A shortage of trained technicians is making life difficult for dealers and aftermarket repairers alike.

A Motor Trade Association (MTA) survey of members last year found businesses couldn’t fill about 1500 vacancies.

And employers spoken to by AutoTalk are looking overseas to plug the gaps.

Simon Lucas North Shore managing director Simon Lucas says it’s a trend affecting a number of dealerships.

“Many dealerships have been trying to recruit for some time. In Auckland we have seen an almost zero response to local marketing efforts to recruit from a dwindling pool. We’re looking overseas to recruit now. It’s the number one bottleneck in most dealerships at the moment.”

Lucas says there are several reasons behind the shortage.

“Our take on the technician shortage is that during and post-Global Financial Crisis, the industry was probably hunkered down which resulted in too few apprentices being employed by dealerships. “Flowing from that, the natural attrition up to now has combined with the prolonged bull-run for the industry, resulting in the current shortage.”

In terms of his own dealership, Lucas says it is possible the high cost of living and working on Auckland’s North Shore or commuting long distances is putting technicians off.

The booming construction industry might also have soaked up some of the youngsters wanting to enter a trade, he says.

But with the right promotion, Lucas reckons more young people could be encouraged to become technicians.

“No matter what technology brings, personal mobility is not going away and the automotive trade will have a role to play, finance minister Steven Joyce has told a group of industry leaders. He was speaking at the Imported Motor Vehicle Industry Association’s annual industry dinner. The association launched its new brand - VIA - on the night.

Joyce said the dinner was a “coming home” for him, following his time as transport minister, and he recalled his experience of being up in court against the association after the last round of emissions rules were set to hit the trade.

“I would argue (my time as minister) was one of the best periods for transport but that’s just my view,” he joked.

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Percival keeps steady hand on UDC tiller

UDC chief executive Wayne Percival will stay at the helm as the company’s ownership changes from ANZ Bank to HNA Group.

That will provide stability for the company, which has also secured a $2.7 billion finance programme to kick in after the ownership change takes place later in the year.

TIP Trailer Services, a European subsidiary of HNA, secured the finance arrangement.

Lenders include UDC’s current owner, ANZ Bank New Zealand, as well as Commonwealth Bank of Australia, Westpac, Deutsche Bank AG, a fund managed by Credit Suisse Asset Management and the NZ Superannuation Fund.

“UDC believes the arrangements being made by TIP in terms of the new financing and the changes to the debenture programme will be a good fit for the New Zealand market and will serve customers as UDC moves forward under new ownership,” Percival says.

He worked for UDC from 1993 to 2004 before returning to lead the company in 2015. TIP president and chief executive Bob Fast says he’s pleased with the funding arrangement.

“This funding will underpin UDC’s competitive position under our new ownership.”

“It’s good to be able to provide this assurance to customers well in advance of the planned separation and transfer of UDC to new ownership.”

Securing the funding marks an important milestone in the separation process from ANZ, Fast says. Together with UDC being able to offer competitive lending rates for customers, the $2.7 billion finance facilities leave significant room for UDC to grow, he says.

UDC will report to TIP Trailer Services. Subject to regulatory approvals, the sale is expected to be completed late this year.

We’re all well aware of how disruptions by Uber have affected the taxi industry, and how Air B’nB has had a similar disruptive effect on the accommodation industry.

But these disruptions pale into insignificance with what is now facing dealers and the auto industry, according to experts.

From EVs wiping out much of the need for dealers’ service centres, to direct selling by Tesla and others rendering new vehicle dealers obsolete, the list goes on and on.

With autonomous vehicles (no drivers needed), and young urban dwellers moving away from vehicle ownership altogether, the threat to dealers is very real and closer than we once thought.

From the next issue of AutoTalk, we will bring readers, in association with VIA, a five-part investigation into Disruptions facing Dealers. Don’t miss it.
Successful start for Mercedes-Benz Botany

New Zealand’s largest Mercedes-Benz dealership has started impressively, selling 60 cars in its first month.

Armstrong Motor Group managing director Rick Armstrong made the announcement at the official opening of Mercedes-Benz Botany in East Auckland.

“I never thought that would ever happen,” he says.

It is Armstrong’s third Mercedes dealership, with the others located in Dunedin and Christchurch.

He says he is thrilled with the new site, which features a 700 square metre showroom.

“Every time I come here, it puts a big smile on my face.”

Armstrong also thanked Botany Mercedes-Benz dealer principal Jeremy Spicer and Mark Darrow, who managed the dealership building project, for their effort in getting it up and running.

Mercedes-Benz Australia-Pacific dealer development director Andrew Cutter is predicting big success for the site on Ti Rakau Drive, one of the country’s busiest roads.

“In Botany this is a growing area and in the future it will continue to grow.

“It will be the benchmark in this strip here. It will bring more businesses into the area and create jobs.”

Mercedes-Benz identified it as a growth area for the brand three years ago.

A new Hyundai dealership will share the 1.1 hectare site when it opens in July.

Armstrong Group stocks 19 brands across 13 sites around New Zealand.

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School car deal leads to career

After the deal was done, the principal told Myles’ parents their son didn’t really need to stay at school any longer, just as he was starting in seventh form (now year 13).

So began an illustrious career for young Myles, who had long had an interest in cars. He joined Robin McConchie’s car yard, Euroland, then established the Aro Motor Company at the top of Cuba St in about 1996.

Younger brother Oliver arrived at the business about three years later after doing his OE and some skiing, a past-time he continues today.

Myles started a new venture with Glen Tulloch which became Gazley Tory, often known as the GT Motor Group. That meant a move from trading only in used cars to including new vehicles. They started with Alfa Romeo.

The Gazley Motor Group grew out of that and eventually became known simply as Gazley.

Its Kent Terrace site underwent massive renovations which finished in 2012, a major turning point for the company.

Expansion saw the dealership take on more brands and develop two Cambridge Terrace sites (41 and 46) on opposite corners. They included a full parts department and a highly trained service department, taking staff to over 50.

In 2015, a Lower Hutt dealership opened with full sales and aftercare facilities.

Oliver reckons that it was one of their best moves. “It’s been great for us. I was blown away with the response.”

Many new clients resulted, Oliver says. The Lower Hutt operation provided servicing for most of the company’s nine brands. It also established a focus for Gazley’s Volkswagen commercial range.

Gazley’s brands now include Volkswagen, Nissan, Skoda, Alfa Romeo, Chrysler, Jeep, Dodge, Fiat and MG.

The team also has a strong passion for electric vehicles (EVs), mainly concentrating on Nissan Leafs and e-NV200 vans. It’s also brought in a few e-Golfs.

As a Nissan agent, Gazley is the only authorised Leaf service agent in the lower North Island. That’s meant increasing team numbers to around 85 staff.

Now Gazley’s dealer principal, Oliver says the company is concentrating on improving its core business and “keeping customers happy”.

As many customers come to check out new car developments, Gazley continues to retain a focus on its massive range of used vehicles, covering many makes and models, he says.

Few are older than about seven years, in keeping with the company’s aim of providing new or near-new vehicles. “There’s a car here for every person,” Oliver says.

The core of your role will be to oversee the day-to-day running of the freight terminal at Picton. This will involve managing and reporting on expenses, cash and refunds, keeping your eye on the vessels going in and out, and making sure that all the equipment is properly maintained. A lot of freight goes through here, so you’ll need to come with plenty of industry and road transport expertise, plus a Class 5 license and the ability to use it.

You’ll be really proactive about customer service, especially front-facing, and be an excellent people manager – you might be chatting with drivers, then heading off to a meeting with the CEO, so you need to be a self-assured manager who can work with anyone.

We’re looking for the sort of person who can engage a team with new ideas, set and maintain standards for a tight, efficient work environment, and really drive a team to succeed.

