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Liquidation risk for dealers 'fairly high'

Bigger players expanding as associations remind struggling businesses to stay compliant with rules

Dealers who own their premises and larger groups are proving to have the best staying power as the overall number of traders across the new and used markets drops.

That's the view of Larry Fallowfield, sector manager for dealers at the Motor Trade Association (MTA), who says weaker sales in recent times are affecting the number of registered traders still operating.

"We're fully aware of the challenges facing dealers," he told Autofile. "Last year, we did a series of articles on ideas around what people should and could be doing to survive the tough times. It's fair to say we all thought the theory was let's survive to '25, but it's now let's survive through '25.

"Part of the decline in car dealer numbers could be a roll-on from what happened through Covid-19 and it's not exclusive to the trader space. If you watch the news or read the paper, you'll often see



Sales of used-car imports have only broken the 8,000-mark once since August 2024

another restaurant or company has gone into liquidation.

"Some of the pandemic's prop-up funding has kept businesses afloat that perhaps shouldn't have been afloat anyway."

Fallowfield believes the risk of liquidation for dealers is fairly high at present, but probably no worse than for anybody else who has been in business and is struggling.

At least six dealerships across the country have gone into liquidation since the start of 2024

and others have faced legal action to liquidate their businesses.

One of those put into liquidation last year was Raynmac Ltd, which traded as Cars R Us from a site in New Lynn, Auckland. The first report from the liquidators states a reason for its fate was poor economic and trading conditions that led to reduced sales turnover.

Cooks Trading 2012 Ltd, which traded as Bay City Motors in Timaru, also cited adverse trading conditions as a factor for going into

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GUEST EDITORIAL

What the real value in your business is

Lee Marshall tackles the fundamentals of avoiding an uphill battle when selling up

Formulas abound for valuing businesses. All said and done though, the ultimate test is what someone's willing to pay – an outcome that won't always feel fair, but will always be right.



LEE MARSHALL
Chief executive,
Motor Trade Association

Across the industry, we frequently hear of people wanting help to exit their company. The challenge is that as with many trades, owners often "fall" into business ownership as much as choose.

Being an excellent practitioner doesn't always equate to creating a great company. Many people struggle to down tools for even a day during the week because they've created businesses where they are the IP.

Right now, the automotive industry is on a demographic precipice. A disproportionate number of business owners are in the twilight of their careers meaning we're in for a sea change of ownership over the next decade.

At the MTA, we're fortunate to have a sticky proposition. Our annual membership "churn rate" is about 1.7 per cent. That's miracle stuff for an association. But it's the numbers outside of churn that caught my eye recently – those on the "closed down" list.

I've come across countless proud and passionate practitioners often struggling with issues created by a lifetime "on the tools". They tell me they're looking to sell, then a year later I see their businesses on the closed-down list after failing to find a buyer.

At the risk of being blunt, but out of respect for those who still have time to make a difference, many operators need to consider what is actually for sale. If you have no systems, no documented processes, no website, no IP and no means for a company to operate without you, then what's being sold?

If you are the business, then you simply have a building lease and some equipment. That's arguably worth \$1 in goodwill plus the value of assets as a going concern.

However, it doesn't have to be like that. I was reminded of this last month when hearing some pushback Auxo has been receiving when promoting its new Auxo Workshop platform. It's basically: "I'm not up for changing or putting systems in place. I want to sell up in the next few years."

The irony is that without attention to those fundamentals, it's an uphill battle.

A business needs an accounting system, a workshop or dealer management system, customer management and contact system, website, established health-and-safety practices and a few good years of clean profit demonstration.

It's essential to ask yourself how ready your business is for sale, to what extent it runs itself and what changes can be made to release its reliance on you. Because its real value is what it does without you. ☺

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liquidation in February last year.

Fallowfield explains the MTA's articles to help people were produced because of concern for dealers who might be struggling financially or with mental-health issues. The association also has advice on its website and offers a counselling service for members.

He notes that along with a drop in numbers on the motor vehicle traders register (MVTR), which currently totals about 2,600 dealers, a consolidation of yards appears to be taking place.

"The bigger dealers get bigger when a smaller trader goes. We've noticed a bit of that happening. Some large, multi-site operators have come on-board and start to open up yards where smaller ones have dropped off.

"You end up with consolidation as we've seen. There are some fairly large dealers out there getting bigger and looking at taking on other brands. Companies that compete in the used market also seem to be getting bigger.



Larry Fallowfield

Greig Epps

Aimee Wiley

"Talking regularly to a lot of dealers, those that own their own buildings, sites and perhaps most of their own stock are the ones that are saying 'we've been through this before, it's been tough but we're in a good position because we own the plant, property and equipment'.

"Those that pop up because the market is booming tend to drop off quite quickly."

Sales of used imports, in particular, are tracking downward

and monthly registrations of light passenger vehicles have only broken the 8,000-mark once since August last year.

By contrast, only June 2024 failed to surpass that threshold in the 12 months prior and there was a high of 12,777 units in December 2023.

The new-car sector appears set for a slight improvement in annual passenger vehicle registrations this year.

That said, its monthly numbers have fluctuated since the start of 2024. It recorded a low of 5,918 units in February 2024 and a high of 10,362 in September 2025.

Fallowfield describes sales volumes as "pretty low" in the used space compared with franchise operations and this is having an effect on how traders approach business.

Another factor affecting dealers is stock availability, especially in the used market, and he is hearing it's getting harder for importers and dealers to get vehicles here at good price points.

"The biggest thing to surviving in business is turning over stock. Some dealers I've spoken to are quick to wholesale vehicles if they can't move them quickly.

"I think that's one of the keys to survival, knowing that if stock is sitting on the yard you're better off to almost cut your losses and move it."

Fallowfield notes other issues affecting the industry include more consumers buying a vehicle only when they have to rather than want to. That's been a more dominant trend in the used-

import space than among new-car franchises.

Lower levels of migrants coming into New Zealand have also impacted sales numbers as has the number of Kiwis moving overseas.

"When people leave, their cars normally stay here so there have been some bargains available with people selling through sites such as Facebook's Marketplace and Trade Me, and the numbers of those going aren't being balanced out with those who are coming in," he adds.

"This isn't a problem exclusive to car dealers. Real-estate agents are experiencing a similar challenge in the housing market with people willing to sell below market value and move on."

While the rate of decline in the number of dealers on the MVTR has accelerated in recent times, Fallowfield notes the MTA has had more members coming on board of late.

Positive signs are starting to appear for automotive businesses with interest rates coming down and a slight pick-up in car sales.

"Some dealers in rural areas are saying they've seen an increase in activity and they have also focused their businesses a bit more on retaining servicing work for vehicles.

"Talking to those who have been around for a long time, they are all pragmatic and know things will come back – albeit maybe not to the same level as before.

"Having said that, those I've spoken to say it's been the toughest ever, tougher than the global financial crisis, tougher than the 1987 stock-market crash and tougher than Covid-19."

Fallowfield warns dealers who might be struggling not to break the rules to try to maintain their businesses until more prosperous times return.

"If dealers aren't selling and don't have the volume, they can't survive. Some are doing some dodgy stuff. You just have to look at what's going through the disputes tribunal. There are cases of dealers cutting corners and that isn't a good thing because it taints the industry.

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Fewer traders and reduced volumes of imports impact transporters, compliance centres and logistics companies



◀ “The cause of some of these cases is financial pressure. Dealers are not making the money they were and try to cut corners, but that’s never a good thing to do.

“I think there’s still a little bit of pain to come for some traders and the next three or six months will determine what that looks like.”

The government’s plans to introduce road-user charges (RUC) for the light fleet, which were announced in August, may eventually provide a boost to sales, especially for low and zero-emissions models.

“It’ll be interesting to see how the change to universal RUC plays out,” says Fallowfield. “It’s got a lot of people thinking about the vehicle they drive and whether they will be getting the best bang for buck.

“That could stimulate some turnover and sales as people move from a vehicle that might cost them more under the new regime to one that might save them money.

“Will it play into the hands of the EV market and give it a boost? Maybe. It could get some owners out of inefficient vehicles that deliver low kilometres per litre.

“New Chinese marques and models are coming onto the market all the time, and many motorists might be watching for competition around pricing as they swap out their vehicles.”

FEELING THE SQUEEZE
The Imported Motor Vehicle Industry Association (VIA) believes the falling number of registered traders is a “symptom of the times” and it isn’t entirely surprised by

some of those dropping out of the market.

“Volumes are down, money’s tight and the historical ‘dealer’ count included a long tail of marginal registrations – recyclers, repairers, Facebook or park-and-sell sellers – that were always going to lapse first,” says Greig Epps, chief executive. “The market is also maturing and consolidating.”

He adds imports and registrations have fallen materially in recent years, tighter government settings are biting, and bigger players are expanding and winning on customer experience, which means smaller or undercapitalised operators feel the squeeze.

Traders are at the end of the supply chain, and reduced volumes being distributed to fewer of them also impacts transporters, compliance centres and logistics companies.

“Dealers have also always been a solid intermediary for finance and insurance services, so there may be difficulties for some F&I companies connecting with customers.”

VIA’s advice to help dealers adapt to a diminishing market is to tighten the stock mix towards affordable, standards-compliant vehicles, pay close attention to what scale operators get right in their customer experience process and be realistic about margins.

“Not to sound self-serving but now’s the time for dealers to reconnect with VIA and support our push for workable import standards,” says Epps.

“Regulatory settings are playing a large part in the shrinking supply. We are working to find

ways for New Zealand to meet environmental objectives without disrupting the supply of affordable vehicles for families.”

As for dealers in financial difficulties and at risk of going out of business, he recommends they seek independent advice early from consultants, who can help assess options best suited to their situation, such as winding down or going-concern sales.

Epps has a similar message to

the MTA in that when companies are struggling, they still need to remain on the right side of the rules. “Always stay compliant. If importing only compliant vehicles doesn’t add up, pause rather than trade against your own interests.”

RECOVERY ‘CRITICAL’

The new-vehicle industry is dealing with the same headwinds affecting the wider economy, points out the Motor Industry Association (MIA).

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While the number of dealers on the motor vehicle traders register (MVTR) continues to trend downward, falling by more than 900 in eight years, the role of the registrar remains unchanged.

The MVTR doesn't collect information on why individuals or companies choose not to renew registrations or join the list.

Instead, the duties of Duncan Connor, registrar of motor-vehicle traders, are influenced by the Motor Vehicle Sales Act (MVSA), which aims to protect and promote consumers' interests in relation to car sales.

"Under this act, the registrar is responsible for ensuring traders are properly registered and, in collaboration with other regulatory bodies, that they comply with requirements of the legislation," Connor told Autofile.

"Consumers can verify whether a trader is registered by using the online MVTR. Purchasing a new or used vehicle from a registered trader – whether online, at a yard or through an auction – provides consumers with greater legal protections than buying privately."

When it comes to complaints, the responsibility for different aspects of the act is shared across government agencies and depends on the nature of the issue with a dealer or vehicle.

"The registrar can only investigate complaints involving illegal trading, odometer tampering or breaches of orders made by the Motor Vehicle Disputes Tribunal [MVDT], including failure to pay for vehicles sold on consignment,"



Duncan Connor

explains Connor.

"Consumers who have a complaint about a vehicle purchased from a registered trader may apply to have the matter heard by the MVDT."

The tribunal can hear claims relating to the Consumer Guarantees Act (CGA), Fair Trading Act (FTA), and relevant parts of the Contract and Commercial Law Act.

The MVDT occasionally comes across information about potential MVSA breaches, which can be referred to the registrar to look into.

Such matters follow the same investigative process as any other complaint, and the initial focus is on education and encouraging voluntary compliance.

When individuals or companies fail to comply, enforcement action

may be taken and fines issued.

In serious cases, such as odometer tampering or repeated non-compliance with tribunal orders, individuals may be banned.

INDUSTRY VIEWS

Larry Fallowfield, sector manager for dealers at the Motor Trade Association (MTA), believes it can be a "little bit too easy" to become a registered trader and notes it's hard for the registrar to always enforce the rules because not all consumers complain.

He says the MTA has dealt with mediation cases when people have wanted to get out of owning a vehicle because of overstretched finances or losing their jobs, and similar cases often end up before the MVDT.

"It's easy for people who recently bought cars to go to the tribunal and say this is wrong or

[continued from page 5]

Aimee Wiley, chief executive officer, says: "Continued weak business and consumer confidence, high living costs, higher unemployment and tighter finance conditions have weighed on demand across most sectors.

"It's important to recognise that an extended economic downturn inevitably pressures the viability of businesses across the retail sector."

She highlights rising costs, weak demand and cautious lending as already leading to closures in many parts of the economy and the new-vehicle industry is not immune.

"This is a challenge facing all retailers in New Zealand right now, underscoring just how critical a sustained economic recovery will be for the sector's long-term health.

"Looking ahead, the easing of interest rates should support a gradual recovery. But the pace will depend on household confidence, business investment, and stable policy settings around emissions and regulation."

The overall new-vehicle market has softened from recent peaks, although the passenger and SUV segments – and particularly hybrids – are showing some "resilience".

One of this year's highlights was September, which saw a strong result for new light passenger vehicle sales. The total came in at 10,364 for a 28 per cent jump on 8,090 registrations in August, according to MIA statistics.

The category was effectively responsible for the increase in total sales for all new-vehicle types, which came to 14,000, compared to 11,731 in August and 11,758 in September 2024.

Wiley adds: "Commercial and heavy vehicles are more directly tied to business investment and remain subdued, while motorcycles are a more discretionary purchase and have also pulled back.

"Supply chains have largely stabilised compared to the pandemic era, but affordability and confidence remain the decisive factors shaping registrations."

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◀ that's wrong when there's nothing wrong with the vehicle, they just couldn't afford it," adds Fallowfield.

"In most cases, the tribunal does a good job. But there are times when it's perhaps not as good as it should be. If something goes wrong with a car, someone can clock up 30,000km in a year and the MVDT expects the dealer to give that person all their money back.

"There doesn't appear to be any accounting for how the vehicle has been treated. It can be tough for dealers who end up at the tribunal, especially if they've been trying to do their best for the consumer."

Fallowfield adds the MTA has long advocated looking at how the CGA works in the automotive space and the subject regularly comes up in discussions with its members, the NZTA, Ministry of Transport and government officials.

"It's a slow one to change and I don't think it's going to be an easy fix because the whole CGA is a tough thing to resolve in a way that's suitable for everyone."



Penalties for MVSA breaches include fines of up to \$50,000 for individuals and \$200,000 for businesses

Greig Epps, chief executive of the Imported Motor Vehicle Industry Association, says the MVTR remains a low barrier to entry for potential dealers.

He highlights "onerous reporting burdens" under section 241 of the Land Transport Act to gain online access to the NZTA's motor-vehicle register as a major pressure point when traders require the lines of ownership information.

Epps considers open and easy entry as among the MVTR's advantages, but the cons are it

"enables phoenix behaviour" and has light enforcement.

"Changes we'd like are a basic competency test on the CGA and FTA before licensing, link successive companies so obligations follow people and consider limiting wind-ups when unresolved complaints exist at the MVDT."

CHANGES TO ACT

Meanwhile, dealers need to be aware some MVSA amendments came into force on October 22 with all online application forms for registration, including

renewals, updated accordingly.

The changes mean applicants must provide extra information, including a certified copy of an identity document such as a driver's licence. For companies, this applies to each role holder.

An email address, which is listed on the MVTR, needs to be provided for the service of documents.

A rural address can be listed to serve documents to and applicants renewing must provide an NZTA customer number.

The timeframe for notifying the registrar that a new person is concerned in managing a registered company has been cut from 30 to 20 working days. The need for a role holder to sign the application form has been removed.

You still need to include a signed statutory declaration. However, role holders no longer need to be logged into the portal to also complete required checkboxes. ☹

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Mixed views on rules revamp

The Motor Trade Association (MTA) has described proposals to overhaul the frequency and scope of warrants of fitness (WOFs) as “timely”.

Lee Marshall, chief executive, says the testing regime has been on the industry’s agenda for years and agrees with the coalition that the system should be overhauled.

“We will be canvassing members, and looking at data and overseas experience, to give the government the best advice to assist with final decisions,” he adds.

“The widespread use of new safety technology is changing the fleet, so it’s good that has been recognised in the proposals. We’ll be encouraging all businesses to have their say, whether through MTA or direct to government.”

Under the plans, the first WOF for new light vehicles will be issued for four years, those aged four to 10 will have to be inspected every two years and vehicles over 10 years will have an annual check.

The changes unveiled on October 29 include higher fines and demerit points for owners of unsafe vehicles and those without valid warrants, while public education will help people understand how to maintain cars.

“The industry is focused on

safety and what’s best to keep Kiwis safe on our roads,” says Marshall. “That must be the primary function of the WOF.

“While many motorists are conscientious and careful with their vehicles, some aren’t.”

Certificates of fitness are also up for review in that light rentals less than five years old will need to have a COF A once a year.

The scope of WOF and COF A inspections is set to change to require checks of advanced driver-assistance systems.

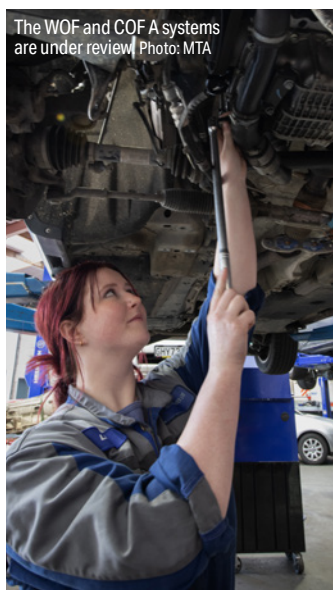
Inspectors will have to verify that fault lights for important features, such as automatic emergency braking (AEB) and lane-keep assist, are not illuminated.

