NZ describes the relaunch as integrating three key pillars – brand, product and people – with the facility in Hawke's Bay being designed with flexibility and functionality in mind.

Features include modern interiors, open areas and digital touchpoints such as large-format screens, digitalised delivery processes and enhanced connectivity via BMW's app.

"The investment Hawke's Bay BMW has made into its refurbished facility and integrating the Mini brand marks a milestone in delivering a premium customer



Inside New Zealand's first new-look BMW Group dealership

experience," says Adam Shaver, managing director of BMW Group New Zealand.

"The launch of Retail.Next is the beginning of an exciting new chapter for BMW and Mini in New Zealand."

BOOST FOR SURFING

Surf Life Saving NZ has inked a three-year extension of its partnership with Toyota Financial Services (TFS) to remain as a major partner.

Having backed the organisation for 13 years, TFS is supplying around 70 vehicles to support regional lifesaving delivery and community education programmes. This makes it one of the country's largest not-for-profit fleets.

As part of the deal, TFS will remain as a naming rights sponsor of the Surf Life Saving Northern Region Awards of Excellence for the Auckland and Northland regions, and will sponsor the national awards of excellence. ☺

Registrations fall

There were 7,857 used cars imported last month, a drop of 7.7 per cent from May when 8,517 units crossed our borders.

The latest figure was also down by 0.2 per cent from 7,875 in June 2024.

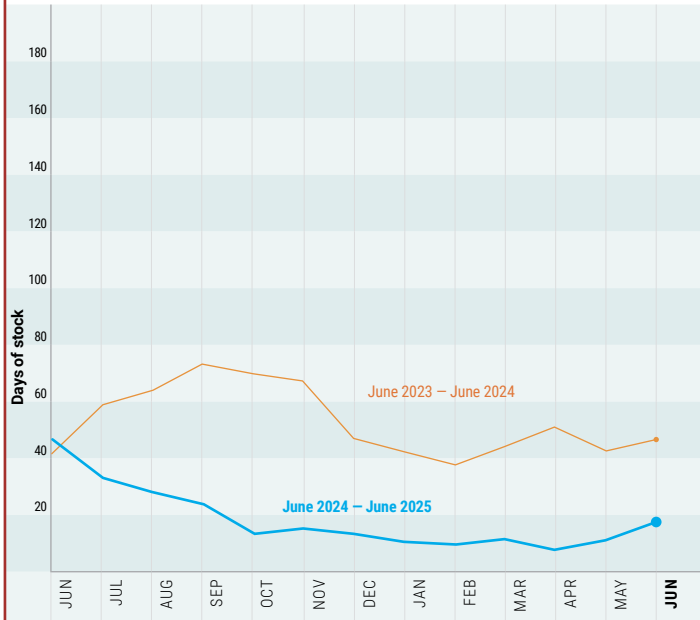
Some 6,808 units were registered in June, a drop of 6.3 per cent from the 7,268 vehicles in May this year. The June number was also down 12.9 per cent from 7,820 in the same month of 2024.

With 1,049 more used cars imported than registered last month – the second-biggest increase of the past year – unregistered stock on dealers' yards or in compliance shops came to 4,281 units.

This was 67.1 per cent lower than the 13,016 units a year ago but up by 32.5 per cent from 3,232 at the end of May.

Average daily registrations for June were 240, compared to 303 a year ago, and there is 18 days' stock remaining.

DAYS STOCK IN NZ - USED CARS



Dealer stock of used cars in New Zealand

	CAR SALES		VARIANCE	STOCK	DAILY SALES - 12-MONTH AVERAGE	DAYS STOCK AT HAND
	IMPORTED	REGISTERED				
Jun '24	7,875	7,820	55	13,016	303	43
Jul '24	7,176	8,983	-1,807	11,209	304	37
Aug '24	6,156	8,174	-2,018	9,191	302	30
Sep '24	5,045	7,195	-2,150	7,041	295	24
Oct '24	4,714	7,316	-2,602	4,439	289	15
Nov '24	7,024	6,914	110	4,549	273	17
Dec '24	6,642	7,130	-488	4,061	268	15
Jan '25	6,667	7,372	-705	3,356	264	13
Feb '25	6,602	6,790	-188	3,168	258	12
Mar '25	7,615	7,272	343	3,511	254	14
Apr '25	4,912	6,440	-1,528	1,983	247	8
May '25	8,517	7,268	1,249	3,232	243	13
Jun '25	7,857	6,808	1,049	4,281	240	18
Year to date	42,170	41,950				
Change on last month	-7.7%	-6.3%		32.5%		
Change on Jun 2024	-0.2%	-12.9%		-67.1%		
	LESS IMPORTED	LESS SOLD		LESS STOCK		

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