So how about it? Join us for an exciting phase of growth and change, and make your mark on the way we do things.
Michael Giltrap has snared a rarity - the first of nine limited edition Jaguar XKSS roadsters valued at $1.76 million. He bought the car "because it's cool" and came with a wonderful story and history.

In 1957, nine cars for export to North America were lost in a fire at Jaguar's Browns Lane factory in the British Midlands, meaning just 16 of the planned 25 XKSS cars were built. The XKSS was originally made by Jaguar as a road-going conversion of the Le Mans-winning D-type built from 1954-1956.

Now, 60 years after the fire, the first delivery of the new production run of those nine XKSS cars has been made to Giltrap by Jaguar special vehicle operations managing director John Edwards.

One reason the Auckland car enthusiast and Giltrap Group joint managing director wanted it was because Hollywood actor Steve McQueen owned one. McQueen bought it in 1958, later sold it and apparently missed the car so much he bought it back.

Giltrap says that's the main selling point for him. "It's also arguably the first 'supercar' ever made. Then there's the whole story of how the nine chassis were left following the Browns Lane fire 60 years ago," Giltrap says.

"The car's styling is very exciting. I love the British style full-stop and the XKSS is one of the most beautiful cars ever made."

Giltrap says the car is a "good start" to his car collection, although he doesn't have any more in mind at this stage. He aims to drive it now and then "when the weather's good" and says it's great to have one of these rare cars in New Zealand.

The hand-over was held one Friday evening at Jaguar's Archibald and Shorter premises in Auckland's... Continued on page 11

Hybrid and EVs are projected to grow...

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Technician shortage hits industry hard

Continued from page 1

“We have 80-odd workshops in our co-op brand. As people are leaving, it’s harder to replace them.

“We’ve seen a decline over many years - it’s gotten past the critical point.”

Storey says he advertised online via Trade Me and Seek recently and got two applicants. Both had no qualifications.

To try fix the problem, the company has set up an in-house training academy.

The first Auto Super Shoppe Academy course will start on July 17, with interest from people aged between 16 and 37. The company plans to guarantee them employment upon graduation after the 12-week course, with the possibility of a full-time apprenticeship after that.

Storey says the courses are more focused on what workshop owners want than what tertiary institutions can teach.

“We’ve got to start growing our own techs. There are 90,000 kids between 16 and 24 that aren’t in work or training.

“If we can put 60 kids through the course, it’s not only going to benefit the trade but also the kids with career opportunities.”

There’s also the benefit of no student loan, he says.

MTA chief executive Craig Pomare says the lack of technicians is a nationwide problem.

He agrees the shortage was partly caused by the GFC when few apprentices were taken on.

“We are encouraging employers to take on apprentices and working closely with schools, training providers and the Government to try to bring more people into the trades.”

Unitec dean of construction, infrastructure and engineering Renee Davies, whose brief includes the Auckland institute’s automotive programme, says it regularly receive calls from employers looking for students.

“[They] need to fill gaps in their workplaces and are on the lookout to employ students who are still continuing their studies part-time to become automotive technicians.

“Once students are employed, we visit them frequently at work to monitor their progress. Most often our students continue into permanent full-time employment at the same employer.”

Davies says Unitec is experiencing growth in automotive enrolments and is doing its best to offer courses that keep up with technology such as electric vehicles.
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More people than ever attended this year’s National Fieldays. The 49th four-day event at Mystery Creek ended on June 17 with more than 133,588 visitors attending, the biggest number yet recorded.

Creating a new light commercial vehicle zone saw competing brands move into closer proximity to each other but the quality of the exhibitions also increased markedly.

This year’s theme was “Leading Change”.

Hyundai pleased with turn out

Hyundai New Zealand general manager Andy Sinclair says the brand was very happy to host another VIP experience at the National Fieldays for its loyal customers.

“We’ve had lots of thank-you notes already,” he says. “For us, the event is an opportunity to say thank you to our customers for being a Hyundai owner and we are also very happy with the number of folks making another purchase while they visited our VIP site.

“I’m very proud of my team for the effort they’ve put in and we’ve had fantastic feedback already.

“The first appearance of the new heavy duty Xcient prime mover at the Fieldays shocked a few people as they thought it belonged to another brand, and we also saw some Hyundai truck sales during the event which is also fantastic stuff.”

A special experience for VW customers

More than 90% of the 2200 VIP customers Volkswagen invited to its pavilion at the National Fieldays turned up during the four-day event.

Volkswagen New Zealand marketing manager Sara Pastor-Hernandez says...
Kiwi helps drive autonomous standards

Kit Wilkerson is representing New Zealand as a technical expert on the world stage.

The policy analyst with vehicle industry body VIA has recently completed a trip to an International Organisation for Standardisation (ISO) meeting in Britain where he put forward Kiwi views on artificial intelligence, including robotic navigation.

The particular standards Wilkerson is working on include a version of dynamic mapping, which will help autonomous cars drive the streets, being pushed by the Japanese Government, he says.

“All the Japanese vehicle manufacturers are working together to develop the same standard.

“Through me, we are helping set standards in Japan. Japan is trying to push those standards globally so we don’t have to develop a mapping system for each jurisdiction.”

Wilkerson says being involved is particularly important for those who import used cars from Japan.

“If we want to be able to import Japan-specified vehicles with autonomous driving capability, we will have to add those standards.”

But it could get complicated if the Japanese standard isn’t adopted, he says.

“If the autonomous car is expecting every vehicle on the road to have this technology and someone has a European vehicle that doesn’t have the technology, it will decrease safety.”

One solution could be the development of an aftermarket product if the same dynamic mapping standard isn’t adopted worldwide.

Once a standard is in place, it is possible it could be introduced here, Wilkerson says.

Before that happens, being involved in the discussion is particularly important so the developers know about the nature of New Zealand’s roading infrastructure.

“Here we have one-lane bridges. The Japanese engineers said to me ‘what are one-lane bridges? Who has those?’

“We have already changed the standard in a way to account for what we have here in New Zealand.”

Contacts Wilkerson has met from various governments and manufacturers are an invaluable resource to call on as the mapping standard is developed.

“We’re helping shape global standards, benefiting New Zealand Inc and the local industry.

“If we can push to get this technology in New Zealand, then local distributors can borrow the technology from Japan and sell it as the future of cars in New Zealand because it will work.”

The ISO group Wilkerson works with meets quarterly at different locations around the world.

Rare specimen for Michael Giltrap’s collection

Continued from page 7

Greenlane.

Homage was paid to Jaguar champions which was fitting, given the Lions played the All Blacks at Eden Park the next day and Jaguar Land Rover are a principal partner of the British and Irish Lions tour here.

On display were four Jaguars, including a D-type replica and E and F types on loan from the Auckland Jaguar Drivers’ Club.

Giltrap’s new car took about seven or eight key people more than 10,000 man hours to build, Edwards says.

One those who worked on the car, Phil Harwood of Birmingham, even warmed it up for the later presentation.

Extremely proud of the achievement, Edwards says they basically had to hand-build the car from scratch using sometimes long-forgotten techniques.

Special attention was made to detail, even down to the number, type and placement of each of the 2000 rivets used, he says.

A concept car was made first and all nine production models were presold.

Meanwhile, Giltrap is looking forward to the opening of his company’s new luxury car premises in Grey Lynn around mid-August, where he will be based.

It’s state of the art not just for New Zealand but globally, he says.

The multi-million dollar facility will offer full sales, parts and after sales capabilities.

The building will cater for Aston Martin, Lamborghini and Bentley luxury brands, which will each have their own showroom section.