In addition, new safety requirements are being considered for vehicles entering the fleet. For new and used light and heavy vehicles, AEB, lane-keep support, and acoustic vehicle-alert systems for “quiet” electric and hybrid vehicles are on the table.

ESC and anti-lock braking systems are being appraised for heavy vehicles.

“If these safety features become mandatory, more vehicles in New Zealand will have them sooner,” says the NZTA.

“This could help lower the



The WOF and COF A systems are under review. Photo: MTA

number and seriousness of crashes that cause most deaths and serious injuries.”

The Imported Motor Vehicle Industry Association (VIA) is urging officials to design implementation timelines for entry-certification changes that reflect our market, and production and compliance schedules in Japan.

Greig Epps, chief executive, says: “New Zealand’s fleet gets safer faster when Kiwis can afford to upgrade. If mandates land before these features are genuinely standard across Japan’s existing fleet, import options shrink, prices

rise and people hold on to older cars longer.”

He notes AEB and other advanced systems have rapidly become features of new models in Japan, but coverage across all existing models takes longer.

VIA is recommending any mandates match the typical age of used imports, which is eight to 12 years, and the point at which features are broadly available and affordable in Japan’s used market.

It proposes an early-to-mid 2030s staged target for universal AEB compliance, with verified supply and price checks taken before each step.

When it comes to lane-keep systems, it wants the government to define whether a warning or assist function will be required and to only phase it in once supply and affordability are demonstrated.

An earlier pathway is suggested for approaching vehicle audible systems by using approved retrofit kits for EVs and hybrids, with full compliance achieved by 2031–33.

Epps notes accelerated mandates risk creating a de-facto age restriction on models over about 10 years old, which will limit supply and inflate prices in the second-hand market.

Consultation on the changes closes on December 17. ☺

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Changes to credit act closer

The coalition says reforms to the Credit Contracts and Consumer Finance Act (CCCFA) will make it simpler for people to access credit.

A select committee has recommended by a majority that the Credit Contracts and Consumer Finance Amendment Bill, which will affect providers of car loans and their agents, be passed by parliament.

The legislation, which was introduced in March, will transfer regulatory responsibility for credit contracts and consumer finance from the Commerce Commission to the Financial Markets Authority.

The shake-up will also result in lenders shifting from certification to a licensing regime and remove parts of the CCCFA, such as the due-diligence duty for directors and senior managers, that don't fit with the new regulatory approach.



The government's financial services reforms are being progressed through the CCCF Amendment Bill

Scott Simpson, Minister of Commerce and Consumer Affairs, believes the bill's reforms will restore common sense to lending, reduce unnecessary red tape and ensure responsible borrowers can access finance when they need it.

"Previous changes saw banks and other lenders weighed down by excessive compliance

requirements," he says. "That led to an overly cautious approach to lending, making it harder for Kiwis to access affordable credit.

"Many will remember the frustration of being asked intrusive questions about everyday expenses, such as takeaways or streaming subscriptions, when applying for a loan. That's why the government acted to remove unnecessary rules, bring back common sense and make it easier for responsible borrowers to access finance."

Simpson notes the bill, which will need to pass its second and third readings before becoming law, also simplifies the regulatory framework to reduce compliance costs for businesses.

Many lenders currently face oversight from three separate regulators, the Financial Markets Authority, Commerce Commission and Reserve Bank.

"This can be unnecessarily complex and confusing, and these changes will streamline that system," he says.

"Another important change removes personal liability for directors and senior managers over minor administrative mistakes. That provision was discouraging capable people from taking up governance roles and added to the regulatory burden faced by lenders.

"These reforms are part of the government's wider financial-

services reform package, which is focused on creating a more dynamic, fair and accessible system for all New Zealanders."

Other parts of the government's financial services reforms are the Financial Markets Conduct Amendment Bill and Financial Service Providers (Registration and Dispute Resolution) Amendment Bill.

Together, the government says the three bills will overhaul legislation related to finance and ensure consumer protection without stifling access to credit or innovation.

Simpson thanked the finance and expenditure select committee for the work it has done on the CCCF Amendment Bill, and those who took the time to make submissions.

"As a result of the feedback received, the committee has recommended a number of changes, which the government

parties will accept," he says. "This includes adjustments to the retrospective element of the legislation.

"While retrospective law change is unusual, in this case I believe it's justified. The intent

has always been to fix bad law, and ensure the courts have the discretion to reach fair and equitable outcomes.

"Through the select committee process, it was suggested ongoing court cases be exempt from these provisions. The committee considered this carefully and recommended that approach, and the government parties agree.

"There has been significant attention on the retrospective element of the bill, which has at times overshadowed the broader purpose of these reforms. Ultimately, this legislation is about improving access to credit and reducing unnecessary red tape for lenders and consumers."

Overall, the changes deliver on a National-ACT coalition agreement to rewrite the CCCFA. ☺



Scott Simpson

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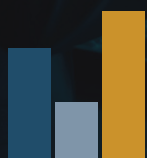
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Busy backing communities

Companies show support for charities across motu despite times being tough

The Giltrap Group has raised \$232,000 for a children's hospital after its third Starship Supercar Show attracted more than 8,000 enthusiasts.

The biennial event, held at the company's headquarters in Grey Lynn, Auckland, broke records for admissions.

People who went along had the opportunity to get up close with a display of rare vehicles with a combined value of more than \$125 million.

Money was raised for the Starship Foundation through ticket sales and a charity auction, with this year's tally bringing the total collected since 2021 to more than \$635,000.

Michael Giltrap, group executive director, describes the joy on people's faces as they viewed the cars as "incredible".

He says: "Thanks to the generosity of owners, we were able to put together a collection of 91 vehicles that was truly world-class.

"Some of these cars were worth several million dollars, but there was no hesitation in putting them on show. In many cases, it was the owners who got in touch.

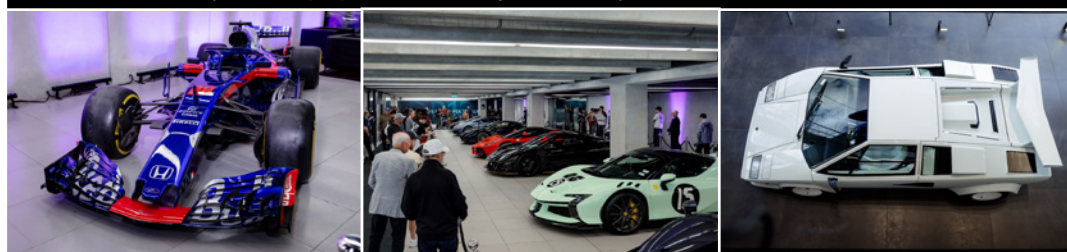
"I can't emphasise enough just how amazingly generous they and countless businesses were in getting behind this event."

The groundbreaking success of racer Brendon Hartley was celebrated at the event with his 2018 Formula 1 car joining a replica version of the Porsche 919 he drove to one of his three victories in the 24 Hours of Le Mans.

A four-time World Endurance Champion, Hartley put New Zealand back in F1. He made 25



Some of the vehicles at this year's Starship Supercar Show, including Brendon Hartley's F1 car



starts for Toro Rosso in 2017/18 and became the first Kiwi points-scorer in 44 years. Seven years later, the team is now called Racing Bulls with compatriot Liam Lawson behind the wheel.

Hartley says it was great to have his F1 car at the event and even better that Kiwis were able to get a close look at it. "As a parent, the work Starship does means more than ever, so to be able to support such an awesome cause is amazing."

Other vehicles on show included two Aston Martin Valkyries, a 1964 Lamborghini 400GT and a Ferrari SF90XX.

There was also one of the rarest Porsches ever made – the GT2 RS Clubsport 25. Built to celebrate 25 years of victories at Le Mans and setting record runs at the Nürburgring, it was designed as the ultimate track day and race car.

Only 30 were built, and the event featured the only one in the southern hemisphere. It was joined by the latest road-going 911, the S/T.

Joanna Simon, chief executive officer of the Starship Foundation, congratulated the Giltrap team and its supporters on the third supercar show, which ran from September 20-21.

"Thank you for helping us

provide the very best care, equipment and innovation to children from every corner of Aotearoa," she adds. "We are so grateful for your support."

The Giltrap Group says the support of the business community, from transporting cars around the country to backing the auction, helped make this year's show a success. Planning is under way for 2027's event.

SAFETY FOR STUDENTS

Bridgestone and Road Safety Education Ltd (RSE) have renewed their commitment to steering future generations with a five-year extension to the tyre brand's long-term support of the Ryda programme.

Ryda is RSE's flagship scheme run throughout New Zealand and Australia. With classroom learning supported by interactive and engaging workshops, it aims to empower 16 to 18-year-old learners, drivers and passengers with the knowledge and tools to make safe choices on our roads.

Bridgestone has been a partner of RSE and Ryda since 2016 and the programme has reached more than 880,000 students from about 1,110 schools since its inception.

Heath Barclay, Bridgestone Australia and New Zealand's

managing director, says the increased commitment will support RSE to expand its operations and reach a greater number of young people through Ryda.

"The benefit that the Ryda programme has on road users is undeniable and vital in ensuring our next generation of road users are adopting a safe mindset, especially in their first few years on the roads," he adds.

"Over the past nine years, we've seen the impact that Ryda makes in communities. Through our renewed multi-year partnership, we're committed to supporting its growth so Ryda can benefit even more young New Zealanders and Australians."

Ryda's evidence-backed approach to education involves the organisation working with schools to integrate safety into the regular curriculum. The method of education implemented supports and amplifies core messages delivered and behaviours learnt.

In workshops, students investigate real crashes and their causes with survivors of road trauma, receive insights from law enforcement, and are challenged to understand their personal risk profiles and provided with practical steps to reduce them.

The programme also empowers ►

◀ students to speak up and call out unsafe driving behaviour among their peers.

The workshops are facilitated by a mix of professionals and volunteers, with Bridgestone staff supporting it through volunteering opportunities.

“Our collaboration with Ryda is a true partnership providing shared value,” adds Barclay. “Our own staff have benefited from volunteering to help support the programme and see first-hand the impact it has.”

Ryda aims to reach more than 100,000 students per year by 2030, and says continued investment and strategic support from Bridgestone is a key element in hitting this milestone.

Maria Lovelock, chief executive officer of RSE, says: “We are grateful for the continued support from Bridgestone towards our vision of creating communities free from road deaths and serious injuries.

“We know Ryda works. In communities where all the schools attend, we can see there are clear

Bridgestone is supporting Ryda courses run for teenagers by Road Safety Education



reductions in youth road trauma.

“Overwhelmingly, schools tell us the programme should be compulsory and they see the value in building it into their curriculum.”

The partnership with Ryda is one of the key initiatives Bridgestone invests in each year, guided by the company’s global road-safety programme objectives. Over the past year, it has contributed to more than 90 initiatives worldwide.

FLYING TO THE RESCUE

Mitsubishi Motors New Zealand (MMNZ) has provided a fleet of its Outlander plug-in hybrids (PHEVs) to Life Flight after becoming a principal sponsor.

The partnership reflects the company’s commitment to equipping frontline organisations with practical tools to help people in urgent need.

The not-for-profit aeromedical service responds to more than

1,700 emergencies nationwide each year.

“We’re proud supporters of a number of local charities and consider Life Flight to be a natural fit as a partner,” says Tony Johnston, chief operating officer of MMNZ.

“That’s not just because of the amazing work it does in the community, but also because the service has touched some of our own staff directly.”

Barry Gratton, a senior analyst programmer at MMNZ, received critical care from Life Flight after suffering a cardiac arrest in 2024.

“I was fortunate that Nigel, a Life Flight critical-care flight paramedic, was quickly on hand to start advanced life support,” says Gratton. “Over the next 90 minutes, he kept me alive and stabilised me so I could be transported to hospital.

“After a month-long stay and open-heart surgery, I returned home with a new appreciation of the skill and dedication shown by these incredible first responders.”

[continued on page 14]



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Four Life Flight-branded Outlander PHEVs are now in service. They are pictured with Life Flight, MMNZ and Mitsubishi dealership staff

Life Flight crews are on standby around the clock. On average, 32 people rely on its services every week. Missions include helping critically ill babies and attending serious accidents and remote emergencies.

“The fact that one-in-five missions involves a baby or child in urgent need meant there was no question we needed to step up,” says Johnston. “In conjunction with our Wellington-based Mitsubishi Motors dealers, we are committed to helping Life Flight in its critical work.”

A fleet of Outlander PHEVs is being maintained for urgent transfers between Life Flight’s base at Wellington Airport and Wellington Regional Hospital, with the vehicles supplied by Gazley Mitsubishi, Delaney Mitsubishi, Brendan Foot Mitsubishi and Wairarapa Mitsubishi.

Mark Johnston, Life Flight’s chief executive, says: “We’re thrilled to be partnering with MMNZ and its dealerships to help ensure we keep our teams flying 24/7, 365 days a year.

“We’re also excited to be transitioning into the latest plug-in hybrid technology because many of our journeys by road are over relatively short distances.”

The PHEVs, which have an

electric range of up to 84km, will also be used by Life Flight support teams to help with community fundraising and public outreach.

The partnership expands MMNZ’s community support through vehicle donations.

In 2023, it formalised its support for Taskforce Kiwi by supplying three long-term loan Tritons to assist with natural disaster response, volunteer training and community rebuilding across the country.

Vehicles were also supplied to Wellington Free Ambulance and other health-related charities as part of MMNZ’s staff-led Matariki donations programme.

DRIVING TRUST’S WORK

Mazda NZ has donated an electric vehicle to help people in rural communities get their driver licences.

It has handed over an MX-30 to the Outwest Youth Community Trust, which has helped about 1,150 motorists pass their tests over the past 10 years.

The organisation, based in Helensville, about 40km north of Auckland, launched a Givealittle campaign to help raise money to replace its Demio.

David Hodge, manager director of Mazda Motors of NZ, says: “When

we heard about the circumstances around Outwest’s training car, our team started thinking of ways to assist.

“For us it has been about ensuring the programme can continue operating in a way that most supports the trust and community. We realised the extent of the demand for licence support and that Outwest Youth didn’t just need a replacement car, it needed an additional one.”

The MX-30 has joined the organisation’s operational fleet. Primarily to be used to support more advanced lessons in Drive Outwest’s programme, it will also be used by staff for trust activities.

Hodge adds the success of the Givealittle campaign will enable it to buy an extra training car to support the growing need for driver education.

Naomi Bartley, Outwest Youth’s general manager, says: “We’ve been blown away by the generosity of Mazda. We are also so grateful for the response to our fundraising efforts, especially from our local community.

“For a small town like ours, it’s exciting our story has spread nationally. Mazda’s donation allows us to keep the programme on the road and gives students exposure to some of the latest technology

that’s becoming commonplace in modern cars.

“We will also use the MX-30 for general operations as we cover a wide area of south Kaipara, so having an EV lowers our emissions and running costs.”

GETTING ON BOARDS

Surf Life Saving New Zealand (SLSNZ) has signed a three-year extension of its partnership with Toyota Financial Services NZ (TFS), which is remaining as a major partner.

The organisation supports around 74 lifesaving clubs at more than 90 locations and about 4,600 volunteer surf lifeguards. It relies on the support of commercial partners to help carry out its work.

Steve Fisher, SLSNZ’s chief executive officer, believes a longstanding partnership such as the one with TFS can only be successful if based on an aligned purpose.

He says: “We admire Toyota’s value of being a brand for all Kiwis, ensuring that the freedom of movement is a reality for all.

“Similarly, we’re focused on making our beaches and coastlines accessible to everyone by protecting and supporting our local communities, reducing risk, being proactive in preventing harm and driving positive outcomes.”

TFS has backed SLSNZ for 13 years and its sponsorship involves supplying the organisation with more than 70 vehicles to support regional lifesaving delivery and community education programmes. This makes it one of the largest not-for-profit fleets in New Zealand.

Under the partnership, TFS will remain a naming rights sponsor of the Surf Life Saving Northern Region Awards of Excellence for the Auckland and Northland regions, which stretches south to Raglan on the west coast. ☺



Outwest Youth Community Trust is delighted Mazda NZ has donated an MX-30. Naomi Bartley, the trust’s general manager, is left front of the car

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Checking out life on the road

Since stepping into my sector role at the MTA, I've been reviewing our dealer portfolio. As questions and feedback have come in from members, we've continued to explore how we can better support them.

This month, I'm shining a spotlight on summer camping and life on the road, which play big roles in our holidays.

September brought some sunshine to sales figures for new motorhomes and caravans, marking the year's strongest month until then.

Before we start popping corks and celebrating, it's worth noting the sector is still trailing last year's pace by 205 units – or about 7.5 per cent – so while it was a step in the right direction, there's still ground to make up.

The used-import market hasn't fared much better. It's down by 5.2 per cent, which translates to 77 fewer units compared to the same time in 2024. But with summer around the corner, there's plenty of optimism in the air.

I recently made the trip to the NZ Motorhome, Caravan & Leisure Show at Mystery Creek Event Centre near Hamilton, which ran from September 19-21, and let me tell you, it was buzzing. The atmosphere was livelier than a campground barbecue on a sunny Saturday evening.

With about 20,000 attendees over the three days, and more than 1,000 motorhomes and caravans staying on-site, it was a full-blown celebration of mobile living, outdoor adventure and the great New Zealand road trip.

The show had something for everyone from retro classics to the latest in luxury motorhomes, clever glamping gadgets and everything in between.

Whether you were a seasoned road warrior or went for a nosey and freebie, it was great to see people walking out with arms full of purchases, "sold" stickers slapped on high-ticket items and even a few "sorry, sold out" signs making an appearance. It was clear that despite the market's recent challenges, interest and enthusiasm are still running high.

Among the standout exhibitors were TrailLite, RV Super Centre, Deluxe RV Group and Marty's Panel & Paint. Each stand was humming with activity, people exploring the latest models, asking questions, dreaming about their next adventure or stocking up on gear for their current one.



LARRY ALLOWFIELD
Sector manager - dealers,
Motor Trade Association

TrailLite, in particular, put on a stellar show. Not only were its latest models showcased but it also hosted the TrailLite Group Theatre with seven informative seminars on each day.

Topics ranged from Marty's expert tips on maintenance and repairs to mobile connectivity because, let's be honest, even when you're parked up in the middle of nowhere no one wants to miss the All Blacks playing those early-

highlights wasn't a shiny new model, but a beautifully restored piece of history. It was the REO, our country's very first motorhome.

Originally built in 1928 and converted by Andy and Gladys Anderson, founders of the NZ Motor Caravan Association (NZMCA), the REO has seen more of the motu than most of us ever will.

After years of use, abandonment and even a stint in a paddock, it's been lovingly brought back to life by volunteers at Eastland NZMCA. It's a true testament to the enduring spirit of Kiwi road travel.



All up, the event was a vibrant celebration of the motorhome and caravan lifestyle. It showcased not just the vehicles and gear, but the sense of freedom, adventure and community that comes with life on the road.

If you missed the show this year and are thinking about upgrading your lifestyle, don't worry. Just

pick up the phone – or better still, throw your jandals in the

back of the car, grab a map or ask Google – and start planning your next roadie. As every seasoned gl camper knows, the road is long, the scenery's stunning and there's always room for one more good-old yarn this summer. ☺

morning games on the northern tour – or do they?

TrailLite's reputation for quality, innovation and good old-fashioned Kiwi service was on full display, proving that being more than 70 years old is no barrier to leading the industry.

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Link your clicks to sell vehicles

Digital leads are great, but only if they turn into test drives and sales.

In New Zealand's dealership landscape, where results matter more than ever, tracking clicks isn't enough. The smartest operators are now asking which clicks actually lead to cars sold.

It's easy to focus on surface metrics such as impressions, clicks or leads. However, none prove return on investment (ROI) unless tied to real sales.

Too many Kiwi dealers still lack a consistent way to pinpoint what's working.

The truth is if you can't trace a lead to a sale, your marketing report is only telling half the story. Effective attribution goes beyond tracking traffic. It helps you to:

- ▶ Identify which platforms drive not just enquiries, but appointments and deals.
- ▶ Refine budget allocation based on ROI, not just low cost per lead (CPL).
- ▶ Prove which campaigns are worth repeating or dropping.

With the right connections between your CRM, website, advertising platforms and inventory feeds, you unlock smarter, faster decision-making.

SHIFTING TO VALUE

Not all leads are equal. Some channels flood your inbox with low-intent traffic. Others quietly deliver ready-to-buy customers.

One dealer found that while Meta generated the most leads, the majority were from generic adverts that rarely converted.

After linking UTM tracking to their CRM, Google Search drove fewer leads but 80 per cent of their sales.

UTM (Urchin Tracking Module) codes are an essential tool for marketers because they allow them to track the effectiveness of digital marketing.

Instead of asking, "how many leads did we get", the dealer shifted to, "which platform brings buyers". When your marketing data talks to your CRM, guesswork disappears and performance improves.

CLEAN, TRUSTED DATA

Top-performing dealers don't rely on sales teams to log lead sources. They automate attribution from the start.

When your website, ad platforms, phone leads and



JAMES HENDRY
Director, sales and operations
AdTorque Edge NZ

CRM are synced, each enquiry is automatically tagged with its source, campaign and even keyword.

There is no more relying on someone to tick boxes or type up notes, and no more wondering where your leads

come from.

The benefits include more reliable data, fewer manual errors and a CRM that acts as a performance dashboard – not a digital filing cabinet.

You will quickly see which

Dealers' action plan

- 1 Audit your lead sources – track where enquiries come from and if they result in sales.
- 2 Apply consistent UTM tracking – label all ads by source, campaign and objective.
- 3 Sync your systems – ensure your CRM, website and DMS are connected.
- 4 Report weekly – share results with sales and marketing staff, and encourage feedback.
- 5 Adjust budgets monthly – spend where you get the best ROI.

channels drive the most enquiries, which campaigns lead to appointments and test drives, and which sources consistently close sales.

Even entry-level tools, when connected with smart UTM tracking, can dramatically improve data accuracy while reducing admin. The result is faster reporting, better decisions and no extra work for your sales team.

GET AHEAD OF THE CURVE

Attribution isn't just about tracking, it's about forecasting. Knowing what worked last month helps you to plan better for the next. Attribution builds clarity, confidence and cost-efficiency.

So, what's holding dealers back? Often, it's not tools but time, habits or the belief that it's "too hard".

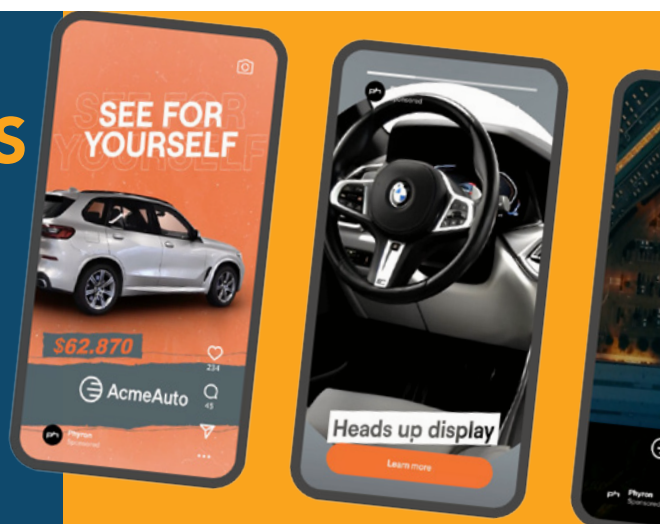
However, with the right digital partner and a phased approach, attribution is achievable and worth it.

In one case, a dealership connected UTM tracking with CRM updates and reallocated spend from low-intent traffic to branded search. The results were a 28 per cent jump in conversions and 31 per cent drop in CPL without spending more. ☺

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Industry movers

MATTHEW SLADE has been appointed to the governance board of Ford NZ after joining the company as marketing director. He has replaced network strategy director, Cameron Thomas, who has become GWM NZ's country manager.



Slade, pictured, returned here in early 2025 after living abroad since 2012. He was with Ford of Australia since 2016, and was most recently product and retail marketing manager for the Ranger and its Super Duty variant.

Before that, he oversaw the Everest's marketing and worked closely on developing its Tremor variant. Slade has also worked in customer services managing promotion, parts pricing and the Ford Trade Club.

CORNEL MARAIS has become chief operations officer at Auckland City Toyota overseeing the Grey Lynn, Mount Wellington and Greenlane dealerships.



He was most recently general manager of the Grey Lynn branch, and previously led the marque's franchises in Botany and Greenlane.

Marais was regional group operations manager for Armstrong's, which owns Auckland City Toyota, from August 2022 to April 2025.

Before that he spent two-and-a-half years as dealer principal at Eagers Automotive after moving to New Zealand from South Africa where he had 10 years in similar roles.

HOMERO BECERRA-GONZALEZ has replaced Jaime Cohen as chief executive officer and managing director of Mercedes-Benz Australia-Pacific.



He has more than 25 years' leadership experience in Mexico, Colombia and Italy, and took up his new positions on November 1.

Becerra-Gonzalez, pictured, has expertise in financial management and strategic planning. He joined Athlon Iberia – a fleet and mobility solutions provider, and subsidiary of the Mercedes-Benz Group – as managing director in 2021. He led the organisation to record growth and profitability, doubling its portfolio and achieving a growth rate three times that of the local market.

JOHN-PAUL FALVO has joined GWM Australia and New Zealand as its head of network development, joining the company's executive team.



Most recently, he was head of network development, customer experience and training at Iveco for more than two years.

Prior to that, Falvo spent nearly a decade with Nissan, including eight years as network development manager, and two years as national manager of customer, retail experience and voice of customer. He has also worked for Hyundai and Mazda and most recently Iveco.

REBECCA THOMAS has become Heartland Bank's chief digital transformation officer.



She has about 25 years of experience in technology, data and enterprise transformation gained in sectors such as insurance, engineering, government and professional services. She previously worked at PwC NZ as chief information and data officer for eight years.

Pathway to residency will boost talent pool

The automotive industry has welcomed plans to fill gaps in the workforce by creating a trades and technician pathway to New Zealand residency.

The Motor Trade Association (MTA) says the move shows the government recognises the value of such professions and it follows announcements about boosting them as career options as part of changes to secondary school education.

Nicola Willis, Minister for Economic Growth, has revealed that two extra skilled-migrant residence pathways will be introduced from the middle of next year to support business growth.

The trades and technician pathway will be for those in specified skilled roles who hold a relevant qualification at level four or above and have at least four years of relevant post-qualification work experience, including at least 18 months in this country at or above the median wage.

In addition, a skilled pathway targets migrants who have at least five years' work experience including at least two years in New Zealand for which they were paid at least 1.1 times the median wage.

"Businesses told us it was too hard for some migrants to gain residence, even when they had crucial skills and significant experience that weren't available in the existing workforce," says Willis. "We're fixing it."

James McDowall, the MTA's head of advocacy, has called for and worked with ministers and officials on improved access for trades for almost a year.

"We told government it's essential to recognise that trades are skilled professions," he says.

"These roles have long deserved more recognition for the expertise and technical skill they require. The skilled-migrant category needed to be fixed to address this."

McDowall says the automotive industry, which according to the NZ Institute of Economic Research produces \$6.8 billion – or 1.9 per cent – of gross domestic product, is expanding and needs more workers to deliver that growth.

"It's a shame we have to wait until mid-2026 for the changes to kick in," he adds. "That said, knowing it's coming gives certainty to employers and migrants already here, who are working towards residency."

The MTA has long said many companies want to develop and hire local staff, but overseas workers play an important role in filling gaps and relieving the strain. "With the certainty that automotive training body MITO is returning

to industry, trades are getting appropriate recognition in the curriculum and, with this announcement, both sides of the equation are being addressed," says McDowall.

Erica Stanford, Minister of Immigration, says the government's latest announcement balances attracting higher-skilled workers with managing migration levels and ensuring Kiwis remain prioritised for jobs.

She adds: "This helps businesses access the skills and experience needed to grow the economy while hiring New Zealanders when they can."

"The trades and technician pathway recognises the practical skills needed in industries where sub-degree qualifications are widely used and valued." 🗨️

Businesses told us it was too hard for some migrants to gain residence. We're fixing it
– Nicola Willis

Balance between policy and reality

New Zealand is right to pursue lower transport emissions, but the system built to deliver them isn't keeping pace with the market.

Effective policy reflects how people make choices. Importers can deliver efficient, zero and very low-emissions models to showrooms. Only consumers decide what they drive away.

For a time, incentives and public campaigns encouraged Kiwis to choose greener vehicles.

When those settings ended, that signal faded and demand for battery electric vehicles (BEVs) dropped markedly.

It now sits around seven to eight per cent of new light-passenger registrations, well below levels assumed by the clean vehicle standard (CVS). The same pattern has appeared overseas when demand-side support has been withdrawn.

Across the sector, supply obligations have continued to tighten while demand hasn't recovered. Importers have responded responsibly, repricing to clear stock, shifting product mix and limiting exposure to higher-emissions models. Credits built up in earlier years have kept the system functioning, but that buffer is close to depletion.

To meet the 2025 light-passenger target, BEVs would need to make up around 20 per cent of all new sales. By 2026, targets tighten again to about 25 per cent while industry expectations suggest demand is likely to remain subdued. The result is significant compliance cost with

little measurable environmental gain.

Other markets are facing similar challenges. In the UK, the Society of Motor Manufacturers and Traders has warned the new zero-emissions vehicle mandate could expose marques to billions

in penalties unless paired with stronger consumer incentives.

The EU recently introduced flexibility allowing emissions to be averaged over three years rather than one, acknowledging that rigid annual targets can outpace real-world demand.

In Ireland, EV sales softened following grant reductions. In Australia, debate around its new-vehicle efficiency standard has raised the same question – how to balance ambition with affordability for households and fleets.

In the US, recent changes to the corporate average fuel economy and federal vehicle-emissions programmes have moved in the opposite direction by easing or removing targets altogether.

This all highlights the wider global challenge of keeping climate ambitions on-track while ensuring policy remains workable, fair and durable. Adjustment isn't retreat, it is how durable policy evolves. Every country that has succeeded has paired ambition with adaptability and New Zealand can do the same.

The lesson is clear. Supply-side rules alone cannot guarantee emissions reduction if buyers aren't



AIMEE WILEY
Chief executive officer,
Motor Industry Association

ready or able to switch. Successful decarbonisation requires both sides of the market working in balance.

That principle underpins the MIA's position. We support the goal of reducing transport emissions but believe that,

without recalibration, the CVS risks imposing high costs without meaningful environmental gains.

The MIA respectfully suggests resetting the scheme is now urgently needed to realign policy ambition with market reality. This isn't about lowering expectations on importers, but ensuring the standard delivers genuine emissions reduction rather than simply transferring cost.

The industry has already adapted. Between 2021 and 2023, about 200 new electric and low-emissions models were sourced and introduced to New Zealand with orders placed to ensure ample supply heading into 2024.

When consumer demand fell sharply, many importers found themselves grappling with oversupply and the challenge of rebalancing stock. The capability to supply credit-earning vehicles exists. The problem lies in selling enough of them.

A remodelled approach, one that balances supply obligations with realistic consumer uptake, would restore confidence that carbon-dioxide targets can be achieved without excessive penalties or market distortion.

That equity would maintain environmental credibility, protect buyer affordability and sustain commercial conditions needed for continued investment in cleaner technology.

Adjusting course now would allow the government to show pragmatic leadership, transforming a policy under pressure into one that delivers lasting results. By aligning supply rules with market realities, New Zealand can achieve fairness and effectiveness, ensuring the CVS remains a credible and enduring framework.

Other governments have already taken this path with positive results. The EU's flexibility announcement was praised by industry and environmental groups for keeping ambition intact while acknowledging market conditions.

If our country follows a similar approach, it could achieve a similar balance of realistic targets, stable industry investment and measurable emissions gains. That would be a win for the environment, consumers and economy, and a moment for government to be seen as principled and practical.

The MIA's focus is on practical solutions that make the CVS effective, credible and achievable.

New Zealand can succeed if policy asks both sides of the market to row in unison, supply and demand. When they move together, emissions fall, consumers are better off and the industry invests with confidence.

That's the path to a cleaner fleet and stronger economy, and proof good policy and good business can pull in the same direction. ☺



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The month that was... November

November 16, 1998

Ford and CMC unveil dealership plan

Ford NZ said it would be leading the way into the new millennium with a strategy for its Auckland dealer network that was revolutionary in this country.

It was to set up a joint venture with the Colonial Motor Company, which was New Zealand's largest owner of the blue oval's franchises.

Together, they would establish a Ford Retail Network. In effect, it would own and operate five Auckland dealerships as one entity. These were both branches of John Andrew Ford, East City Ford, West Auckland Ford, also with two outlets, and South Auckland Motors.

Discussions were under way with the three independently owned dealerships – Gregory Ford, Papakura Ford and Pukekohe Ford.

Nigel Wark, managing director of Ford NZ, said the aim was to improve the outcome for customers. He explained that with a single organisation, the brand could move forward more consistently in one direction and with one leadership team.

That would maximise the advantages of belonging to a global network, give consumers a better deal and, in turn, inspire greater loyalty to the marque and – hopefully – an increase in sales. Wark said it would be a lengthy process taking up to three years to complete.



Fourth quarter, 2004

Wheeling and dealing

When Jeff Wesley left his company in the US to become chief executive at Turners Auctions, he told the board that he would be gone in three years.

On the eve of his departure – some eight years later – Autofile spoke to him to find out what made him stick around.

"I get a real buzz out of sending people overseas to open their eyes to new ways of working," said Wesley. "Experience is important. I've sent more than 100 employees of Turners around the world to learn how others do things.

"You don't have to be clever if you can keep an eye on what everybody else is doing and adopt a good idea when you see one."

As an example, Wesley cited the Smart repair centre, which had just opened at Turners in Penrose. "The speed of innovation in global markets is an increasingly competitive advantage."

There were plenty of reasons for budding entrepreneurs to take note of his advice. Turners had experienced continued compound growth while he was at the helm and posted record profits in six of his eight years.



November 4, 2005

Public support for compliance change

A private vehicle importer joined the fight to convince Land Transport NZ (LTNZ) to change its "prohibitive" compliance regulations.

Wellington real-estate broker Chris Gollins contacted LTNZ after seeing a Dominion Post article detailing dealer Jerry Clayton's battle with the government agency.

"I'm not a registered trader, but have imported cars privately," said Gollins. "It seems farcical to have to get a letter of compliance for each vehicle. Yet people are allowed to import dodgy cars, get warrants by putting a bit of pressure on those issuing them and then sell them on roadsides to unsuspecting families with limited incomes."

Gollins didn't dispute the amount charged by distributors. "Dealing with them and getting the letters is easy. The letters are quite detailed, so it's a bit of work. I'm not grizzling about what they're charging. I just think it's outrageous it must be done for every car."

He told LTNZ that he agreed with Clayton's suggestion it should be possible to arrange for blanket letters to confirm that whole model ranges complied with safety standards in New Zealand.



November 20, 2009

Towing the line

It started with a 2008 Holden SV6 sedan bought for \$45,000 and ended with a dispute featured in Autofile headlined, "horse lovers taken for a ride".

The purchasers wanted to tow a two-horse float and were told by the dealer he had sold "lots of these cars to horsey people". The Motor Vehicle Disputes Tribunal found in favour of the buyers and the trader was ordered to repay them.

Andrew Bayliss, the AA's technical adviser, said: "All vehicles sold new in New Zealand have a towing rating issued by the manufacturer. The rating will state maximum capacities for a braked or unbraked trailer. As an example, a four-by-four Toyota Hilux is rated at 750kg for a trailer with brakes.