The showroom and service centre includes a cafe available to the public, workshops and cleaning bays and three floors of offices. It even allows for electric vehicle charging.
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This pilot will sit alongside the capital work programmes in development for Queenstown.

“Designing the system while embracing emerging technology will inevitably provide a people centred, system approach to efficiently and safely moving people around.”

“We’ll take the learnings and infrastructure from Queenstown for the Auckland pilot later in 2017 which will target increasing vehicle occupancy in and around the airport terminals,” says McMullan.

“We’ve got a lot of business travellers jumping into taxis in the city, creating a lot of vehicles driving to the airport with only the driver and one person inside, so how can we get a greater volume of passengers to their destination without taking up more space on the road,” asks McMullan.

“Once again, we are trying to maximise volume and capacity of our transport system, not the physical space. Ultimately, the outcome we want is to provide more choice for the transport user, and if this is successful then we will see the result of reduced traffic,” he says.

“Mobility as a service (Maas) cannot be done to people; it’s got to be with them, and we can manage demand by giving people an informed choice,” he says.
Distributors report great Fieldays response

Continued from page 10

there were a few extra surprises for them. “We were able to make the experience even more exclusive for our Volkswagen VIPs who were able to check into the stand using a custom app, which not only put them in the draw to win a trip to Queenstown but also meant they received a surprise gift, an official Volkswagen cap,” she says.

“The Volkswagen Stand was built to truly leave a lasting impression, reflecting in our pillars of activity being our hero cars, engaging content, refreshments and competitions. “Many customers commented on their great experience so we are highly pleased with the levels of engagement. “We are very satisfied with the position of our site - we’ve been on this site for many years and it always works well because of all the foot traffic it gets. The addition on the Commercial Vehicles area and having all the commercial van range on display has improved the overall awareness of our range too.”

Volkswagen had a total of 22 cars on display, she says. Those that got the public’s attention were the V6 Amarok and the new Tiguan, especially the example dressed in an Icebreaker coat as part of Volkswagen’s Fieldays promotion.

“Volkswagen finished the event with 79 sales which is a record for it at this event so we are extremely pleased with the result and the performance of our dealer network.”

**New Zealand**

**Toyota and Lexus join forces**

Toyota and Lexus joined forces for the first time ever at the National Fieldays with a unique corner site displaying a comprehensive range of passenger, SUV, hybrid and light commercial vehicles. “The event exceeded Toyota New Zealand’s expectation for audience turnout,” Toyota New Zealand marketing communications coordinator Lisa Saunders says.

“For Lexus, it was apparent that Fieldays is not only a rural event but also a lifestyle event so the premium vehicles were well received by the demographic attending.” Saunders says the attendance at Fieldays translated into a huge number of visitors to the Toyota New Zealand site.

“People commented on the relaxed atmosphere and particularly on how there were so many elements to engage their children and keep them entertained. This allowed our visitors to discuss vehicle options and accessories with the team so they had a more relaxed experience with our product.” Interestingly, the Corolla Hybrid and Prius PHEV also captivated the crowds, Saunders says.

“Feedback on the Lexus Lounge was that people were drawn to the luxury offering and we engaged many who are new to the Lexus brand.”

“In the Lexus Lounge, the LX450d commanded a lot of attention due to its impressive street presence. The significant interest in the GS F reinforced our thought that Fieldays is a suitable environment to showcase performance cars.”

Saunders says the Hilux Gladiator concept vehicle proved a show-stopper on the Toyota site.

“The levels of interest in this concept vehicle exceeded our initial expectations. It drew a constant crowd and really resonated well with both rural and urban visitors. This also received a huge amount of social media engagement for us with people all around New Zealand, not just those at Fieldays.”
Businesses to make the most of evworld trade day

Business leaders will get the chance to evaluate the benefits of electric vehicles at evworld’s trade day.

The event promotes the benefits of electric vehicles and is being run by Conferenz at the Vodafone Events Centre in Manukau from September 8-9.

Civic Contractors director Bjorn Revfeim says it will be a great networking and information gathering opportunity.

“I am attending to hear how other commercial operators are getting on with transition to EVs and lessons learned. “I am really keen to learn from others’ experiences.”

The six electric vans and one hybrid truck in his company’s fleet are involved in everything from graffiti removal to streetscape maintenance.

Revfeim says the company sees great value in using EVs. “They are better for the environment, which is one of Civic’s key values.

“We have also, through limited experience, found them to be better for reliability and ongoing maintenance.

“We see EVs as a beneficial service offering to our customers and the public.”

There are some drawbacks, like limited range and charging infrastructure, but he says that will get better with time.

“Getting staff buy-in is slowly improving. We are about to deploy a unit into Hamilton which we believe will work really well.”

Other companies involved in the trade day include Foodstuffs and Waste Management.

Conferenz sponsorship manager Dominic Duncan says a diverse range of EV success stories will be told at the trade day.

“It is about the progression of New Zealand businesses toward a sustainable transport future. “These case studies complement our EV Champions Awards which highlight the work being done to support the uptake of EVs in New Zealand”

Admission to the trade day expo on September 8 is free, with a charge in place for the industry conference. There is also a free public day on September 9.

Go to www.conferenz.co.nz/events/evworld-nz for more information.

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JAPAN TO NZ

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YOUR FIRST CHOICE IN SHIPPING
I am writing this month’s column from Veendam in the Netherlands, although by the time you read this I will be back in New Zealand. Veendam is a small town in northern Netherlands near the border with Germany where I have been based for the last six weeks. Except I am using the word ‘based’ rather loosely as I have been traveling through Europe on a motorcycle. I arrived back on June 28 after completing just a little over 9000 km visiting 13 different countries.

Of the countries I visited, all but one are a member of the EU, with Russia being the exception. I completed two trips, the first one with a group of friends from the Netherlands and the second one by myself. The first trip saw us complete a circuit in one by myself. The first trip with a friend stores in the Netherlands for me. I have modernised its suspension and replaced a number of parts. The bike performed flawlessly, not so the rider as I often made navigational errors. However, I completed the trip without mishap, notwithstanding the best attempts of Russian car drivers!

During the trip I couldn’t help but notice the road conditions, the speed limits and the type of vehicles in each of the countries compared to New Zealand. I came away from my riding with the clear impression it is not speed that kills, it is poor driving.

Let me explain.

Riding in Germany is an eye opener. When riding on secondary roads they generally only have three speed limits, 100km/h outside of town limits, 70km/h approaching town limits and 50km/h within town limits. On their primary roads with two or more lanes they have a range of speed limits, 100km/h, 120km/h and then no limit. There are exceptions but of the five times I rode across Germany these are the limits I experienced.

There is one other rule that significantly affects the car driving culture in Germany and most other parts of the EU - the need to keep right unless overtaking. Because of the rigidity of keeping right (keeping left in NZ) driving on their roads is, in my view, safer. There is no undertaking.

Let me be clear. Some of the roads with open speed limits I rode on were no better and arguably in a poorer condition than our roads. They had narrow lanes. Yet somehow the rate of accidents in Germany is much lower than in New Zealand. And my view is that the rigidity of keeping right has created a driving culture that is different to us here in New Zealand.

It is also my view that some of the driving I experienced in Germany was no politer than here in New Zealand. But on the whole it was better.

The most striking difference I experienced was riding from Finland into Russia to visit St Petersburg. In Finland, road users are polite to the extreme. You felt very safe as a motorcyclist. Enter Russia and the immediate thought popping into my head was Russian roulette!

On their motorways, take the worst of New Zealand driving habits and multiply this several times. It was daunting as I needed to keep an eye on both side mirrors. Drivers overtook, undertook, sped, tailgated, tooted their horns and generally harassed you.

On the way out of St Petersburg we took secondary roads which had very little traffic on them. However, these were some of the roughest roads I’ve ever ridden on, with potholes 30cm or deeper. It was fun, but I did find myself looking for an adventure bike though.