"When suggesting a tow vehicle, while the pulling power is important it's more about its ability to brake safely and the vehicle's weight being appropriate for the load.

"A vehicle towing a trailer beyond its capacity can become unstable as the trailer begins to fishtail, pushing the car's rear offline and causing the trailer to jack-knife.

"While New Zealand-new vehicles will have a quoted handbook rating, the same doesn't necessarily apply to used Japanese imports."



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'Circular' car rules about control

Europe is about to roll out the biggest change to vehicle regulation in 20 years and, while it's happening half a world away, the effects could easily impact New Zealand.

The regulation on circularity requirements for the design and management of end-of-life vehicles (ELVs) is being sold as part of a big "circular economy" vision whereby cars and their materials are reused and recycled instead of ending up in landfills.

When first proposed back in 2023, it aimed to make vehicles easier to dismantle and recycle, set ambitious recycling targets and clamp down on scrap cars exported as "used".

It recognised a circular economy works only when everyone – original equipment manufacturers (OEMs), recyclers, dismantlers and regulators – shares responsibility and information.

After two years of industry lobbying, the new version puts the carmaker at the centre of everything with only the OEM responsible for managing ELVs. Dismantlers and recyclers have been pushed to the sidelines.

Recycling targets have been weakened, 15 per cent after six years instead of 25 per cent, and the power to decide when a car becomes an ELV has shifted from inspectors to digital systems managed by manufacturers and government partners.

To ship a used vehicle overseas, exporters will now need an OEM certificate saying it hasn't reached end of life. No certificate, no export, no matter how safe, efficient

or roadworthy it is. Everything runs through OEM-controlled "digital passports".

The law retains circular-economy branding but concentrates power in the same few hands. It's more about who controls a vehicle for its lifecycle, including the right to recycle.

It's tempting to think this is just an issue for Europe, but EU rules have a way of spreading. Japan, the UK, Australia and New Zealand tend to adopt similar standards to keep trade smooth.

If Japan or the UK mirror this model, every car leaving those countries for export would need a manufacturer-issued "non-ELV" certificate or digital passport.

That's where things get risky. If an OEM decides not to support an older model, or simply can't be bothered generating data, it never leaves the country.

However, there's a sharper edge. If a manufacturer knows independent importers in New Zealand or Australia are competing with local dealership networks, it could refuse to issue export clearance. Nothing in the current EU-style framework would prevent that.

That's a commercial decision dressed up as sustainability. It gives OEMs the power to decide who gets to participate in the market and who doesn't. By controlling



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the data that defines "life status", they can choke off the flow of affordable, low-emissions used vehicles that keep countries such as ours on the road while pointing to legislation in source jurisdictions as the cause.

We've already seen the prototype in the EU's battery regulation, which created a passport – a digital record owned by the manufacturer that controls where and how a battery can be traded or recycled. It's not hard to see vehicle passports following the same path.

Behind the green language, it's a clever commercial strategy. It allows carmakers to look environmentally responsible while extending control

over vehicles indefinitely, slowing the shift to electric and keeping competitors on a short leash.

If these rules take hold across our source markets, or worse still if Australia or New Zealand copy them, results would include fewer cars available for import and tighter prices for consumers.

Also, independent inspection agencies, such as the AA, VINZ and VTNZ, could be squeezed out unless they pay for OEM data access.

The issue won't be safety or emissions. It will be permission and who owns the data that says a car can still be driven, sold or exported.

What should we do? First, we need to stand up for data-neutral regulation. In New Zealand, a car's compliance should be provable by independent physical inspection and testing, not simply by digital sign-off from an overseas database.

Second, we should push for mutual recognition of our independent inspectorate so vehicles deemed "non-ELV" by our system are accepted by trading partners without OEM intervention.

If digital passports become unavoidable, we must insist they use open, transparent standards that independent inspectors can access.

Finally, we should protect what already works. New Zealand's inspection and certification system is world-class. It delivers safety, environmental integrity and fair competition, everything the EU claims to want, without monopolies or gatekeeping. We need to extend it to protect competition as we adopt circular-economy principles.

The EU's regulation shows how easily good environmental language can be hijacked for market control. A circular economy that concentrates power in a handful of corporations isn't circular, it's closed.

If New Zealand wants genuine sustainability, our rules need to stay open, verifiable, fair and focused on reducing waste, not limiting access.

Because if "circular economy" now means only OEMs can decide what's roadworthy, recyclable or tradable, we aren't closing the loop. We're just locking the gate. ☹

We should protect what already works



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Launches on road to recovery

Nissan used this year's Japan Mobility Show to unveil its all-new Elgrand and announce the Patrol's launch into its home market.

Alongside the recently launched all-new Leaf, new Roox kei car and updated model-year 2026 Skyline sedan, the company says these models aim to energise its presence in its domestic market and drive growth.

It's all part of the marque's "intelligent approach to mobility and innovation" under its recovery plan dubbed Re:Nissan, which is being spearheaded by chief executive officer Ivan Espinosa.

"A strong Japan market is important for global success," he says. "We're launching the Patrol as a flagship, elevating the Elgrand's legacy by electrification and pushing boundaries with our EVs."

Since its debut in 1997, the Elgrand has become known for its spacious interiors and performance in Japan's premium minivan segment.

Its fourth iteration incorporates Nissan's latest electrified powertrain technologies, and a design that elevates driving enjoyment and comfort. It's scheduled for launch in mid-2026.

The exterior's commanding stance has a grille motif inspired by a kumiko (woodworking) pattern that blends into the front lights.



The all-new Elgrand

The cabin has a private lounge-like atmosphere in which second-row passengers can indulge in zero-gravity captain's chairs.

Tailorfit leather and woodgrain accents, along with kumiko-inspired patterns on door and seat trims, complement the segment-first dual 14.3-inch integrated displays that combine driver information and infotainment.

The Elgrand is powered by the marque's third-generation e-power hybrid system. It features a new engine and modular five-in-one electric powertrain for refined performance, quieter operation and better fuel efficiency.

It will be the first model in Nissan's global line-up to feature the updated e4ORCE electric four-wheel-drive system, which provides better handling and

stability regardless of road conditions. The rear electric-motor torque suppresses pitching for a smooth ride.

The Elgrand will have the latest ProPilot, which for the first time will support hands-off operation at less than 50kph. Additionally, ProPilot 2.0 will be available for hands-free highway driving and lane-change assistance.

As for the Patrol, that's slated for roll-out in Japan in the first half of the 2027 financial year. The SUV marks the company's return to a segment it hasn't competed in there since Safari production was canned in 2007.

CARBON-NEUTRAL FUEL

Mitsubishi took the wraps off its Elevance, an electrified crossover SUV concept, at the Tokyo Big Sight show.

Its capsule-style cabin is enveloped by a robust body structure inspired by the rib-bone frame concept for rigidity.

An evolved interpretation of the Dynamic Shield4 design is

combined with a honeycomb-structured front grille. Character lines extend from the headlights to the sides and are sculpted in continuous lines to the tail-lights.

By lowering the side windows below the character lines, passengers can fully enjoy the surroundings while in motion.

The Elevance's plug-in hybrid (PHEV) system boasts a high-efficiency petrol engine compatible with carbon-neutral fuels and a large-capacity traction battery.

Mitsubishi's S-AWC technology now incorporates a quad-motor four-wheel-drive system. In-wheel motors at the front enhance stability and dual-motor active yaw control at the rear delivers powerful driving force.

By controlling traction control at each wheel, the system enhances off-road capability while body control helps keep the Elevance level on uneven terrain.

The concept introduces an AI co-driver on the LCD screen embedded in the steering wheel and instrument panel.



Mitsubishi's Elevance concept

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Toyota's Corolla concept

Honda's Super-One



The Honda 0 Alpha

◀ It offers personalised destination ideas tailored to lifestyles and preferences.

The interior has been moulded into a seamless, shell-type form. The instrument panel features a large screen that extends from the driver's side to the passenger side for a view of front blind spots and other areas not normally visible.

The Elevance, which has a three-row and six-passenger layout, supports trailer hauling with ample space. Equipped with a kitchen and shower enclosure, these features can be powered by the PHEV system to provide overnight.

Mitsubishi also unveiled a prototype of its new Delica D:5 at the event. An all-round minivan with better steering stability, it boasts SUV-like superior road-handling capabilities.

Developed as an "enhanced all-around MPV", its drive modes enable optimal performance across diverse surfaces.

The front grille and bumper have fresh designs. There are metal-accentuated panels inside and the interface features digital display gauges for a more advanced feel.

SLEEK AERODYNAMICS

Toyota is readying a remake of its Corolla with a new platform that accommodates everything from hybrids to pure electric and internal combustion engines.

The concept leverages its next generation of smaller, more efficient engines to deliver a bigger cabin, better visibility, sleeker aerodynamics and a more "athletic" footprint.

"We are seriously considering how to commercialise this concept," says chief engineer Toru Fukushima.

The car has a plug port behind the front wheel and vertical digital read-out panels next to the door

seam to display the battery's state of charge. Pixelated light bars wrap around its front and rear while the front fascia is solid.

The windshield extends forward and dips deep into the hood, while the side windows are low below the front pillar. The rear seats are cocooned by a pinched-off back-end that helps channel air around muscular fenders.

The new Corolla will be lower and wider than the current model, with a bigger cabin in about the same overall outside dimensions, slightly longer than the Prius.

Its proportions are enabled partly by a new generation of engines announced last year. They are 10 to 20 per cent smaller than today's, but deliver the same or better fuel efficiency while packing a bigger punch.

They can run on a range of carbon-neutral fuels such as synthetic e-fuels, biodiesel and hydrogen as well as petrol. Their compact size and low emissions make them ideal for electrified hybrid systems.

Among Toyota's new engines is a 1.5-litre unit that will come in naturally aspirated and turbocharged versions. There's also one that's two-litre turbocharged.

The marque believes its compact engines will herald a new era of sleek designs, such as that on show in the new Corolla. They will be more like EVs with low hoods, short overhangs and big windows.

ELECTRIC PROTOTYPES

Honda has doubled down on EVs by revealing two new models which are slated to go on sale over the next two years.

The 0 Alpha and Super-One will target markets such as Japan, Asia and the UK, and will be built outside of the US as the company

steers away from making next-generation electric cars in North America and China.

The two prototypes underscore Honda's commitment to EVs even as mounting uncertainty about demand and subsidies forces carmakers worldwide to delay or cancel launches.

The 0 Alpha sub-compact crossover will be the third out of seven entries in the marque's upcoming 0 Series of next-generation EVs, and will go on sale in Japan and India from 2027.

The Super-One, meanwhile, is a compact hatchback that previews Honda's vision for something small

and fun. It has a lightweight body, and a low and wide stance for snappy handling. Blister fenders lend a retro-styled sporty look.

The marque says the car will feature a stepped-gear function that mimics the feel of sharp gear-shifting and a boost mode to add power. The Super-One will have a platform evolved from the architecture underpinning the popular N Series of kei-class models sold in Japan.

That said, Honda classifies the Super-One as an A-class vehicle for global markets. It aims to start selling it in 2026 in the UK. Its success there will help it to understand consumer appetite for any future small EVs elsewhere. ☺

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Kiwi glory at Mount Panorama

In a race hailed as one of the most gripping in decades, Matt Payne swept from 18th on the grid to victory at Bathurst.

The Kiwi drove with Aussie veteran Garth Tander. Together, they conquered chaos, crashes and rain to win The Great Race.

The Grove Racing combination took out a win for the ages by 0.9588 seconds over late-chargers David Reynolds and Lee Holdsworth.

For Payne, it was a career-defining breakthrough as the 23-year-old's first Bathurst 1000 title and his sixth Supercars race victory of his career.

For Tander, it was a record-equalling sixth Bathurst crown and that places him alongside Larry Perkins among the Mount Panorama greats.

The epic event dealt out heartbreak for other drivers from New Zealand – Ryan Wood, Richie Stanaway, Jaxon Evans and Fabian Coulthard. Andre Heimgartner was the “best of the rest” from our shores. He came seventh.

In a race that ran to almost seven hours, the weather was always a major factor. When it began under gloomy skies and damp patches from early showers, pole-sitter Todd Hazelwood launched cleanly into Hell Corner, leading Mark Winterbottom through the first turn as the field streamed uphill.

The race got under way in dry weather, but heavy rain began falling at mid-distance to make the 6.213km track dangerously slippery.

Broc Feeney smacked into the safety barriers in his Red Bull Ampol Camaro and was towed out. He was able to continue and finished sixth.



Matt Payne, left, and Garth Tander holding the winners' trophy aloft at Bathurst

Defending series champion Will Brown went into a concrete barrier. However, he was able to get back to the pits with his Camaro's dislodged bonnet hanging over the windscreen.

Will Davidson parked his Mustang on the fence at Forrest's Elbow. Cameron McLeod spun his Camaro and ended up facing the wall. He was lucky not to cause a multi-vehicle pile-up.

Then defending champion Brodie Kosteccki slipped off the road, allowing Cam Waters to grab the lead. Through the mayhem, Wood was at the sharp end of the field, looking to be a possible winner.

Into the sixth hour of the race, it was all over for the Kiwi and his co-driver Jayden Ojeda, their car failing with Wood at the wheel. They had driven the wheels off the number-two Mustang and were sitting in second but, like their sister Walkinshaw Andretti United entry, the engine gave up.

Golding tracked wide at Hell Corner and went from fighting for the lead to clinging onto the podium.

Payne dropped back after a big slide at The Chase that saw him slither across the outfield grass before rejoining in third.

That was followed by the duelling pair of Cooper Murray and James Golding making contact. It sent the Erebus rookie sliding out of the lead although he kept the car out of the barriers.

Payne then took the lead while Golding was hit with a five-second penalty that ended his hopes of victory. The former kept his cool as a host of big-name rivals went out.

“It actually got really tough when the rain was coming down at its most,” says the Kiwi. “There was a lot of aquaplaning on the straights, so you had to drive around them a lot. Those conditions made it tricky. “Ultimately, it's one of the toughest places to race around. But in the wet, certainly the pressure was on the top three and us to do the job.”

Tander adds: “Bathurst is a crazy place. Anything can happen and I knew it was going to be one of those days.”

The day's trials and tribulations

were watched by a four-day crowd of 198,203 spectators, which included 25,000 campers. It made for the eighth largest attendance in the event's history with an uplift from 193,219 last year. According to Supercars, 5,024,404 fans have walked through the gates at Mount Panorama since 1995.

The result means Payne is in contention for the Supercars title with two rounds to run. This year, it has adopted a finals format similar to Nascar's play-offs.

Bathurst locked in the field of 10 drivers who will contest the title. They include Feeney, who ended the regular season atop the standings, Payne, Brown, Waters, Kosteccki and Chaz Mostert. Anton De Pasquale, Thomas Randle, Wood and Kai Allen complete the top 10.

Meanwhile, Mostert emerged victorious in a thrilling grandstand finish to deny Feeney in a dramatic conclusion to the Boost Mobile Gold Coast 500 on October 26.

Mostert, who won the previous day, overhauled Feeney through the second round of stops and was forced to stave off the championship leader in a dramatic penultimate lap.

Heimgartner scored a surprise third place, the Brad Jones Racing driver becoming the 18th different driver to stand on the podium this year after denying Payne and Waters late on. De Pasquale crossed the line in the good, but was penalised over a late clash with James Courtney.

The remaining rounds of the championship are Melbourne from November 14-16 and the grand final in Adelaide on the weekend of November 27-30. 📍

Issues prevail over sport's move

Construction delays continue to raise questions over speedway's shift to Waikaraka Park in Onehunga, south Auckland.

With Western Springs Speedway now closed amid ongoing legal disputes, Waikaraka is being upgraded to run both its traditional classes and the open wheelers moving from The Springs in the city's west.

In June, project managers admitted the \$11 million upgrade work at Waikaraka was running over time and that meant the stock car and saloon category season would open on November 29, several weeks later than usual.

The open-wheel classes transferring from Western Springs will kick off on December 13.

Management says a full



Racing at Waikaraka Park and worked being done there



calendar of 24 race nights will go ahead for the 2025/26 season, including 10 events dedicated specifically to open-wheel racing.

Meanwhile, Western Springs fans remain hopeful that October's local-body elections could deliver a reverse of the decision to close that facility.

Auckland councillor Wayne Walker says motorsport injects a lot of money into the region's economy.

"Motorsport is one of the biggest sports on the planet, both in New Zealand and overseas, and it's not receiving the attention and support it deserves from Auckland Council," he adds. "Speedway is a really good fit at Western Springs. It pays its way so it's economical, it's compatible and is part of the cultural landscape of Auckland."

In addition, there are ongoing concerns about the safety of

Waikaraka Park for open-wheel categories. The proposed design of the safety wall in its upgrade is considered dangerous for these vehicles.

A lip designed to reduce impacts from heavy stock cars could launch sprint cars and midgets into the air, and a planned safety fence with an 800mm set-back from the concrete wall could see vehicles caught between the two. ☹

Grant lands trifecta at opening weekend

It was three from three with Dylan Grant scoring a perfect start to the 2025/26 Giltrap Group North Island Formula Ford Series (NIFF) at Hampton Downs Motorsport Park.

For last month's first 12-lap race, the experienced Aucklander was quickest off the line.

"I pretty much got a good start," Grant says. "Campbell [Owens] was at first right behind me until I was able to create a gap. Then it was all about saving the tyres."

He crossed the line first followed by Owens and Toby

McCormack, who were both later disqualified due to technicalities.

This decision promoted Jack Groenewald and William Beck onto the podium.

"In the second race I got a better start," says Grant. "Campbell and Toby were off the back [of the grid] so that helped me to get a big gap."

"It was all about being consistent with lap times and setting a time for a decent grid position in the third race."

Owens crossed the line second but was excluded from the event



Dylan Grant with a substantial lead over the rest of the field
Photo: Geoff Ridder

due to another technical breach. In turn, that promoted McCormack to second and Groenewald to third followed by Shane Drake, Ollie Sentsch and Beck.

"We had a fuel issue in the final 13-lap race," explains Grant. "Going over the hill, she was cutting out and it was then about driving around the misfire."

He finished second behind

Owens before the latter – yes, you've guessed it – was excluded. McCormack was promoted into second followed by Groenewald, who had to battle handling issues.

Three podium finishes put Groenewald second for the round while rookie Beck, having gained his first NIFF podium in the opening race, went on to finish third for the weekend. ☹



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Buyer advised to take up offer of transmission service and lodge second claim if necessary

Background

Jesse Le Comte purchased a 2014 Volkswagen Golf from EasyWay Group Ltd for \$37,103 on December 14, 2024.

Le Comte asked the tribunal to uphold his claim for rejection because he had lost all confidence in its reliability due to ongoing issues.

He said the Golf experienced a hard downshift when changing gear, which was disconcerting and caused him to believe there was a fundamental problem with the transmission.

The trader resisted rejection but was willing to repair any proven defect with the car. However, it believed Le Comte's complaints were characteristics of a performance vehicle with a direct shift gearbox (DSG).

The case

The vehicle's DSG combined an automatic transmission with a manual gearbox. Its major mechanical components were similar to a manual with sliding hubs and a range of gears for each ratio. A valve body and mechatronic unit, like a late-model automatic transmission, controlled the gears.

A feature was that the DSG could preselect two gears in preparation for its next shift. In theory, that gave a fast, smooth shift and resulted in improved economy due to less loss of torque and lapses in acceleration.

Le Comte said he purchased this Golf because he wanted a reliable car for daily use and that he was assured of this by the trader who described it as a "nice car".

Some minor oil leaks were identified at purchase, which the dealer fixed. Within a short time, the coil pack blew up, which the dealer also repaired.



A 2014 Volkswagen Golf

Le Comte then began to experience hard shifting of the transmission from fourth gear down to third. He described this as if the vehicle had missed a gear. He took it to a mechanic who found no faults with the transmission.

The problem continued and began to manifest during changes from fifth down into fourth, for example.

Le Comte understood the Golf was a performance vehicle. But given it was sold to him as being reliable, he argued that wasn't the case. He said it was unsuitable for commuting and had developed so many faults that he had parked it in his garage until this dispute was resolved.

The buyer had Miles Continental inspect the car. A repairer road-tested it and experienced a hard downshift, which occurred intermittently, but a scan didn't show any fault codes.

Miles Continental took an oil sample from the transmission and found it contained debris. It reported there was a problem most likely in the clutch because of that.

It added the Golf might need a transmission service given there were no other indicators of a problem with its function.

The trader confirmed the car's other issues, namely the coils, air-conditioning unit and initial oil leaks, had all been fixed. It noted no one could fault the transmission and explained the DSG was known to experience

occasional hard shifting.

The dealer had offered to service the transmission, but Le Comte had refused that offer.

The finding

The sole issue requiring the tribunal's consideration in this case was whether the Golf had been of acceptable quality for the purposes of section six of the CGA.

It was common for DSGs to be perceived as having harsh shift characteristics when compared to conventional automatics or continuously variable transmissions.

In this case, the harsh shifting was isolated to downshifting from, for example, fourth to third gear and third to second.

It was highly unusual for a fault with a DSG clutch assembly, which operates throughout the entire gear range, to present as it narrowly defined as was in this case.

Most commonly, such clutch symptoms present initially when under load, such as when moving off from a standstill. Symptoms of failure can be replicated throughout the full range of operation or specifically isolated to the gears assigned to one or other clutch, which wasn't the case here.

Reasonable consumers must have realistic expectations as to the durability of a vehicle of this price, age and mileage. They should understand such cars will have wear and tear consistent with age and mileage, and are likely to require ongoing maintenance and repairs.

The case: The buyer wanted to reject his 2014 VW Golf because he had lost confidence in its reliability due to ongoing issues with its transmission. The trader said it had repaired various other problems with the car. It was unable to find fault with the transmission but was prepared to service the system.

The decision: The tribunal dismissed the claim under the Consumer Guarantees Act (CGA) but suggested the purchaser allow the dealer to service the transmission.

At: The Motor Vehicle Disputes Tribunal via video link.

A supplier's obligations under section six of the CGA are finite and, at some point, the risk of a vehicle developing defects transfers from the dealer to the buyer.

The general recommendation from manufacturers, such as Volkswagen, is for a DSG transmission to be serviced every 60,000km.

However, there was no evidence the car was serviced at 60,000km in Japan before being imported here without a service history.

The vehicle experienced hard shifting of downward gear movements. However, Le Comte's case lacked the factual or diagnostic evidence required to establish a fault with the transmission or clutch assembly.

On the evidence, it appeared the shifting concern raised was likely a normal characteristic of DSG operation. It would likely benefit from a service, but no fault or root cause outside of these observations had been established.

Order

The claim was dismissed. However, the tribunal suggested the buyer accept the trader's offer to service the transmission.

The adjudicator noted that if the problem persisted post-service or if a problem was identified, then the purchaser could lodge a fresh application. ☺

Ownership of car passed back to dealer after failing to honour agreement for repair work

Background

Timothy Lusk bought a 2019 Jaguar I-Pace HSE EV400 from Beacham European Ltd for \$158,580 on January 11, 2019.

It came with a 36-month, 100,000km manufacturer's warranty and was underwritten by the trader "who will cover any claim that is not accepted by a Jaguar agent that would have ordinarily been accepted under Jaguar's policy".

In 2024, the I-Pace required repairs to its main traction battery.

Lusk confirmed with a New Zealand agent for the marque that the claim would ordinarily have been accepted under Jaguar's policy, but the manufacturer's warranty was unavailable because the I-Pace wasn't purchased from an agent for the brand.

Accordingly, he claimed with the trader under the back-to-back warranty agreed to by both parties at purchase. The dealer accepted the claim and repairs started in November 2024.

However, in January 2025 the trader advised Lusk the remedial work had been unsuccessful and further investigation was required. Since then, the dealer hadn't communicated with him, which prompted the buyer to take his case to the tribunal.

Lusk said the Jaguar's condition was otherwise excellent and, all things considered, he told the hearing that \$30,000 would compensate him for the loss of the car.

The trader failed to appear at the hearing despite prior notice and failed to explain why. The tribunal decided to consider the claim in the dealer's absence.

The case

The issue requiring consideration was whether the dealer had engaged in misleading conduct in breach of the Fair Trading Act (FTA).

Lusk produced extensive correspondence and technical evidence to support his claim the Jaguar required repairs that ordinarily would have been met under the manufacturer's warranty.

However, in this case, the trader should have done that work under the back-to-back warranty because the vehicle was imported by the dealer for the buyer and wasn't purchased from a Jaguar agent in New Zealand.

The tribunal determined to resolve Lusk's claim through the consumer protection mechanism provided in section nine of the FTA.

The evidence showed the trader accepted responsibility to conduct the repairs under the back-to-back warranty but failed to do so or return the Jaguar to Lusk.

The tribunal was satisfied the dealer's conduct breached the FTA. Despite its contractual promise to carry out any repairs that would have been made by the manufacturer, the trader failed to do so. It left Lusk without the use of his car for several months and in circumstances when the dealer had failed to engage with him further.

The adjudicator was satisfied the trader's conduct in these circumstances was misleading or deceptive because it had failed to live up to its word. The buyer relied on the dealer to honour what it had said and it had failed to do so.

Moreover, the tribunal was also satisfied the purchaser suffered loss because of the dealer's conduct.

A 2019 Jaguar I-Pace



He had lost access to his car, which was otherwise in a state of disrepair and undrivable in that condition. The buyer had, for all intents and purposes, lost the vehicle.

The tribunal then considered what remedy Lusk was entitled to under section 43(3) of the FTA. Remedies are discretionary and discretion should be exercised to give effect to the policy of the FTA, which includes to protect the interests of consumers.

The object of the remedies is to do justice to the parties in the circumstances of each particular case.

The adjudicator said Lusk presented being an honest and reasonable man.

In an email to the tribunal dated May 18, he outlined that such a 2019 model might have raised about \$38,000 in the current market. To have the matter resolved, Lusk said he would accept \$30,000 for the car's loss as more realistic and fair compensation.

In addition, Lusk wanted the ownership of the vehicle resolved because he didn't wish to have any ongoing liability for a damaged car not in his possession. Accordingly, he sought orders directing the transfer of the Jaguar's ownership to the trader as part of this case's outcome.

The finding

Under section 43 of the FTA, the tribunal must step back and reflect

The case: At purchase, the trader promised to honour any warranty claim not covered by the manufacturer on the buyer's imported 2019 I-Pace. The Jaguar's main battery required work, which the dealer agreed to undertake. However, the repairs were unsuccessful and needed further investigation. The supplier failed to appear at the hearing.

The decision: The dealer was ordered to pay \$30,000 to the purchaser and take ownership of the vehicle, which was already in its possession.

At: The Motor Vehicle Disputes Tribunal via video link.

on how to do justice to parties in the circumstances of each case.

It was attracted to Lusk's claim for compensation and considered the act enabled it to order the remedy he sought.

Accordingly, the vehicle offer and sale agreement (VOSA) dated January 19, 2019, was made void under section 43(3)(a).

The tribunal ordered the trader to pay Lusk \$30,000.

It made no order directing the buyer to return the Jaguar because it was already in the dealer's possession.

However, the effect of the orders outlined was that ownership would revert to the supplier in light of the tribunal voiding the purchase agreement.

Should there be any difficulties with implementing those orders, permission was granted for either party to return to the tribunal for further orders.

Orders

Beacham European was ordered to pay the buyer \$30,000 within 10 days, the VOSA was cancelled and the car's ownership was passed back to the dealer.

The adjudicator made no order directing the purchaser to return the Jaguar to the trader because it was already in the dealer's possession. Ⓞ



Company extends reach north

Gazley Motors has expanded its reach across the greater Wellington region after taking over a dealership in Masterton.

The company has added what was previously Southey's Auto World, which traded as Southey Honda and Nissan, to its portfolio.

Oliver Gazley, group dealer principal, says: "We had been looking for a location in Masterton for 10 years or so and had been in on-and-off talks with Southey's for a number of years about its site.

"The main reason for us wanting to be in the Wairarapa has always been to find suitable service locations for all brands we represent in Wellington city that aren't represented out there.

"Volkswagen, Skoda, Cupra, Jeep, Fiat and Alfa Romeo – none had any representation there. It's great for our customers who can still buy cars from us but not have to drive to Wellington every time to get them serviced or repaired.

"It was an opportunity for us to step into a functional business and move our operations there. We have changed the name above the door, but otherwise we're carrying on with business as normal while adding a whole lot of service revenue to the back door."



We're carrying on with business as normal while adding a whole lot of service revenue

– Oliver Gazley

Roger Southey founded Southey's Auto World in 1976 as a used-vehicle dealership operating from the corner of Park and Dixon Streets, Masterton.

The company grew, and a new showroom and workshop were built, before it acquired a Honda franchise in 1986 with Nissan being added in 1993.

The business was recently run by Southey's two sons, Brendon and Dion, and employed about 10 people. All staff are staying on except service manager Tony van Helmond, who has decided to retire after more than 20 years at the site.

"We've got a couple of technicians who have previously worked for us, and who live in the Wairarapa, coming to work for us again," adds Gazley.

"They will bring experience on the Volkswagen and Skoda side of things, and help us with the extra brands. We're adding one more hoist to the workshop, but other

than that most things will stay the same."

The deal reunites Gazley Motors with Nissan, which it previously represented for more than 20 years in central Wellington, but it marks a new alliance with Honda.

"Honda has got a strong following in Masterton and I've been told the retention for its customers in the Wairarapa is around 60 per cent," says Gazley. "That's a massive number of customers coming back and buying again, so we're excited about that."

The group opened a branch in Kapiti in 2021 and its latest acquisition, along with locations in the capital and Lower Hutt, means it has "cornered every part of the greater Wellington region".

"We may not have a sales centre for certain brands in Kapiti or the Wairarapa. But our customers can now come to the city, buy the car they want and then not have to travel to the city every time they need work done." ☺

'Zero tolerance for dishonesty'

VTNZ says it took decisive action after allegations of dishonesty at one of its east Auckland branches came to light.

The company has also worked on "appropriate steps" with the NZTA, which has confirmed hundreds of motorists will have to resit their driving tests after "serious misconduct" was uncovered at the site in Highbrook.

It has been alleged that five driver testing officers (DTOs) working there accepted payments to pass people taking their practical tests since 2023.

VTNZ has dismissed the DTOs and their testing-officer endorsements have been suspended while the NZTA investigates the claims.

The case has been referred to the police and the transport agency has required 322 people to resit driving tests following its investigations.

Greg O'Connor, country manager, told Autofile that public safety is VTNZ's highest priority.

"VTNZ places the highest importance on the integrity of licence testing and safety of everyone on our roads," he says. "We have zero tolerance for

dishonesty, and we will leave no stone unturned to uncover and eliminate any improper behaviour."

After learning of the alleged breaches, VTNZ took "immediate steps" to review its systems and evaluated any extra security measures as a precaution.

"We have confidence in our team and processes for driver-licence testing. We will take the strongest action against any employee found breaking the law and our trust. Anyone sitting their driver-licence test can still have complete faith in VTNZ."

As the matter is subject to

a criminal investigation and employee confidentiality, "VTNZ cannot comment further", says O'Connor. "However, I can promise we will fully support any action taken by the NZTA or NZ Police."

A spokesman for the NZTA confirms VTNZ has ceased offering practical driver-licence tests at Highbrook. The site remains open for other services, including warrants and certificates of fitness.

He adds: "The NZTA is contacting people who were tested by these DTOs and received a licence during the period when fraud was suspected and requiring them to pass an on-road driving test, at no cost, to confirm they have the necessary skills to continue to hold a licence." ☺

AROUND THE COUNTRY

October 2025

Total new cars

10,708

2024: 9,481 ▲ 12.9%

Total imported used cars

7,014

2024: 7,311 ▼ 4.1%

NORTHLAND

NEW: 169 2024: 179 ▼ 5.6%
USED: 135 2024: 158 ▼ 14.6%

AUCKLAND

NEW: 6,546 2024: 5,549 ▲ 18.0%
USED: 3,388 2024: 3,465 ▼ 2.2%

BAY OF PLENTY

NEW: 421 2024: 366 ▲ 15.0%
USED: 338 2024: 310 ▲ 9.0%

WAIKATO

NEW: 614 2024: 520 ▲ 18.1%
USED: 629 2024: 578 ▲ 8.8%

GISBORNE

NEW: 62 2024: 30 ▲ 106.7%
USED: 31 2024: 73 ▼ 57.5%

TARANAKI

NEW: 121 2024: 109 ▲ 11.0%
USED: 106 2024: 112 ▼ 5.4%

HAWKE'S BAY

NEW: 209 2024: 162 ▲ 29.0%
USED: 105 2024: 129 ▼ 18.6%

TASMAN

NEW: 45 2024: 29 ▲ 55.2%
USED: 56 2024: 74 ▼ 24.3%

MANAWATU-WHANGANUI

NEW: 254 2024: 296 ▼ 14.2%
USED: 171 2024: 196 ▼ 12.8%

NELSON

NEW: 67 2024: 51 ▲ 31.4%
USED: 58 2024: 77 ▼ 24.7%

WELLINGTON

NEW: 634 2024: 571 ▲ 11.0%
USED: 533 2024: 564 ▼ 5.5%

WEST COAST

NEW: 16 2024: 25 ▼ 36.0%
USED: 24 2024: 38 ▼ 36.8%

MARLBOROUGH

NEW: 49 2024: 62 ▼ 21.0%
USED: 30 2024: 44 ▼ 31.8%

CANTERBURY

NEW: 1,150 2024: 1,246 ▼ 7.7%
USED: 1,053 2024: 1,081 ▼ 2.6%

OTAGO

NEW: 230 2024: 203 ▲ 13.3%
USED: 258 2024: 282 ▼ 8.5%

SOUTHLAND

NEW: 114 2024: 78 ▲ 46.2%
USED: 93 2024: 109 ▼ 14.7%

OTHERS (Chatham Islands, overseas, unknown)

NEW: 7 2024: 5 ▲ 40.0%
USED: 6 2024: 21 ▼ 71.4%

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Imported Passenger Vehicle Sales by Make - October 2025

MAKE	OCT '25	OCT '24	+/- %	OCT '25 MKT SHARE	2025 YEAR TO DATE	2025 MKT SHARE
Toyota	2,690	2,582	4.2%	38.4%	26,659	37.3%
Mazda	1,008	949	6.2%	14.4%	9,825	13.7%
Nissan	983	1,015	-3.2%	14.0%	9,986	14.0%
Subaru	576	744	-22.6%	8.2%	6,172	8.6%
Honda	529	620	-14.7%	7.5%	6,554	9.2%
BMW	250	251	-0.4%	3.6%	2,543	3.6%
Suzuki	161	208	-22.6%	2.3%	1,832	2.6%
Mercedes-Benz	143	128	11.7%	2.0%	1,468	2.1%
Audi	137	144	-4.9%	2.0%	1,258	1.8%
Mitsubishi	129	166	-22.3%	1.8%	1,225	1.7%
Lexus	103	127	-18.9%	1.5%	1,109	1.5%
Volkswagen	74	150	-50.7%	1.1%	857	1.2%
Land Rover	44	27	63.0%	0.6%	387	0.5%
Ford	26	28	-7.1%	0.4%	207	0.3%
Tesla	19	11	72.7%	0.3%	146	0.2%
Volvo	15	11	36.4%	0.2%	150	0.2%
Mini	15	12	25.0%	0.2%	146	0.2%
Chevrolet	15	7	114.3%	0.2%	91	0.1%
Jaguar	13	18	-27.8%	0.2%	174	0.2%
Porsche	11	11	0.0%	0.2%	109	0.2%
Jeep	10	12	-16.7%	0.1%	112	0.2%
Chrysler	7	9	-22.2%	0.1%	41	0.1%
BYD	7	1	600.0%	0.1%	24	0.0%
Holden	5	3	66.7%	0.1%	23	0.0%
Kia	4	4	0.0%	0.1%	26	0.0%
Peugeot	3	3	0.0%	0.0%	25	0.0%
Hyundai	3	9	-66.7%	0.0%	49	0.1%
Ferrari	3	15	-80.0%	0.0%	12	0.0%
Dodge	3	6	-50.0%	0.0%	41	0.1%
Skoda	2	0	200.0%	0.0%	7	0.0%
LDV	2	1	100.0%	0.0%	6	0.0%
Fiat	2	2	0.0%	0.0%	13	0.0%
Daihatsu	2	1	100.0%	0.0%	37	0.1%
Smart	1	0	100.0%	0.0%	7	0.0%
Saab	1	0	100.0%	0.0%	2	0.0%
Others	18	36	-50.0%	0.3%	234	0.3%
Total	7,014	7,311	-4.1%	100.0%	71,557	100.0%