The lesson for me is from a road safety perspective. I cannot understand why our road policing programme does not more actively promote keep left. I firmly believe if we, as a country, keep left then many of our poorer driving habits will disappear.
Transforming electric vehicles

This June, New Zealand saw the highest increase in EV registrations, up to 3834 from 186 in January 2013. Driving these trends are lower prices, better travel ranges, and more options available with new models and second hand imports.

It’s clear EVs play a big part in New Zealand’s clean energy future. At Vector we see their role being far more than a ride from A to B.

Easy charging on the go

It’s fantastic to see New Zealand’s public charging infrastructure stepping up to meet the demand of a growing number of EV users. Public chargers are important in providing a boost of energy for EVs when out and about. Since 2015 Vector has been setting up public charging stations in key locations across Auckland. July and August will see our biggest addition of EV charging stations – seven chargers in four new locations at New World Kumeu, BP Warkworth, Auckland Hospital, and Constellation Drive McDonalds.

Easy to use tools like our EV charging app are making charging smarter with station locators and real time status of rapid chargers. For example, people can now “check in” to chargers on our app, stating how long they will be, and whether it’s okay for someone to unplug their vehicle. Earlier this year we expanded Vector’s EV charging app to cover nationwide EV chargers all the way from Paihia up north to Invercargill down south. We’re adding new stations to the app as they open and it’s proving a popular download on Apple Store and Google Play.

The battery storage capacity and range of EVs is progressing in leaps and bounds and that made us think about their potential outside of transport.

Fact: A Nissan Leaf G2 with a 30kWh battery could power the average household for 10 hours.

Last month we introduced a revolutionary two-way electric vehicle charger, the first of its kind outside of Europe. Vehicle-to-grid (V2G) technology not only allows vehicles to be charged, but can also reverse the energy flow allowing EVs to discharge energy. This is a huge milestone for EVs, essentially transforming them into rechargeable power sources.

When hooked up to a V2G charger, energy from an EV can be used as a power boost for the building, as a cheaper power source when electricity prices from the grid are higher, and will eventually be able to power homes during power outages.

We’ve been trialling the technology on our almost 100% EV fleet and will soon be offering the chargers to corporates and households with a residential version. V2G chargers will integrate with other technologies such as solar and batteries to redefine what we mean by a truly smart energy home or business.

Transforming EVs to power your life

If you think you don’t get that much use out of your car given what it costs, you’re right. Most vehicles today are parked for up to 96% of the time. We believe EVs can do more than just move people from A to B - they provide a great opportunity to power our lives.

Turning change into opportunity

Along with the benefits of EVs come some interesting challenges for the electricity network. That’s because more people using EVs means more people using electricity, and most likely all plugging in at around the same time after work. But V2G chargers turn that into an opportunity both EV users and for the wider network.

It’s likely in the future timing of our energy use from the grid will be more important. To take advantage of rewards you’ll be thinking more seriously about when to set the dishwasher on, when to turn off the hot water heater, and in this case and when to charge your EV. But more importantly, when needed you could actually use your EV to power your home and avoid using power from the network altogether.

We are yet to see the full potential of EVs and at Vector we think that’s pretty exciting!

Transforming electric vehicles

Simon Mackenzie is CEO at Vector Limited, a global leader in the energy technology and innovation space. Vector is the largest distributor of electricity and gas in New Zealand, owning the lines and pipes to households and businesses across Auckland. Simon is a member of the Government’s EV Leadership Group being an advocate of supporting electric vehicle infrastructure, technology and policies.

EV WORLD CHAMPIONS AWARDS

Nominations are now open for New Zealand’s best electric vehicle heroes.

evworld.nz/awards

AUTOTALK JULY 2017 | www.autotalk.co.nz | 17
AutoPlay now have approximately 70% of kiwi franchise dealerships using our products. This puts us in the position where we have a lot of data about what is happening in the pre-sale space in NZ.

Every month AutoPlay will look to bring you the latest benchmarking on where kiwi dealers are generating their Leads, Test Drives and Sales from.

May 2017.

In this issue of Autotalk we take a look at May 2017 which was an “up” month in Leads, Test Drives and Sales when compared to the downer which was April. Overall the number of Leads entered by customers into AutoPlay Sales Pipeline increased by almost 20% from April 2017. Over the same period Test Drives increased by 12.8%, and Sales by 16.2%.

In May, the top source of Leads for kiwi dealers was ‘Web – Classified’ – of which there were 16.2% more Leads from this source than the month prior. The next most prevalent source of leads was ‘Web – Dealer’ – both figures which speak for both the ease of capturing information digitally, as well as the importance of web channels in generating new Leads. As always with AutoPlay dealers the ‘Brand’ was also an important source of leads for dealerships – though brands pushed through fewer leads than they did in April.

In May ‘Direct’ continued to generate the most Test Drives, closely followed by ‘Brand’. This indicates that a lot of the leads that the brands/OEM’s are feeding to their dealer networks are quite valuable, and probably reflects the increased number of leads brands pushed through in April (when all other main sources of Leads decreased). As expected the top three Sources of Sales closely mirrored the Top Sources for Leads and Test Drives – with ‘Direct’ and ‘Web – Classified’ representing two of the top three Sources of Sales. Like April 2017, ‘Repeat’ business continues to be one of the more effective sources of Sales – supporting the general idea that despite ‘Repeat’ business not being one of the main sources of Leads, they are generally much easier to convert to Sales.

June 2017.

Make sure to check back in next month’s issue of Autotalk to see how kiwi dealerships fared in June. With Fieldays smack bang in the middle of June expect to see a lot of Leads created in AutoPlay.
The evolution of online consumer expectations

As a keen observer of digital marketing in the automotive retail world, it has been fascinating to witness the evolution of online consumer expectations.

To match this evolution and help them keep pace, retail dealers now have an ever-expanding range of digital marketing products.

The challenge for them is to make the call for advanced products sooner rather than later. Choosing a wait-and-see follower route can, unfortunately, lead to an ever-widening gap between dealer delivery and consumer expectation.

End result: fewer leads and fewer sales.

I recently had the chance to review the digital marketing practices of several large United States dealer groups, in particular the way they have modified their practices to meet changing online consumer expectations.

What is also apparent is that many US dealers no longer have the same allegiance to, or dependency on, third-party listing sites such as Autotrader.com, Kelly Blue Book.com or Cars.com.

That’s a trend that has gathered pace as dealers have become increasingly skilled in the use of online marketing products that help capture an increasing number of leads through their own website.

It is only a question of when, not if, retail automotive dealers in both New Zealand and Australia follow this trend.

The simple fact is that when a dealer skilfully applies a sophisticated set of digital marketing products, an enhanced level of consumer communication is possible.

A middleman such as a third party listing site does little to enhance the communication.

Through their own websites and lead management tools, dealers are far better positioned to manage a productive and meaningful dialogue with potential buyers.

In essence, your website permits you to market your dealership, your people and your products and services.

To illustrate just how effective a dealer website can be for generating leads I refer to Quirk Chevrolet in Braintree, Massachusetts, just one of 15 franchises within the Quirk Group.

In 2016 the dealership was the fifth largest in the US for Chevrolet and number 1 in Silverado sales. It currently stocks 1711 new Chevrolet units and concentrates on a strong business development centre (BDC) to develop and nurture leads.

Quirk Chevrolet general manager James Thorp maintains keeping his sales team positive throughout the day is fundamental to their sales success.

That’s as well as offering a transparent and competitive pricing structure and making sure all customer enquiries to the BDC are answered quickly and fully.

Thorp attributes the website as generating the dealership’s biggest pipeline for vehicle, price enquiries, Live Chat, trade value requests and finance applications.