Imported Passenger Vehicle Sales by Model - October 2025

MAKE	MODEL	OCT '25	OCT '24	+/- %	OCT '25 MKT SHARE	2025 YEAR TO DATE	2025 MKT SHARE
Toyota	Aqua	775	755	2.6%	11.0%	7,505	10.5%
Toyota	Prius	485	466	4.1%	6.9%	5,158	7.2%
Toyota	Corolla	364	279	30.5%	5.2%	3,590	5.0%
Nissan	Note	320	211	51.7%	4.6%	3,023	4.2%
Mazda	Axela	256	275	-6.9%	3.6%	2,850	4.0%
Toyota	C-HR	241	198	21.7%	3.4%	2,404	3.4%
Honda	Fit	230	208	10.6%	3.3%	2,785	3.9%
Subaru	Impreza	206	258	-20.2%	2.9%	2,281	3.2%
Mazda	CX-5	203	178	14.0%	2.9%	1,791	2.5%
Mazda	Demio	196	204	-3.9%	2.8%	1,875	2.6%
Nissan	Serena	188	224	-16.1%	2.7%	1,592	2.2%
Nissan	X-Trail	170	244	-30.3%	2.4%	1,964	2.7%
Subaru	XV	143	171	-16.4%	2.0%	1,749	2.4%
Honda	Vezel	121	102	18.6%	1.7%	1,333	1.9%
Toyota	Vellfire	117	99	18.2%	1.7%	788	1.1%
Nissan	Leaf	110	57	93.0%	1.6%	1,144	1.6%
Suzuki	Swift	107	154	-30.5%	1.5%	1,303	1.8%
Toyota	Yaris	88	38	131.6%	1.3%	592	0.8%
Mitsubishi	Outlander	80	83	-3.6%	1.1%	764	1.1%
Toyota	Camry	70	50	40.0%	1.0%	655	0.9%
Mazda	Atenza	66	85	-22.4%	0.9%	684	1.0%
Mazda	Premacy	61	87	-29.9%	0.9%	662	0.9%
Subaru	Legacy	57	88	-35.2%	0.8%	580	0.8%
Toyota	Vitz	54	86	-37.2%	0.8%	732	1.0%
BMW	Mini	51	45	13.3%	0.7%	451	0.6%
Subaru	Outback	50	46	8.7%	0.7%	401	0.6%
Mazda	CX-3	48	34	41.2%	0.7%	446	0.6%
Subaru	Forester	47	97	-51.5%	0.7%	434	0.6%
Audi	A4	46	33	39.4%	0.7%	396	0.6%
Toyota	Voxy	44	17	158.8%	0.6%	238	0.3%
Mazda	CX-8	43	20	115.0%	0.6%	313	0.4%
Toyota	Noah	42	14	200.0%	0.6%	215	0.3%
Volkswagen	Golf	42	100	-58.0%	0.6%	519	0.7%
Subaru	Levorg	40	27	48.1%	0.6%	302	0.4%
Toyota	Sienta	38	12	216.7%	0.5%	272	0.4%
Others		1,815	2,266	-19.9%	25.9%	19,766	27.6%
Total		7,014	7,311	-4.1%	100.0%	71,557	100.0%



WHAT DO YOU WANT FROM YOUR VEHICLE SUPPLIER?

Compliance requirements updated

New requirements covering glazing, brakes, steering and standards compliance came in place on November 3 through the Land Transport Rule: Regulatory Systems Amendment 2025.

In the steering systems section, clause 2.3(9) has been revised and vehicles may be exempt from approved standards if compliant with frontal-impact rules.

Clause 2.4 has been replaced and with vehicles capable of more than 50kph with indirect steering, that is no mechanical link, an additional steering method is needed unless the system complies with approved standards.

"Members handling modern imports with steer-by-wire or similar systems must ensure documentation proving compliance is available," explains Malcolm Yorston, technical support at the Imported Motor Vehicle Industry Association (VIA).

Certifiers and inspecting

organisations must deal with compliance changes. These include adding clause 2.3a, which states the NZTA must be notified of name, control, address and corporate status changes before they happen or within 14 days.

Clauses 6.5 and 7.5 clarify specialist inspection or certification is only needed if modification hasn't been previously certified or if risk warrants it.

Under glazing, the new clause 4.2a means windscreen wash systems fitted to vehicles – including class LE – must not be removed and can keep the screen clear under foreseeable conditions.

Clause 4.3 has been updated to reference 4.2a to ensure compliance is tied to this, so importers and modifiers must ensure wash systems remain intact and removal during conversions or repairs is no longer acceptable.

Meanwhile, clause 9.8 has been

Down by 4%

There were 7,014 used-imported cars registered last month for a drop of 4.1 per cent compared to 7,311 in October 2024. The year-to-date total is now 71,557. Toyota's Aqua was the best-selling model with 775 units and a market share of 11 per cent. The Prius was second on 485 and Corolla third with 364. They were followed by Nissan's Note on 320 and Mazda's Axela with 256.

or audit histories may face shorter COF validity."

There is also a "slight simplification" of compliance standards for trials and enduro motorbikes when it comes to light-vehicle brakes. Clause 2.7(8), which relates to advanced brake systems for motorcycles, has been revoked along with the definition of "sanctioned competition".

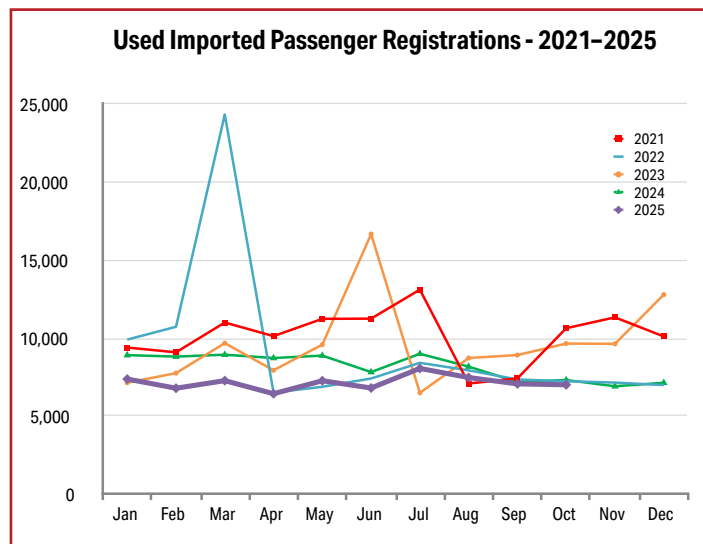
Overall, importers and modifiers must maintain windscreen wash systems and prepare documents for braking and steering compliance when necessary. Removing or modifying these systems will likely trigger certification issues.

Certifiers and inspecting organisations face greater obligations, notification duties and risk-based discretion.

In addition, risk-based COF expiry introduces variability – strong past compliance will be rewarded, but poor records may shorten inspection cycles. ☺

revised and certificate of fitness (COF) expiry periods must be risk-based considering vehicle age, inspection history, audit outcomes and roadside results.

Yorston says: "Organisations must tighten governance processes to ensure timely notification of changes. Certifiers gain clearer discretion but greater accountability in deciding when specialist inspection is required and operators with poor inspection



MAKE	OCT'25	OCT'24	+/- %	OCT'25 MKT SHARE	2025 YEAR TO DATE	2025 MKT SHARE
Full battery electric	157	79	98.7%	2.2%	1,412	2.0%
Plug-in hybrid electric	65	56	16.1%	0.9%	602	0.8%
Non plug-in petrol hybrid	3,480	3,091	12.6%	49.6%	34,375	48.0%
Petrol	3,196	3,975	-19.6%	45.6%	34,129	47.7%
Diesel	116	110	5.5%	1.7%	1,038	1.5%
Others (includes non plug-in diesel hybrid, fuel cell)	0	0	0.0%	0.0%	1	0.0%
Total	7,014	7,311	-4.1%		71,557	

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- ✓ EXPERIENCED AGENTS
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Port used for direct imports

Toyota NZ is rethinking how cars are delivered after its first-ever direct import into Port Nelson.

As part of the company's wider sustainability strategy to improve the efficiency of its supply chain, a RAV4 and Camry arrived in the South Island by sea.

The vehicles were destined for Bowater Toyota in Nelson and the process provided insights into how Toyota can better serve people in that part of the country while reducing environmental impacts.

Andrew Davis, chief strategic officer at Toyota NZ, says: "This is about improving customer service

by driving smarter logistics and lowering our CO2 footprint.

"By importing vehicles directly into Nelson rather than trucking them from Lyttelton, we're increasing supply-chain efficiency by reducing handling, saving time for deliveries and cutting our carbon emissions.

"It's a small first step, but part of our strategy to make operations more sustainable."

Toyota's data suggests it could potentially reduce emissions in its South Island supply chain by 14 per cent by directly landing pre-sold vehicles for Bowater Toyota and Blenheim Toyota.

It believes that figure could increase to up to 1,000 units annually via coastal shipping rather than delivering them by road.

"Nelson is a busy and growing region, and we're proud to be part of a pilot that brings environmental and operational benefits," says Tony Bowater, chief executive officer of Bowater Toyota.

"Direct shipping gives us a smarter way to get vehicles into the hands of our customers faster with fewer emissions."

The direct-shipment model gives Toyota flexibility to import cars made overseas directly to Nelson, or by landing them first in

Auckland then transferring them to Nelson by sea using coastal shipping instead of road freight.

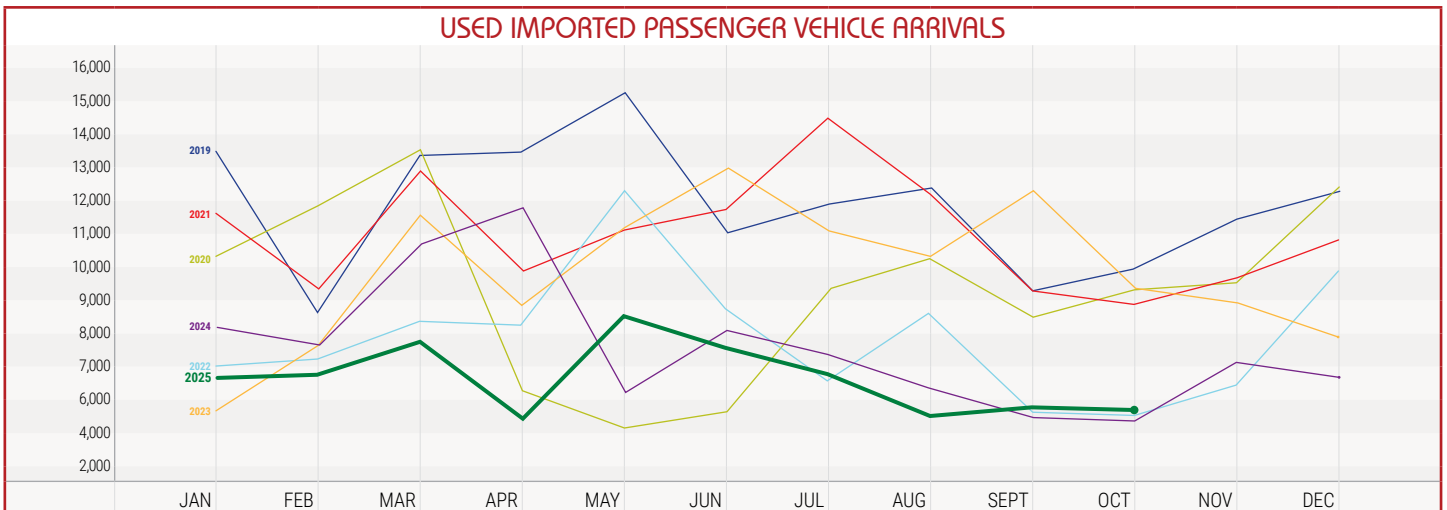
Toyota will assess the results of the pilot before considering whether to expand the programme to include more vehicles and destinations.

TOTAL EXCEEDS 65k

There were 5,462 used cars imported last month to bring the year-to-date total to 65,114.

The total included 5,222 from Japan and 169 from Australia.

There were also 21 arrivals from the US, and 17 from both South Africa and the UK. 🌐



COUNTRY OF EXPORT	2025												2024		2023	
	JAN '25	FEB '25	MAR '25	APR '25	MAY '25	JUN '25	JUL '25	AUG '25	SEP '25	OCT '25	OCT MKT SHARE%	2025 TOTAL	TOTAL	MKT SHARE	TOTAL	MKT SHARE
Australia	81	121	100	142	150	112	187	145	107	169	3.1%	1,314	1,285	1.5%	1,263	1.1%
Great Britain	14	25	23	12	3	13	14	16	66	17	0.3%	203	255	0.3%	272	0.2%
Japan	6,484	6,418	7,469	4,732	8,273	7,596	6,518	5,000	5,465	5,222	95.6%	63,177	86,040	97.5%	113,462	98.0%
Singapore	21	8	5	15	11	15	23	0	11	13	0.2%	122	256	0.3%	250	0.2%
USA	38	20	13	14	14	5	12	19	10	21	0.4%	166	249	0.3%	265	0.2%
Other countries	29	10	5	2	6	15	18	16	11	20	0.4%	132	170	0.2%	241	0.2%
Total	6,667	6,602	7,615	4,917	8,457	7,756	6,772	5,196	5,670	5,462	100.0%	65,114	88,255	100.0%	115,753	100.0%



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Online guidance for inspections

The NZTA has released new and updated videos to help guide inspectors performing warrant of fitness (WOF) checks.

The latest material builds on feedback received from the industry after a series of guides was produced three years ago.

As a result, three new and six updated videos have been created. They cover roles and responsibilities, motorcycle inspections, and inspection processes and routines.

As for those that have been updated, they have information on the quality management system,

tyres, brake testing, light-trailer inspection and corrosion damage.

Filmed at the Low Volume Vehicle Technical Association's workshop and presented by NZTA certification officers Rob Pauletic and Reece Edmonds, the short videos are designed to be easy to follow and practical. Visit vehicleinspection.nzta.govt.nz/video-guides/wof-videos to check them out.

Meanwhile, the transport agency now has a certification officer based in Japan to perform re-inspection audits at the premises of border-inspection organisations (BIOs) and check

compliance with the vehicle inspection requirements manual.

"This aligns our Japanese operations to what we do in New Zealand, resulting in a consistent approach to regulating BIO appointments in both countries," says a spokesman.

"It will also help to prevent incorrect flagging, which will mean fewer vehicles will need repair certification in New Zealand."

Finally, the Regulatory Systems (Transport) Amendment Bill has been introduced to help enable the optional use of digital driver licences and labels, such as registration and warrants.

The Minister of Transport also plans to consult the public on further enabling rule changes for a digital licence early next year with the aim of signing them in July 2026.

TRADE-INS INCREASE

There were 16,650 second-hand passenger vehicles sold by traders to the public last month for a 0.1 per cent decrease from 16,663 in October 2024.

Trade-ins came in 13,876 for a 5.2 per cent increase from 13,185 over the same timescale. Private sales came in at 40,774, which was down by 6.7 per cent. 📉

SECONDHAND CAR SALES - October 2025

REGION	DEALER TO PUBLIC				PUBLIC TO PUBLIC			PUBLIC TO DEALER		
	OCT'25	OCT'24	+/- %	MARKET SHARE	OCT'25	OCT'24	+/- %	OCT'25	OCT'24	+/- %
Northland	566	546	3.7%	3.4%	1,887	2,067	-8.7%	207	203	2.0%
Auckland	5,620	5,719	-1.7%	33.8%	13,458	14,949	-10.0%	6,183	5,836	5.9%
Waikato	1,715	1,779	-3.6%	10.3%	4,074	4,268	-4.5%	1,205	1,161	3.8%
Bay of Plenty	1,128	1,144	-1.4%	6.8%	2,936	3,100	-5.3%	654	640	2.2%
Gisborne	160	161	-0.6%	1.0%	362	434	-16.6%	60	42	42.9%
Hawke's Bay	592	607	-2.5%	3.6%	1,403	1,479	-5.1%	435	421	3.3%
Taranaki	375	376	-0.3%	2.3%	1,019	1,146	-11.1%	189	173	9.2%
Manawatu-Wanganui	848	861	-1.5%	5.1%	2,129	2,238	-4.9%	722	649	11.2%
Wellington	1,545	1,495	3.3%	9.3%	3,108	3,347	-7.1%	1,115	1,046	6.6%
Tasman	131	123	6.5%	0.8%	529	494	7.1%	11	18	-38.9%
Nelson	158	146	8.2%	0.9%	437	457	-4.4%	146	183	-20.2%
Marlborough	116	121	-4.1%	0.7%	339	360	-5.8%	52	49	6.1%
West Coast	117	121	-3.3%	0.7%	264	312	-15.4%	50	57	-12.3%
Canterbury	2,481	2,351	5.5%	14.9%	5,574	5,837	-4.5%	2,212	2,099	5.4%
Otago	726	746	-2.7%	4.4%	2,086	2,040	2.3%	466	440	5.9%
Southland	321	310	3.5%	1.9%	1,025	1,012	1.3%	169	168	0.6%
Other	51	57	-10.5%	0.3%	144	147	-2.0%	0	0	0.0%
NZ Total	16,650	16,663	-0.1%	100.0%	40,774	43,687	-6.7%	13,876	13,185	5.2%

EASY ONLINE APPLICATION

<60 MINUTES AVE RESPONSE TIME



Approvals are subject to responsible lending inquiries. UDC's loan eligibility criteria, fees, terms and conditions apply.

New Passenger Vehicle Sales by Make - October 2025

MAKE	OCT '25	OCT '24	+/- %	OCT '25 MKTSHARE	2025 YEAR TO DATE	2025 MKT SHARE
Toyota	3,232	2,416	33.8%	30.2%	18,198	22.4%
Mitsubishi	1,151	1,172	-1.8%	10.7%	8,995	11.1%
Kia	843	1,298	-35.1%	7.9%	7,609	9.4%
Ford	660	675	-2.2%	6.2%	3,749	4.6%
Hyundai	586	347	68.9%	5.5%	3,244	4.0%
Mazda	567	486	16.7%	5.3%	3,951	4.9%
MG	378	312	21.2%	3.5%	3,499	4.3%
Honda	354	308	14.9%	3.3%	2,955	3.6%
Suzuki	351	399	-12.0%	3.3%	4,020	4.9%
GWM	284	196	44.9%	2.7%	2,721	3.3%
Chery	259	0	25,900.0%	2.4%	711	0.9%
Subaru	186	158	17.7%	1.7%	1,967	2.4%
Nissan	166	233	-28.8%	1.6%	2,039	2.5%
Volkswagen	136	215	-36.7%	1.3%	1,452	1.8%
Mercedes-Benz	134	84	59.5%	1.3%	1,193	1.5%
BMW	134	112	19.6%	1.3%	1,545	1.9%
Audi	127	102	24.5%	1.2%	1,120	1.4%
BYD	108	103	4.9%	1.0%	1,501	1.8%
Lexus	103	123	-16.3%	1.0%	1,255	1.5%
Jaecoo	103	61	68.9%	1.0%	800	1.0%
Mini	95	102	-6.9%	0.9%	831	1.0%
Land Rover	92	32	187.5%	0.9%	961	1.2%
Tesla	84	57	47.4%	0.8%	1,327	1.6%
Omoda	83	50	66.0%	0.8%	698	0.9%
Skoda	80	147	-45.6%	0.7%	826	1.0%
Volvo	52	41	26.8%	0.5%	437	0.5%
Mahindra	51	20	155.0%	0.5%	308	0.4%
Cupra	39	35	11.4%	0.4%	290	0.4%
Leapmotor	34	0	3,400.0%	0.3%	218	0.3%
Porsche	33	20	65.0%	0.3%	450	0.6%
Peugeot	32	33	-3.0%	0.3%	397	0.5%
Geely	25	0	2,500.0%	0.2%	99	0.1%
Polestar	23	27	-14.8%	0.2%	458	0.6%
Zeekr	21	0	2,100.0%	0.2%	21	0.0%
Isuzu	18	17	5.9%	0.2%	176	0.2%
Jeep	17	12	41.7%	0.2%	216	0.3%
KGM	11	11	0.0%	0.1%	315	0.4%
Jaguar	9	10	-10.0%	0.1%	178	0.2%
Fiat	7	9	-22.2%	0.1%	56	0.1%
GMC	6	0	600.0%	0.1%	34	0.0%
Bentley	6	1	500.0%	0.1%	31	0.0%
Aston Martin	5	0	500.0%	0.0%	41	0.1%
Maserati	3	2	50.0%	0.0%	40	0.0%
Ineos	3	7	-57.1%	0.0%	42	0.1%
Others	17	48	-64.6%	0.2%	362	0.4%
Total	10,708	9,481	12.9%	100.0%	81,336	100.0%

New Passenger Vehicle Sales by Model - October 2025

MAKE	MODEL	OCT '25	OCT '24	+/- %	OCT '25 MKT SHARE	2025 YEAR TO DATE	2025 MKT SHARE
Toyota	RAV4	1,636	1,349	21.3%	15.3%	9,136	11.2%
Mitsubishi	Outlander	590	428	37.9%	5.5%	3,652	4.5%
Toyota	Yaris Cross	552	180	206.7%	5.2%	1,548	1.9%
Ford	Everest	506	286	76.9%	4.7%	2,581	3.2%
Mitsubishi	ASX	429	536	-20.0%	4.0%	4,077	5.0%
Toyota	Corolla	319	175	82.3%	3.0%	1,598	2.0%
Hyundai	Tucson	280	97	188.7%	2.6%	1,353	1.7%
Kia	Seltos	209	543	-61.5%	2.0%	2,937	3.6%
Hyundai	Santa Fe	201	69	191.3%	1.9%	650	0.8%
Kia	Sportage	196	299	-34.4%	1.8%	1,176	1.4%
GWM	Haval H6	184	94	95.7%	1.7%	1,475	1.8%
Toyota	Yaris	181	88	105.7%	1.7%	829	1.0%
MG	ZS	174	123	41.5%	1.6%	1,700	2.1%
Chery	Tiggo 4 Pro	167	0	16,700.0%	1.6%	498	0.6%
Toyota	Corolla Cross	165	215	-23.3%	1.5%	1,250	1.5%
Toyota	Land Cruiser Prado	143	189	-24.3%	1.3%	1,427	1.8%
Suzuki	Swift	140	204	-31.4%	1.3%	1,576	1.9%
Mazda	CX-5	138	248	-44.4%	1.3%	1,311	1.6%
Honda	ZR-V	136	48	183.3%	1.3%	631	0.8%
Mazda	Mazda3	128	19	573.7%	1.2%	546	0.7%
Kia	Carnival	123	125	-1.6%	1.1%	536	0.7%
Mazda	CX-30	113	66	71.2%	1.1%	557	0.7%
Nissan	X-Trail	108	99	9.1%	1.0%	1,120	1.4%
Jaecoo	J7	103	61	68.9%	1.0%	800	1.0%
Subaru	Outback	102	82	24.4%	1.0%	949	1.2%
Toyota	Highlander	98	53	84.9%	0.9%	886	1.1%
Hyundai	Kona	94	93	1.1%	0.9%	1,017	1.3%
Suzuki	Jimny	85	90	-5.6%	0.8%	768	0.9%
Mitsubishi	Eclipse Cross	83	199	-58.3%	0.8%	839	1.0%
Suzuki	Fronx	80	0	8,000.0%	0.7%	708	0.9%
Honda	CR-V	80	41	95.1%	0.7%	602	0.7%
Tesla	Model Y	79	48	64.6%	0.7%	1,074	1.3%
Kia	Stonic	77	169	-54.4%	0.7%	1,127	1.4%
MG	HS	75	35	114.3%	0.7%	617	0.8%
Kia	Niro	73	19	284.2%	0.7%	373	0.5%
MG	MG3	70	89	-21.3%	0.7%	874	1.1%
Ford	Transit	68	7	871.4%	0.6%	167	0.2%
Honda	Jazz	67	93	-28.0%	0.6%	730	0.9%
GWM	Haval Jolion	65	70	-7.1%	0.6%	765	0.9%
Volkswagen	Tiguan	64	72	-11.1%	0.6%	669	0.8%
Mazda	CX-80	62	0	6,200.0%	0.6%	465	0.6%
Toyota	Land Cruiser	57	64	-10.9%	0.5%	464	0.6%
Mazda	CX-60	56	9	522.2%	0.5%	247	0.3%
Omoda	C5	56	50	12.0%	0.5%	529	0.7%
Kia	Sorento	55	99	-44.4%	0.5%	724	0.9%
Others		2,241	2,558	-12.4%	20.9%	23,778	29.2%
Total		10,708	9,481	12.9%	100.0%	81,336	100.0%

Deal supports top gaming talent

Kia NZ has become the official major sponsor of the New Zealand Esports Federation (NZEF) and E Blacks national team.

The brand has long been associated with high-performance sport through longstanding partnerships with teams such as the Hurricanes, venues like Eden Park and initiatives such as the Halberg Foundation.

It has now stepped into the digital arena by backing top gaming talent in what's dubbed the country's the fastest-growing sport.

"Esports engage a huge cross-section of Kiwis," says Todd McDonald, managing director of Kia NZ. "This partnership gives us the opportunity to support everyone from students to elite competitors."

The deal reflects a shift in how New Zealand audiences engage with sport. Research shows 76 per cent of esports fans spend more time watching gamers than traditional sports.

As part of the deal, Kia NZ has secured naming rights for the E Blacks and is supplying its electric-car range to support team operations.

The partnership provides an opportunity to showcase the marque's vehicle-to-load technology with EVs powering high-end portable gaming rigs

directly. This mobile set-up allows the NZEF to connect with communities at grassroots level.

The initiative also supports a nationwide schools programme, which reaches more than 10,000 students annually. It encourages balance between digital engagement, physical activity and wellbeing.

"Having a brand like Kia backing our national team is a huge step forward," says Jonathan Jansen, chief executive officer of the NZEF.

"It's a strong endorsement of our athletes and shows the E Blacks are serious contenders on the world stage."

ELECTRIC OPTIONS

Ebbett Rotorua is now an official home of BYD, and has added a range of the marque's EVs and plug-in hybrids (PHEVs) to its offerings.



Josh "JMKKing" King, New Zealand's first representative in eFootball, with a sponsored Kia EV5

The introduction of the brand is a milestone for the business, which also represents Kia, MG Motor and Volkswagen, says dealer principal Willem Pieterse.

He adds: "With a fantastic line-up already available and more models on the way, our customers have greater opportunities to explore EV and PHEV options."

Warren Willmot, general manager of BYD NZ, says appointing Ebbett Rotorua is a key part of the brand's nationwide strategy.

He explains: "Our approach is to partner with trusted, Kiwi-owned dealers with proven track records of excellent service. This ensures that from the moment customers walk into the showroom to long after driving away, they can have complete confidence they're in good local hands."

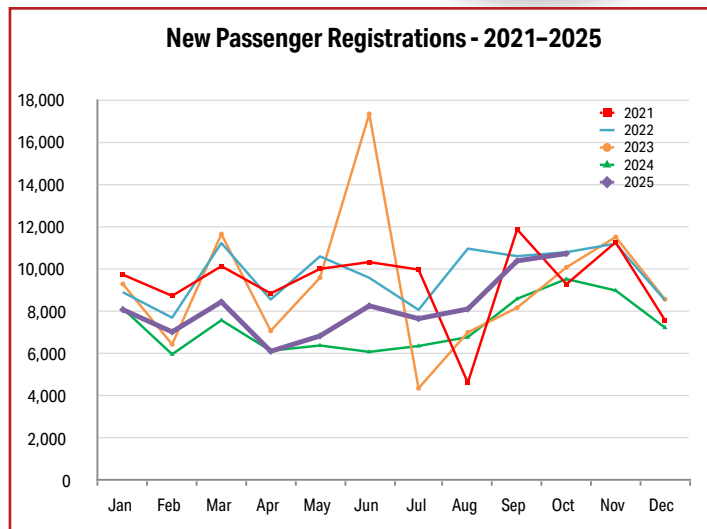
'PREMIUM' AFTER-CARE Lexus Service Protect is now available across the marque's network. The "premium" after-care benefit provides eligible owners with a 15,000km or one-year warranty every time they service their vehicle at an authorised dealership or service agent.

Available for any model less than 10 years old and with fewer than 150,000km on the clock, it provides an extended warranty covering unforeseen mechanical and electrical breakdowns, including hybrid system and hybrid-battery components.

The product includes 24/7 roadside assistance, zero excess on approved claims, and access to accommodation or a rental if a breakdown occurs more than 50km from home and cannot be resolved within 24 hours. It's transferable when a vehicle is on-sold. ☺

Sales boost

Registrations of new passenger vehicles came to 10,708 during October for an increase of 12.9 per cent compared to 9,481 in the same month of last year. Toyota's RAV4 topped the ladder with 1,636 units. Next up were the Mitsubishi Outlander on 590, the Yaris Cross on 552, Ford's Everest with 506, the ASX with 429 and the Corolla on 319. Last month's top marque was Toyota with 3,232. Mitsubishi claimed second on 1,151.



MAKE	OCT'25	OCT'24	+/- %	OCT'25 MKT SHARE	2025 YEAR TO DATE	2025 MKT SHARE
Full battery electric	506	646	-21.7%	4.7%	5,658	7.0%
Plug-in hybrid electric	520	344	51.2%	4.9%	3,906	4.8%
Non plug-in petrol hybrid	4,884	3,556	37.3%	45.6%	31,929	39.3%
Petrol	3,721	4,185	-11.1%	34.7%	33,096	40.7%
Diesel	1,077	750	43.6%	10.1%	6,747	8.3%
Others (includes non plug-in diesel hybrid, fuel cell)	0	0	0.0%	0.0%	0	0.0%
Total	10,708	9,481	12.9%		81,336	

Fully electric ute cancelled

Stellantis has canned its electric Ram 1500, which was under development, citing stalling demand in the US for battery-powered models.

The decision follows multiple delays for the utility, which the brand originally showed in 2023 for release last year. It recently informed suppliers production would start in mid-2026.

Ram still plans to sell a hybrid ute that uses an onboard petrol generator to extend the range of its electric motor and battery.

Initially called the Ramcharger, it's being slated for launch next year and will now adopt the name of the cancelled EV to become the 1500 REV.

"As demand for full-size battery electric trucks slows in North America, Stellantis is reassessing its product strategy and will discontinue development of a full-size BEV pick-up," the company says.

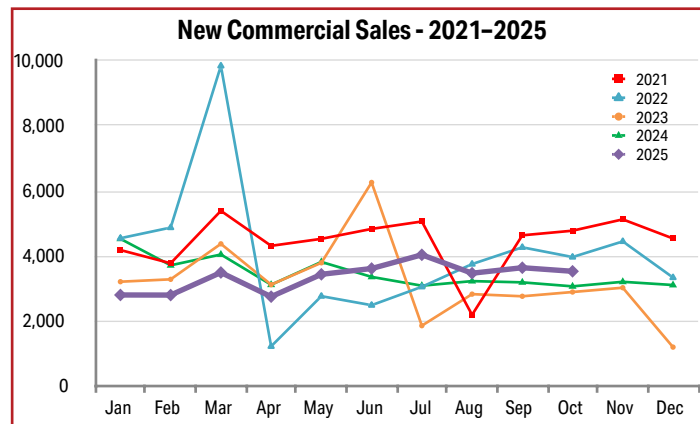
Ram had planned to sell the electric model with a choice of two different sized batteries, but it scrapped the long-range version in January 2025. That followed news in December that the

marque would delay the model until 2026, choosing to release the Ramcharger first.

The latest decision comes as part of an ongoing shift in Stellantis' product strategy since Carlos Tavares quit as chief executive in December and it's among a number of EV projects to be delayed or cancelled since Donald Trump won the US presidential election in November 2024.

NEW EMISSIONS RULES
Importers need be aware that major changes to emissions rules for used heavy vehicles are now in place.

The requirements apply to such imports from Japan in classes ▶



MAKE	OCT'25	OCT'24	+/- %	OCT'25 MKT SHARE	2025 YEAR TO DATE	2025 MKT SHARE
Toyota	1,020	800	27.5%	28.9%	9,353	27.8%
Ford	969	817	18.6%	27.5%	8,950	26.6%
Mitsubishi	244	249	-2.0%	6.9%	2,792	8.3%
LDV	138	44	213.6%	3.9%	1,147	3.4%
Isuzu	133	164	-18.9%	3.8%	1,375	4.1%
Mercedes-Benz	119	210	-43.3%	3.4%	750	2.2%
BYD	111	0	11,100.0%	3.1%	1,612	4.8%
Fiat	104	55	89.1%	2.9%	398	1.2%
Nissan	96	147	-34.7%	2.7%	2,153	6.4%
Volkswagen	58	86	-32.6%	1.6%	477	1.4%
GWM	54	31	74.2%	1.5%	427	1.3%
Kia	50	0	5,000.0%	1.4%	293	0.9%
Iveco	46	94	-51.1%	1.3%	330	1.0%
Fuso	46	32	43.8%	1.3%	463	1.4%
Hyundai	45	16	181.3%	1.3%	272	0.8%
Hino	37	67	-44.8%	1.0%	453	1.3%
Scania	26	62	-58.1%	0.7%	307	0.9%
Renault	26	16	62.5%	0.7%	229	0.7%
JAC	23	3	666.7%	0.7%	116	0.3%
Chevrolet	17	14	21.4%	0.5%	181	0.5%
Others	165	151	9.3%	4.7%	1,574	4.7%
Total	3,527	3,058	15.3%	100.0%	33,652	100.0%

MAKE	MODEL	OCT'25	OCT'24	+/- %	OCT'25 MKT SHARE	2025 YEAR TO DATE	2025 MKT SHARE
Ford	Ranger	836	729	14.7%	23.7%	7,863	23.4%
Toyota	Hilux	759	652	16.4%	21.5%	7,229	21.5%
Mitsubishi	Triton	244	249	-2.0%	6.9%	2,791	8.3%
Toyota	Hiace	224	129	73.6%	6.4%	1,743	5.2%
Ford	Transit	124	88	40.9%	3.5%	1,077	3.2%
BYD	Shark 6	111	0	11,100.0%	3.1%	1,612	4.8%
Mercedes-Benz	Sprinter	107	202	-47.0%	3.0%	616	1.8%
Fiat	Ducato	102	55	85.5%	2.9%	388	1.2%
Nissan	Navara	96	147	-34.7%	2.7%	2,153	6.4%
LDV	Deliver 9	79	20	295.0%	2.2%	345	1.0%
Isuzu	D-Max	78	85	-8.2%	2.2%	776	2.3%
GMW	Cannon	54	31	74.2%	1.5%	427	1.3%
Kia	Tasman	50	0	5,000.0%	1.4%	293	0.9%
Toyota	Land Cruiser	37	19	94.7%	1.0%	380	1.1%
Hyundai	Staria Load	36	7	414.3%	1.0%	184	0.5%
Iveco	Daily	33	81	-59.3%	0.9%	241	0.7%
Isuzu	N Series	27	36	-25.0%	0.8%	286	0.8%
LDV	eDeliver 3	23	2	1,050.0%	0.7%	167	0.5%
Volkswagen	T6	22	11	100.0%	0.6%	96	0.3%
Volkswagen	Amarok	21	48	-56.3%	0.6%	218	0.6%
Others		464	467	-0.6%	13.2%	4,767	14.2%
Total		3,527	3,058	15.3%	100.0%	33,652	100.0%

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MAGAZINE

◀ MD3, MD4, ME, NB and NC, which covers buses and trucks with gross vehicle masses of more than 3,500kg.