With both email and internet inquiries the dealer’s focus then shifts to generating a phone or text message dialogue, which should lead to an appointment.

The dealership is an active user of Google Adwords and its website is maintained by its own marketing team. The website is recognized as its strongest digital tool with 80% of all leads coming through it.

The dealership’s online consumer philosophy is refreshingly straightforward. It is aware that many US consumers have become saturated with spam and fluffy pitches and as a result it concentrates on providing a straight answer.

It recognises online consumers want an uncomplicated answer and understands that they hold the whip hand because dealers do not hold those historic controlling cards anymore.

The dealership communicates with consumers like normal humans and provides them with aggressive pricing.

Its focus is solely on bringing the consumer into the dealership and enabling its talented sales team to take over from there.

Thorp also refers to the dealership’s very low dependency on traditional advertising such as print, direct mail or TV which it regards as less effective and too expensive.

Quirk Chevrolet advertising is increasingly focused on creating online advertisements and posting them on YouTube. It does a great deal of the creative stuff in-house and achieves up to 10,000 views for any one YouTube ad.

The challenge, Thorp says, is creating something people will not skip in their first few seconds of viewing.

For a greater insight into Quirk Chevrolet go to www.quirkchevy.com

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**Top 3 Sources for Leads, Test Drives and Sales - New Zealand Dealerships June 2017 (vs May 2017)**

<table>
<thead>
<tr>
<th>LEADS</th>
<th>Brand</th>
<th>112.3%</th>
<th>Direct</th>
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<td>No Change</td>
<td>Brand</td>
<td>17.6%</td>
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<td></td>
<td>Web - Dealer</td>
<td>27.9%</td>
<td>Web - Classified</td>
<td>30.3%</td>
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<th>TEST DRIVES</th>
<th>Direct</th>
<th>7.0%</th>
<th>Brand</th>
<th>17.6%</th>
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<tr>
<td></td>
<td>Web - Classified</td>
<td>30.3%</td>
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<tr>
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Vinsen’s View

The monthly update from VIA chief executive, David Vinsen

Lighting the road ahead

It has been a busy couple of months for our association, with our annual general meetings held in late May, and the launch of our new brand in Auckland at our annual motor industry dinner on July 4.

These events have been important in reaffirming our commitment to the sector, and signalling developments in our strategic direction.

Eyes on the horizon

At the National AGM in Auckland on May 30, I outlined our strategic objectives for the short, medium, and long term. These range from business as usual issues, such as the ongoing challenges of ESC and emission standards, through the burgeoning opportunities of electric vehicles, to the much wider and still largely mysterious landscape of intelligent transport technology, Mobility as a Service and completely autonomous vehicles.

It’s a point I make frequently these days, but it bears repeating: all the signs point to a radical change in our transportation model is on the horizon. None of us has a crystal ball, but the more prepared we are to lean into the change, the more likely we are to seize opportunities and enjoy the kind of success in our future that we did in our entrepreneurial past.

On that note, it was pleasing to note that several key players in the industry were represented by the next generation at the AGM, with Peter “PJ” Johnson’s son Hayden, Rod Milner’s son Darren, Martin McCullough’s son Matt and Derek Mcdonald’s son Ben in attendance. All hold active roles in their respective family businesses, and their growing involvement with VIA is symbolic. A “passing of the torch” like this is an encouraging sign, as a whole array of transport technologies and potential business models lies before us.

Governance – a key ingredient in our success

At these times the presence and contribution of our National Executive is highlighted. The governance structure of VIA follows that of many other incorporated associations; members devolve decision-making to a National Executive board, who are nominated and elected at respective AGMs for the North and South Island chapters, as well as nationally.

While this National Executive is responsible for strategic decision-making, they take a more hands-off approach to daily operations. They entrust these responsibilities to the chief executive (currently me), whom they appoint and who reports to them as part of the management structure. As chief executive, I in turn manage the rest of the team, which currently stands at four full and part-time staff.

In this way, the democratic principles of the association are upheld, while the business of working on behalf of the industry is enabled by significant leadership and support.

The range and depth of experience of our current National Executive is impressive. Lloyd Wilson, our South Island chairman, is a long-standing dealer principal in Dunedin, while our other mainland representative Nick Owens owns and operates a busy compliance shop in Christchurch. Graeme Macdonald, our North Island chairman, is an Auckland-based wholesaler with multiple business interests and Frank Willett, our other Aucklander, is a veteran of the vehicle testing industry who now holds a senior role at Autohub. The secretary for the association, Alistair Sheard, is the “neutral” office holder of the group, and provides excellent governance input with his background as a chartered accountant in Christchurch.

Playing your part

Roles on the National Executive are vital to the success of our association, and our ability to continue representing the best interests of our members. A nominal fee is paid for the time and effort incurred, along with expenses; however, the real rewards come from gaining an even deeper knowledge and understanding of our industry, and the satisfaction of knowing that you are paving the way for years to come.

Much as it seems as though our current National Executive are simply irreplaceable, the fact is that an eventual changing of the guard is desirable. If you know someone who would take up this challenge, and meet it capably and with enthusiasm, be sure to attend our next AGM and nominate them for a role. It could even be you. (Note: you do have to be a member to nominate or be eligible.)

If this is something you like to discuss in more detail, feel free to contact the Association and we can offer any guidance or insights you might need. You could just play a role in leading our industry into the future.

WHAT DO WE DO?

Advice and advocacy for the used vehicle industry
If you have technical questions, compliance problems, consumer complaints, staff issues — we can help.

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The Imported Motor Vehicle Industry Association, the established voice of the imported vehicle industry, unveiled a new brand at its annual motor industry dinner on Tuesday July 4.

A proud history

The association was founded in 1989, by dealers and for dealers, and since then has been a consistent source of support and advice for members in managing and developing their businesses. Nowadays VIA represents a wider group involved in importing used vehicles into New Zealand. Members include wholesalers and retailers, customs agents, transport companies, shipping companies and compliance shops, as well as Japanese, UK and Singaporean vehicle exporters.

A promising future

Far from being behind us, the greatest challenges in keeping the doors open for imported vehicles in New Zealand are arguably yet to come. VIA now plays a central role as champions for all parties in the supply chain of imported motor vehicles, both in New Zealand and on the world’s stage. Chief executive David Vinsen sits on both the Government’s Electric Vehicle Leadership Group and the Board of Intelligent Transport Systems New Zealand, while technical and policy analyst Kit Wilkerson is now representing New Zealand’s interests on global working groups for the International Standards Organisation (ISO) and the United Nations.

A new brand, a renewed purpose

The new brand name, VIA, retains links to the previous abbreviation (IM-VIA) while being easier to say as one word ("Vee-a"). It also carries a stronger symbolism in relation to the association’s core business: the word via means ‘road’ in Latin, but also has the meaning of ‘way’, representing the journey of imported vehicles to our shores and on to New Zealand roads, via the complete supply chain.

The recent motor industry dinner was an ideal occasion for key members of the industry and Government to connect and celebrate the launch of this new identity. The Minister for Finance and Infrastructure, the Hon Steven Joyce addressed the group, reaffirming the Government’s commitment to personal mobility for all New Zealand-

Steven Joyce and Graeme Macdonald, VIA’s North Island Chairman

Reaffirming our purpose

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The IMVIA is here to help, with industry-ready Procedures Kits for workshops, car yards and compliance shops – developed in conjunction with experts HRtoolkit.

For more information, contact:
Malcolm Yorston, Technical Services Manager on 0800 046 842 or DDI 09 573 3243
Email: technical@imvia.co.nz

Are you prepared for the new Health and Safety framework?

By 2020, the Government aims to achieve a 25% reduction in workplace injuries. Are you ready?

UPDATE

Health and Safety

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Electric vehicles and the New Zealand market

There are now more than two million electric cars on the roads worldwide.

And with purchase prices falling and new models being launched every month, the number of EVs in New Zealand is expected to grow and become an important segment of the market in the future.

Electric vehicles certainly aren’t a new invention. The first was developed by Scottish inventor Robert Anderson in the 1830s and in 1900 28% of the cars produced in the United States were powered by electricity.

But during the 1920s the short range of batteries, the lack of a nationwide electricity network to recharge them and the increasing availability of petrol made them less commercially viable.

Now that many of the teething problems are sorted, there are good reasons to buy a green car:

• They’re cool and more makes and models are available
• Electricity is cheaper than petrol
• Used EVs are coming down in price
• They require less maintenance and annual servicing is generally cheaper
• Zero tailpipe emissions

In New Zealand we’re seeing growing consumer demand for EVs and more dealers are selling or plan to start selling them over the next year or so.

There are also more makes and models becoming available all the time and confidence in the life and reliability of lithium-ion batteries is improving.

At Autosure we’re keen to support the development of technology and growth in clean energy. So we see a great opportunity to help dealers to sell EVs and enable them to give customers new to the technology confidence for the road ahead.

That’s why we’ve taken the time to research and design an Electric Cover Mechanical Breakdown Insurance policy that will provide useful cover at a reasonable price.

It covers all makes, models and types - battery electric vehicles (BEV) e.g. Nissan Leaf; range-extended electric vehicles (REEV) e.g. BMW i3; plug-in hybrid electric vehicles (PHEV) e.g. Mitsubishi Outlander; and hybrid electric vehicles (HEV) e.g. Toyota Prius.

To find out more about our protection products for electric cars, contact Warwick Bourne on 027 836 7132 (northern region) or Nigel Trewhitt on 021 320 026 (southern region).

They will put you in touch with your local Autosure account manager who will be happy to help.

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Ask your Autosure Account Manager about our new Electric MBI Cover today.
The financial year to March 31 was another great one for the motor industry.

Looking ahead to 2018, the prospects are bright with a strong performing economy, an election in September and the excitement of the America’s Cup returning to New Zealand.

But it’s no time to sit back and rest on our laurels and expect things to just carry on as they have. Complacency is the enemy of success.

We’ve all worked hard to achieve the success we’ve earned but now’s the time to turn up the dial a little more and prepare for tougher times.

Remember Albert Einstein’s famous quote: “The definition of insanity is doing the same thing over and over again and expecting different results”.

Price-pointed models, reducing margins and pressure from digital marketing ensure today’s customers are better informed and have so much information available at their fingertips.

So we have to adapt. Motor vehicle sales staff and managers need to be at the cutting edge of their business.

I’m not talking about old-school sales tactics of lucrative enticements to get customers on to your yards and hard-nosed closing techniques but genuine up-skilling on recognising how to deal with and better serve your prospective customers.

Let’s think about a horse race. The Melbourne Cup is an excellent example.

What does the winner receive? $3.6 million. What does second place receive? $900,000.

The point is, there’s a massive difference between first and second, a margin that can sometimes equate to just the length of a nose.

It’s no different in business but the consequences are far greater.

In business a slight adjustment in attitude, persistence, work ethic and process can really make the difference between first and second place.

But in sales we know there is no such thing as a good second place — the view from the back is just the same.

As well as our finance and insurance sales seminars, Provident Insurance, in association with Success Resources, has been facilitating vehicle sales workshops designed to get sales staff back into the winner’s circle.

The workshops are short, to the point, interactive, relevant to modern-day vehicle sales and guaranteed to increase the motivation, satisfaction and results of your sales staff.

Presenter Graeme Taylor-Edwards is dynamic and passionate about the motor industry and shares a desire to help people succeed in the business.

Now is a great time to give your sales team the edge they might need.

Workshops are held quarterly in Auckland and Christchurch.

If you’re serious about improving your vehicle sales performance, register for our next workshop by calling Steve Owens on 021 947 752.
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Imports maintain double-digit growth

Despite wharf congestion, enough used imports entered the country for another month of double-digit growth.

Used import passenger car registrations hit 13,339 for the month, up 11.2% from 11,991 a year ago. It was the second highest June on record.

For the year-to-date, registrations of passenger vehicles have broken into the same double-digit growth range, up 11% to 79,952.

Commercial registrations were up a massive 30.7% for the month to 1129, the highest June since 2008. That segment is now up by a third for the year, specifically 34% to 6362.

Toyota was the most popular used import passenger brand with 3304 registrations, up 9.9% from 3007 a year ago, for a 24.8% market share.

Nissan was second on 2590, up 15%, for a 19.4% stake, followed in third by Mazda, up 14.3% to 1983 and 14.9% of the market.

Honda was next on 1304 and Subaru was fifth on 669, up from 569.

Continued on page 28

**TOP 10 USED IMPORT COMMERCIAL MODELS**

<table>
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**AROUND THE COUNTRY - PASSENGER REGISTRATIONS**

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**TOTAL**

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THE 17 LEADING USED IMPORT PASSENGER MAKES – YEAR-TO-DATE

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- Corolla took fourth on 518, followed by the Mazda Demio on 440. The Toyota Wish was the most popular people mover on 348, the Subaru Legacy the top large car on 346, the Mitsubishi Outlander the top SUV on 293, the Toyota Prius the top hybrid on 281 and the Volkswagen Golf the top European on 263.

Continued from page 27

seventh place a year ago.

Toyota was also the most popular brand of commercial for the month, with registrations of 536. That was 34% up year-on-year for 47.5% of the segment.

Nissan was second on 236, up 17.4% for a 20.9% market share, well ahead of third-placed Mazda with just 70 registrations, up 16.7% for a 6.2% stake.

Isuzu was fourth on 67 and Ford fifth on 52.

The Nissan Tiida topped the model charts with an impressive 602 hitting the road.

The Mazda Axela was second on 558 and the Suzuki Swift third on 554.

- Interest rates from 11.95%
- Nichibo and non Nichibo cars financed
- Competitive commissions – no retention and no claw back
- Low and no deposit to approved purchasers
In commercial vehicles, the Toyota Hiace topped the market with 423 registrations, more than four times the volume of any other model.

The Nissan Caravan was second on 82, followed by the Mazda Bongo on one.

 Prius leads in Japan

Toyota’s Prius hybrid has taken top spot in the Japanese car market for the second month in a row.

The brand sold 17,946 of the cars, down 37.7% percent from the same month last year.

Honda’s N-BOX minicar ranked a close second with 17,654, up 13%.

Toyota’s C-HR crossover sports utility vehicle, which made its debut last December and became the top seller in April, came third with 14,318 units.

The Daihatsu Mira was fourth, followed by the recently updated Toyota Vitz.

### 20 TOP USED IMPORT PASSENGER MODELS

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<th>JUN '17</th>
<th>MAKE</th>
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### 20 TOP USED IMPORT PASSENGER MAKES

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New passenger model sales: Toyota continues in lead

Record high for new vehicle sales thanks to Fieldays

Nearly 16,000 new vehicles were sold in June – an all-time monthly record for the new vehicle industry.

Motor Vehicle Industry Association figures show 15,985 new vehicles were sold last month, smashing the previous record of 14,709, set in October 2016, by more than 1200 vehicles.

In the year-to-date, the new vehicle sector is 14.6% or 10,095 units ahead of this time last year with 79,131 vehicles registered compared to 69,136 to the end of June 2016.

Motor Industry Association chief executive David Crawford says: "While the 2017 Agricultural Fieldays held at the beginning of June has boosted the volume of new vehicle sales for the month of June, low interest rates, strong net immigration, strong New Zealand currency and a healthy tourism market (car rentals) continue to underpin the sales of new vehicles."