Models in these categories now being border-inspected must at least meet Japan 2016 regulations, advises the Imported Motor Vehicle Industry Association.

These can be identified by numeric-prefixed emissions codes beginning 2xx to 7xx inclusive, or they need to have higher standards such as Japan 2018 with codes starting from three to seven.

Vehicles that comply with the Japan 09 standard – codes Fxx, Lxx, Mxx, Qxx, Rxx, Sxx and Txx – needed to have been border-inspected by October 31 to avoid compliance issues.

The changes introduced by the NZTA reflect ongoing efforts to improve standards for

commercials entering the market, particularly in the heavy-vehicle segment.

BUSINESS DISRUPTION

An insurance company has added an extra benefit to its light commercial policies, which have been tailored for fleet and non-fleet owners. Called Vero Roadside

Assistance, it's being delivered by AA Roadservice.

Sacha Cowrick, Vero's executive general manager of business, describes the change as a "safeguard against business disruption".

She adds: "When a light commercial is out of action, even briefly, it can throw off schedules, delay jobs and lead to lost earnings.

"We're helping businesses minimise downtime, stay mobile and stay in control when the unexpected happens."

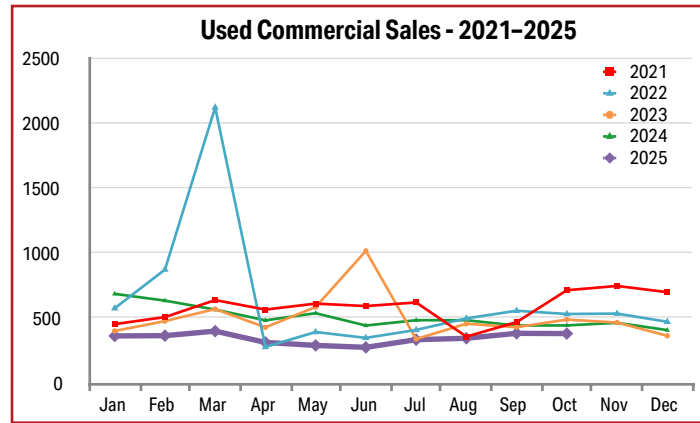
RANGER SET TO LOSE TITLE

There were 3,527 new commercials registered last month for a year-on-year increase of 15.3 per cent from 3,058 during October 2024.

The Ford Ranger was the top-selling model on 386 for 7,863 sales so far this year. It's set to lose its title of New Zealand's most popular vehicle to Toyota's RAV4, which is now on 9,136 units. The Hilux is third overall with 7,229.

Toyota leads the way in the commercial market with 9,353 units year to date. It's followed by Ford with 8,950 and Mitsubishi on 2,792.

There were 381 used commercials registered last month, down by 14 per cent. ☹



MAKE	OCT'25	OCT'24	+/- %	OCT'25 MKT SHARE	2025 YEAR TO DATE	2025 MKT SHARE
Toyota	137	221	-38.0%	36.0%	1,439	41.6%
Nissan	82	89	-7.9%	21.5%	687	19.9%
Hino	28	34	-17.6%	7.3%	229	6.6%
Ford	21	14	50.0%	5.5%	189	5.5%
Mitsubishi	20	14	42.9%	5.2%	192	5.6%
LDV	18	2	800.0%	4.7%	63	1.8%
Isuzu	16	22	-27.3%	4.2%	201	5.8%
Mazda	9	2	350.0%	2.4%	39	1.1%
Daihatsu	9	7	28.6%	2.4%	61	1.8%
Suzuki	5	5	0.0%	1.3%	66	1.9%
Volkswagen	4	5	-20.0%	1.0%	29	0.8%
Holden	4	0	400.0%	1.0%	22	0.6%
Chevrolet	4	5	-20.0%	1.0%	34	1.0%
UD Trucks	3	4	-25.0%	0.8%	22	0.6%
Fuso	3	5	-40.0%	0.8%	21	0.6%
Dodge	3	1	200.0%	0.8%	16	0.5%
Volvo	2	0	200.0%	0.5%	4	0.1%
Scania	2	0	200.0%	0.5%	3	0.1%
Mercedes-Benz	2	3	-33.3%	0.5%	26	0.8%
Iveco	2	0	200.0%	0.5%	17	0.5%
Others	7	10	-30.0%	1.8%	95	2.7%
Total	381	443	-14.0%	100.0%	3,455	100.0%

MAKE	MODEL	OCT'25	OCT'24	+/- %	OCT'25 MKT SHARE	2025 YEAR TO DATE	2025 MKT SHARE
Toyota	Hiace	102	172	-40.7%	26.8%	1,053	30.5%
Nissan	NV200	30	17	76.5%	7.9%	194	5.6%
Hino	Dutro	21	24	-12.5%	5.5%	176	5.1%
Nissan	NV350	19	49	-61.2%	5.0%	233	6.7%
Toyota	Regius	14	26	-46.2%	3.7%	80	2.3%
Nissan	Caravan	14	13	7.7%	3.7%	128	3.7%
Fuso	Canter	13	11	18.2%	3.4%	132	3.8%
LDV	T60	12	0	1,200.0%	3.1%	41	1.2%
Toyota	Dyna	10	13	-23.1%	2.6%	133	3.8%
Daihatsu	Hijet	9	7	28.6%	2.4%	61	1.8%
Nissan	Vanette	6	1	500.0%	1.6%	52	1.5%
Ford	Ranger	6	0	600.0%	1.6%	0	0.0%
Chevrolet	G10	6	1	500.0%	1.6%	16	0.5%
Toyota	Hilux	5	2	150.0%	1.3%	63	1.8%
Suzuki	Carry	5	5	0.0%	1.3%	66	1.9%
Ford	Transit	4	0	400.0%	1.0%	41	1.2%
Nissan	Navara	4	3	33.3%	1.0%	28	0.8%
Isuzu	Elf	4	15	-73.3%	1.0%	119	3.4%
Mazda	BT-50	4	0	400.0%	1.0%	20	0.6%
Nissan	Atlas	4	4	0.0%	1.0%	29	0.8%
Others		89	80	11.3%	23.4%	790	22.9%
Total		381	443	-14.0%	100.0%	3,455	100.0%



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Parliament ditches repair bill

Stock tumbles

Imports of new cars in October came in at 9,352. This was up 12.3 per cent from 8,331 in the same month of last year but 8.3 per cent lower than the 10,195 units in September.

Registrations of 10,708 new passenger vehicles were completed last month, which was 12.9 per cent more than the 9,481 achieved in October 2024 and 3.4 per cent higher than September's total of 10,353.

The numbers have resulted in new cars still to be registered falling by 1,356 to 67,894.

Daily sales, as averaged over the previous 12 months, stand at 267 units per day – up from 250 a year ago.

October's results mean stock at-hand has dropped to 254 days if sales continue at the current rate. In the same month of 2024, it stood at 298 days.

Proposals to change right-to-repair rules have been dismissed by parliament after the MP leading the push for change turned up late for the second reading of her member's bill.

Marama Davidson, the Greens' co-leader, introduced the Consumer Guarantees (Right to Repair) Amendment Bill in April.

The draft legislation sought to replace the guarantee as to repair and spare parts in the Consumer Guarantees Act (CGA) by requiring manufacturers to ensure facilities to fix goods were available for a reasonable time post-purchase, and to provide buyers with information, parts, software and tools used for diagnosing, maintaining or repairing them.

About 1,250 submissions were received with more than 95 per cent supporting the bill.

However, the select committee recommended the bill shouldn't proceed and NZ First withdrew its support despite backing it at its first reading.

As a result, the bill was unlikely to pass, but it failed to get a second reading after Davidson missed her chance to speak on it on October 22 by a few seconds. That meant parliament moved on to other business and her member's bill now returns to the ballot.

Davidson said she "made a mistake" and had underestimated the speed at which a piece of legislation would progress. "We made immediate efforts to try to fix the mistake, to seek leave to reinstate the bill back into the house, but this was not granted."

She will not give up on securing changes to the CGA, but notes it's

unlikely to happen until the Greens are in government.

The car industry generally viewed the bill as well-intentioned but too simplistic.

CLEAN-CAR COSTS

A used-car importer plans to improve its direct-to-consumer digital channels after reviewing its buying strategy.

Michael Stiassny, chairman of 2 Cheap Cars, says the difficult operating environment requires the business to become more agile.

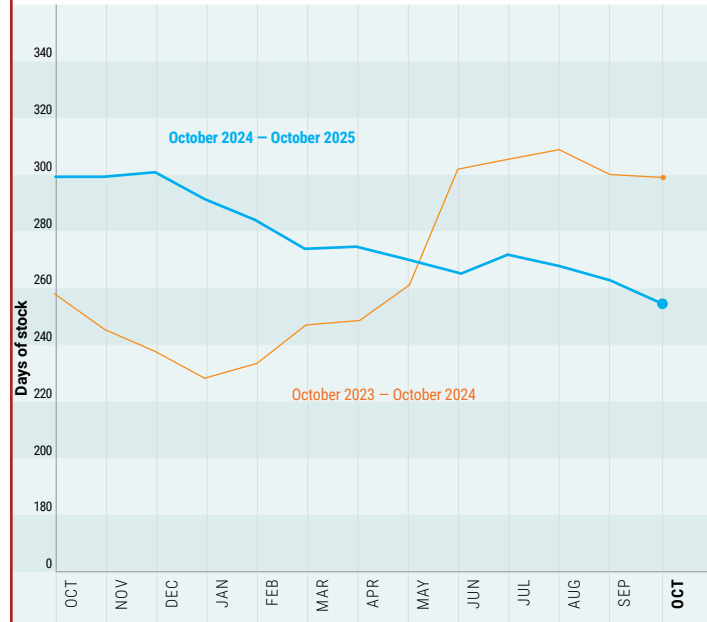
Key challenges have included the clean car standard with its cost of carbon credits hitting \$1.1 million in the 2025 financial year and, despite a growing hybrid mix, set to exceed \$2m in 2025/26.

"2 Cheap Cars has responded by ensuring our Japanese

Dealer stock of new cars in New Zealand

	CARSALES		VARIANCE	STOCK	DAILY SALES -12-MONTH AVERAGE	DAYS STOCK AT HAND
	IMPORTED	REGISTERED				
Oct '24	8,331	9,481	-1,150	74,477	250	298
Nov '24	6,771	8,951	-2,180	72,297	243	298
Dec '24	6,949	7,186	-237	72,060	239	301
Jan '25	5,756	8,053	-2,297	69,763	239	292
Feb '25	5,682	6,992	-1,310	68,453	242	283
Mar '25	6,951	8,410	-1,459	66,994	244	274
Apr '25	6,421	6,083	338	67,332	244	276
May '25	5,708	6,805	-1,097	66,235	246	270
Jun '25	8,391	8,230	161	66,396	252	264
Jul '25	10,822	7,614	3,208	69,604	255	273
Aug '25	7,892	8,088	-196	69,408	259	268
Sep '25	10,195	10,353	-158	69,250	264	263
Oct '25	9,352	10,708	-1,356	67,894	267	254
Year to date	77,170	81,336				
Change on last month	-8.3%	3.4%		-2.0%		
Change on Oct 2024	12.3%	12.9%		-8.8%		
	MORE IMPORTED	MORE SOLD		LESS STOCK		

DAYS STOCK IN NZ - NEW CARS



◀ procurement team is more focused on buying fuel-efficient and late-model cars that attract fewer carbon-credit costs," says Stiasny.

"We are expanding local acquisitions through trade-ins and wholesale channels to diversify inventory and further reduce exposure to regulatory risks.

"The escalation of fees from third-party listing platforms has become a drag on profits. In response, we are prioritising our digital channels to build a scalable sales engine.

"We must have a razor-sharp focus on safeguarding margins in a competitive and expensive environment, and must continue to improve execution. That means identifying further operational efficiencies."

Stiasny adds 2024/25 was a reminder that profitability isn't guaranteed even when the product meets market needs. Revenue dropped by six per cent to \$82m, while gross margin

decreased from 24-22 per cent driven by pricing pressures and shifts in buyer behaviour that couldn't be fully offset.

Angus Guerin, chief financial officer, says the fall in revenue reflected industry-wide affordability pressures, lower sales volumes and retail pricing. Net profit after tax was \$3.3m, down by 47 per cent.

Positive trends supporting the business include cuts in the official cash rate making finance more accessible and the Kiwi dollar remaining strong against the yen. The company continues to experience strong volumes of private sellers supplying stock directly to dealers.

"While this source hasn't historically been a major part of 2 Cheap Cars' strategy, it will play an increasingly important role to improve our resilience," adds Guerin.

The company's subsidiary in Japan, Car Plus, now employs

seven specialist buyers and a logistics manager to bolster the supply of used vehicles. Direct purchases have expanded from 25 per cent to more than 80 per cent over the past year.

Guerin explains a greater focus on trade-ins and buying New Zealand vehicles will provide a competitive source of stock, increase flexibility across the network and assist in reducing carbon-credit costs.

In the five months to August 31, 2 Cheap Cars sold 3,058 units for a year-on-year drop of 12 per cent. Revenue was down by five per cent to \$33.4m. Finance penetration rose to 31 per cent, up four percentage points.

"Gross margin eased by two points to 19 per cent, primarily due to the carbon-tax impact," says Guerin. "Net profit after tax was \$800,000, down \$700,000 on the prior year. The carbon tax contributed \$500,000 to this decline." ☹

Imports increase

There were 5,462 used cars imported last month, an increase of 15.9 per cent from October 2024 when 4,714 units crossed our borders. However, the latest figure was down by 3.7 per cent from 5,670 in September.

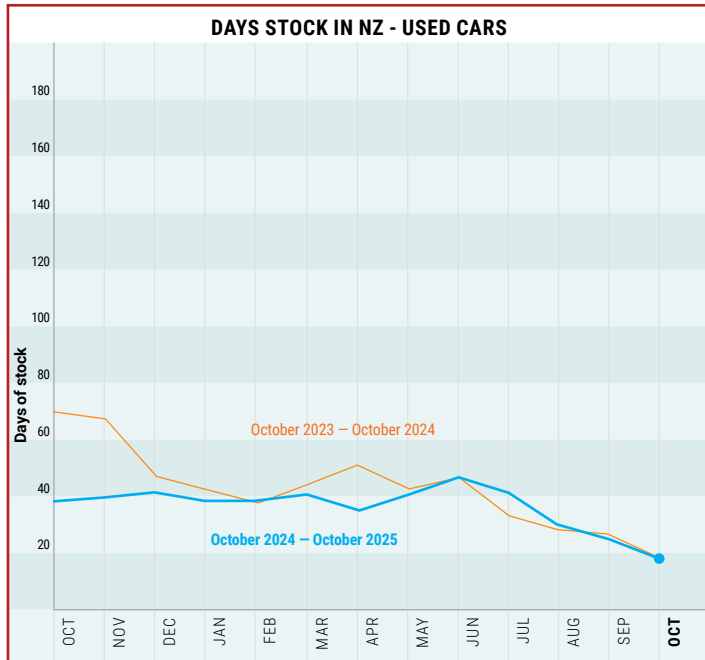
Some 7,014 units were registered in October, down 4.1 per cent from 7,311 in the same month of 2024 and a decrease of 0.8 per cent from September's tally of 7,070.

With 1,552 fewer used cars imported than registered last month, unregistered stock on dealers' yards or in compliance shops came to 4,415 units.

This was 60.7 per cent lower than 11,233 units a year ago and the total has fallen in each of the past four months.

Autofile has revised the stock statistics in the table below after a review of the registration figures provided by NZTA.

Average daily registrations for October were 235.



	CAR SALES			STOCK	DAILY SALES -12-MONTH AVERAGE	DAYS STOCK AT HAND
	IMPORTED	REGISTERED	VARIANCE			
Oct '24	4,714	7,311	-2,597	11,233	291	39
Nov '24	7,024	6,912	112	11,345	283	40
Dec '24	6,642	7,129	-487	10,858	268	41
Jan '25	6,667	7,371	-704	10,154	264	39
Feb '25	6,602	6,789	-187	9,967	258	39
Mar '25	7,615	7,269	346	10,313	253	41
Apr '25	4,917	6,437	-1,520	8,793	247	36
May '25	8,457	7,264	1,193	9,986	243	41
Jun '25	7,756	6,806	950	10,936	240	46
Jul '25	6,772	8,064	-1,292	9,644	238	41
Aug '25	5,196	7,473	-2,277	7,367	236	31
Sep '25	5,670	7,070	-1,400	5,967	235	25
Oct '25	5,462	7,014	-1,552	4,415	235	19
Year to date	65,114	71,557				
Change on last month	-3.7%	-0.8%		-26.0%		
Change on Oct 2024	15.9%	-4.1%		-60.7%		
	MORE IMPORTED	LESS SOLD		LESS STOCK		

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