Passenger car and SUV registrations for the month of June totalled 5804, up by a massive 28.6% or 1291 units on June 2016, and 22.7% or 4858 units year-to-date over this time last year.

Toyota remains the overall market leader with a 21% market share or 3310 units, followed by Ford with 11% or 1689 and Holden with 8% market share or 1352 units.

Toyota was also the market leader for passenger and SUV registrations with a 20% market share.

Continued on page 31
Continued from page 30
market share at 2011 units. It was followed by Mazda with 9% at 940 and Hyundai with 8% at 829.

The top-selling passenger and SUV models for the month were all taken out by Toyota models.

The Toyota Corolla topped the sales with 508. The Toyota Highlander followed with 451 and the Toyota RAV4 with 412.

In the commercial sector, Toyota was again the market leader with 1299 sales or 22% market share, followed by Ford with 1230 and 21%. Holden was a distant third with 666 units and 11% market share.

The Ford Ranger remained at the top of the bestselling vehicle model list in June with 1178 sold, followed by the Toyota Hilux on 964 and the Holden Colorado.

Colorado on 650.
Ford New Zealand spokesman Tom Clancy says that number is a record for the Ranger, despite well-known issues at Ports of Auckland causing supply constraints.

"Currently it’s taking about 14 days to get a vehicle off the wharfs as opposed to two or three.”

In the year-to-date the top three selling models are Ford Ranger with 4976, followed by the Toyota Hilux with 4065 and the Holden Colorado with 2384 units.

Four of the top five vehicle segments were dominated in June by SUVs and pick-up/chaassis cab, with the pick-up/chaassis cab four-wheel drive being the most dominant with 18% share or 2807 units.

It was followed by the SUV medium segment on 15% or 2356 units, then SUV large with 14% or 2178, then pick-up/chaassis cab 4x2 on 10% or 1652. In fifth place was the small passenger segment with 9% or 1454.

New cars set mean record arrivals
Some 11,256 new cars arrived in New Zealand last month — a sure sign that the boom in vehicle sales will continue into the second half of the year.

It was the biggest month of the year so far for new cars, way ahead of the 9655 that arrived in May.

Overall, 31,808 new and used vehicles arrived in the country in June, the second biggest number since March when 33,044 were landed.

Used import cars also arrived in large numbers with 15,570 crossing our wharves. But this was well behind the 19,546 which arrived in March and the 16,666 used import cars which landed in May.

New utes and vans under 3500kg also arrived in large numbers last month when 3684 were landed, the second best month of the year after 3874 in April.

But it was the heavy truck sector (over 3500kg) that really came alive in June with 465 new trucks arriving. No other month this year has managed more than 370 new trucks.

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Aussie’s doing well too

Australia’s new motor vehicle sales achieved their best-ever monthly result in June, statistical service VFACTS says.

June sales hit a new monthly record high of 134,171, an increase of 4.4% to surpass the previous best result of 128,569 recorded in the same month last year.

Sales of sports utility vehicles (SUVs) and light commercials provided the impetus for the strong June outcome.

SUV sales were up by 11.7% over June 2016, and light commercials by 12.2%. Passenger vehicle sales were down by 5.9% compared with the same month last year.

The Federal Chamber of Automotive Industries says demand was mainly driven by the business sector, with sales to businesses for passenger cars increasing by 5.7%. The sector’s demand for both SUVs and light commercials was up by 16.6%.

The June sales spike now has 2017 year-to-date results tracking slightly above (0.2%) the same period last year.

The most significant June volume growth was in the medium SUV segment (5402 sales, up by 32.6%), upper large SUV (20.8%), and pick-up/cab-chassis four-wheel drive light commercials (16.7%).

The two passenger vehicle segments which lifted during June were sports cars (up 38.2%) and people movers (15.4%).

Toyota remained the industry leader in June with a market share of 18.3%, followed by Mazda on 9.3% and Holden on 9.1%. Mitsubishi (9273 sales) and Mitsubishi (9266 sales) both had 6.9% of the market.

NEW COMMERCIAL MODELS (UNDER 3500KG)

NEW PASSENGER MAKES

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Secondhand market static as arrivals take preference

The market for cars already in New Zealand is not matching the growth in other segments. Dealers and buyers appear to be slightly favouring new arrivals, with the number of new and fresh import sales both up by double digit percentages.

Secondhand vehicle sales for dealers were up 0.6% for the month to 17,649 vehicle, while dealer purchases rose 1.2% to 13,663.

Public-to-public transactions were up 1.4% to 42,547. In motorcycles, dealer sales were up 10.4% to 413 units while trade-in volume jumped 14.4% to 358.

Sales of bikes between the public were down 0.9% to 1480.

In trucks, dealer registrations were up 5.6% to 2918 but dealer purchases jumped 18.8% to 2516.

Public sales of trucks were up 8.2% to 6867.

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Public sales of trucks were up 8.2% to 6867.
Bike sales slip in wet month

A wet June has seen registrations of motorcycles dip. Bike registrations dropped 2.1% to 570 units from 582 a year ago. For the year, the market has sold 4046. Market leader Suzuki took a big hit, down 22.9% to 91 registrations from 118 this time last year. The brand holds 16% of all registrations.

Harley Davidson was second, unchanged on 51 bikes for an 8.9% stake. KTM and Yamaha were tied for third and an 8.6% market share. That represented a fall of 27.9% for Yamaha but for KTM it was an 88.5% gain on the back of its Duke learner-approved bike. Honda placed fifth for the month on 48, up 60% for an 8.4% market share.

In line with Fieldays, the farm-focused DR200 S led the model list on 39, followed by the brand’s UZ50 scooter on 26. The TNT Motor Roma was third on 23, followed by two learner-approved Yamaha models, the MT-03 on 15 and the MT-07 on 13.

Harley hogs imports
Harley Davidson was again the clear leader in the import segment, taking 42.7% of a market, up 33.6% to 171. Registrations of ‘hogs’ were up 82.5% to 73 units. Triumph was second for the month on 18 units, up 20% for a 10.5% share. Ducati took third on 16 bikes, up 77.8% for a 9.4% share.

Honda was fourth on 13, followed by BMW and Yamaha which were tied for fifth with eight.

NEW BIKE MODELS

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<td>5.1</td>
</tr>
<tr>
<td>TOTAL</td>
<td>570</td>
<td>4046</td>
<td>582</td>
<td>100.0</td>
</tr>
</tbody>
</table>
June was a huge month for truck sales in New Zealand. They were up a massive 53.6%. A total of 579 vehicles over 3500kg were registered for the month, up from 377. Registrations so far in 2017 total 2982, compared to 2319 at the same point in 2016. **Isuzu** lead the market on 125 trucks, up 17.9% for a 21.6% market share. In second, **Fuso** recorded a huge 172.2% gain, rising from 36 units a year ago to 98 in June. Its stake in the market was 11.2%.

**Hino** was third for the month on 65, down 11% for an 11.2% share, followed in fourth place by **Mercedes-Benz**, up 67.9% to 47 or 8.1% of registrations. **DAF** claimed fifth spot, up 5.5% to 32 for a 5.5% share. **Volvo** was sixth on 30, **Kenworth** seventh on 24, **Scania** eighth on 22 and **Fiat** and **Iveco** tied for ninth on 21.

**Healthy rise for used trucks**

The market for used import trucks might not be as buoyant as for new vehicles but it still recorded a healthy 2.8% gain in June. The market totalled 192 vehicles, up from 152 a year ago. That means the tally for the year has now hit 1089. **Isuzu** was the most popular import brand, claiming 31.3% of the market with 60 trucks, up 46.3% year-on-year. **Toyota** was second on 42 vehicles, down 2.3% for a 21.9% stake. **Mitsubishi** was third on 23, followed by **Hino** on 20 and **Nissan** on 17.

For a full breakdown of truck stats, read **DIESELtalk** magazine, out next week.

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**NEW TRUCK MAKES (OVER 3500KG)**

<table>
<thead>
<tr>
<th>MAKE</th>
<th>JUN '17</th>
<th>JUN '16</th>
<th>% CHANGE</th>
<th>% OF MARKET</th>
<th>YTD '17</th>
<th>YTD '16</th>
</tr>
</thead>
<tbody>
<tr>
<td>ISUZU</td>
<td>125</td>
<td>106</td>
<td>17.9</td>
<td>21.6</td>
<td>595</td>
<td>541</td>
</tr>
<tr>
<td>FUSO</td>
<td>98</td>
<td>36</td>
<td>172.2</td>
<td>16.9</td>
<td>502</td>
<td>232</td>
</tr>
<tr>
<td>HINO</td>
<td>65</td>
<td>73</td>
<td>-11.0</td>
<td>11.2</td>
<td>314</td>
<td>315</td>
</tr>
<tr>
<td>MITSUBISHI</td>
<td>47</td>
<td>28</td>
<td>67.9</td>
<td>8.1</td>
<td>203</td>
<td>134</td>
</tr>
<tr>
<td>DAF</td>
<td>32</td>
<td>8</td>
<td>300.0</td>
<td>5.5</td>
<td>131</td>
<td>103</td>
</tr>
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<td>VOLVO</td>
<td>30</td>
<td>10</td>
<td>200.0</td>
<td>5.2</td>
<td>218</td>
<td>136</td>
</tr>
<tr>
<td>KENWORTH</td>
<td>24</td>
<td>7</td>
<td>242.9</td>
<td>4.1</td>
<td>111</td>
<td>93</td>
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<tr>
<td>SCANIA</td>
<td>22</td>
<td>8</td>
<td>175.0</td>
<td>3.8</td>
<td>152</td>
<td>74</td>
</tr>
<tr>
<td>FIAT</td>
<td>21</td>
<td>13</td>
<td>61.5</td>
<td>3.6</td>
<td>150</td>
<td>101</td>
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<td>IVECO</td>
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<td>11</td>
<td>90.9</td>
<td>3.6</td>
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<td>86</td>
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<td>22.1</td>
<td>16.2</td>
<td>496</td>
<td>504</td>
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<tr>
<td><strong>TOTAL</strong></td>
<td>579</td>
<td>377</td>
<td>53.6</td>
<td>100.0</td>
<td>2982</td>
<td>2319</td>
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</tbody>
</table>

**USED TRUCKS MAKES**

<table>
<thead>
<tr>
<th>MAKE</th>
<th>JUN '17</th>
<th>JUN '16</th>
<th>% CHANGE</th>
<th>MARKET</th>
<th>YTD '17</th>
<th>YTD '16</th>
</tr>
</thead>
<tbody>
<tr>
<td>ISUZU</td>
<td>60</td>
<td>41</td>
<td>46.3</td>
<td>31.3</td>
<td>281</td>
<td>205</td>
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<tr>
<td>TOYOTA</td>
<td>42</td>
<td>43</td>
<td>-2.3</td>
<td>21.9</td>
<td>221</td>
<td>201</td>
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<tr>
<td>MITSUBISHI</td>
<td>23</td>
<td>13</td>
<td>76.9</td>
<td>12.0</td>
<td>135</td>
<td>90</td>
</tr>
<tr>
<td>HINO</td>
<td>20</td>
<td>20</td>
<td>0.0</td>
<td>10.4</td>
<td>170</td>
<td>102</td>
</tr>
<tr>
<td>NISSAN</td>
<td>17</td>
<td>22</td>
<td>-22.7</td>
<td>8.9</td>
<td>84</td>
<td>80</td>
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<tr>
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<td>6</td>
<td>1</td>
<td>500.0</td>
<td>3.1</td>
<td>16</td>
<td>2</td>
</tr>
<tr>
<td>FIAT</td>
<td>4</td>
<td>3</td>
<td>33.3</td>
<td>2.1</td>
<td>16</td>
<td>18</td>
</tr>
<tr>
<td>KENWORTH</td>
<td>3</td>
<td>1</td>
<td>200.0</td>
<td>1.6</td>
<td>18</td>
<td>11</td>
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<td>MERCEDES-BENZ</td>
<td>3</td>
<td>3</td>
<td>0.0</td>
<td>1.6</td>
<td>18</td>
<td>10</td>
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<tr>
<td>FORD</td>
<td>2</td>
<td>2</td>
<td>0.0</td>
<td>1.0</td>
<td>14</td>
<td>7</td>
</tr>
<tr>
<td>OTHER</td>
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<td>10</td>
<td>20.0</td>
<td>6.3</td>
<td>116</td>
<td>95</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td>192</td>
<td>159</td>
<td>20.8</td>
<td>100.0</td>
<td>1089</td>
<td>821</td>
</tr>
</tbody>
</table>
Alexseev v Auckland City BMW Ltd

In May 2016, the purchaser paid $70,240 for a 2012 BMW X5 xDrive30d Performance from the trader, a franchise dealership.

The vehicle had travelled 83,000km at the time of sale. The purchaser was a former staff member of the dealership and claimed to have chosen to do business with it because of his positive experiences while working there.

He was also attached to the car because it was a “BMW Premium Selection Vehicle”.

Both purchaser and trader agreed it was unusual for a BMW Premium Selection Vehicle to have faults or defects arise after sale.

The purchaser bought the vehicle as his family car. He wanted one that would be comfortable for his pregnant wife and suitable for transporting the family’s dog. He advised the trader of those requirements.

Since the purchase, he alleged the vehicle had had a number of faults. In June 2016, he noted the steering made a noise when at full lock.

That same month the tailgate’s soft-close system malfunctioned and the trader replaced the mechanism.

The purchaser also noticed a problem with the vehicle’s handling, saying the vehicle was “tracking” and “pulling away from him” when he drove.

In September 2016 the purchaser discovered rust in the right rear passenger door frame beneath the door seal and surface rust in the non-aluminium components of its suspension. The trader cleaned the rust from the vehicle and treated it. The purchaser acknowledged the rust had not worsened.

In November 2016, the vehicle was being serviced, the trader also replaced the vehicle’s driveshaft. The trader says this model of vehicle had a design flaw that caused fluid to leak into the driveshaft and it was replaced as a precautionary measure.

In December 2016 the vehicle’s engine mount failed. The vehicle was towed to the trader’s premises and the engine mount repaired.

In January 2017, shortly after the vehicle was returned after the engine mount repair, the purchaser’s wife heard a bang from the vehicle’s engine and an “engine fault” message appeared on the vehicle’s display.

The fault was caused by an intake hose coming loose, which was likely to have occurred during the engine mount repair. The trader replaced the intake hose.

The purchaser sought to reject the vehicle on December 20, 2016 and again on January 4, 2017 and January 11, 2017. He says it had had a series of faults that meant it was not of an acceptable quality and had not been fit for its purpose as a family vehicle.

He also said the vehicle had been out of his possession being repaired for approximately nine weeks in the nine months he had owned it. He had no trust in the vehicle, he said.

The adjudicator found the vehicle had not met the guarantee of acceptable quality because it was not free of defects at the time of sale and had not been durable.

He also noted being marketed as a BMW Premium Selection Vehicle gave the impression the vehicle had been subject to rigorous checks to ensure it was a high-quality vehicle that had passed the trader’s stringent testing.

“In reaching this conclusion I reiterate that the vehicle was described in pre-sale marketing as a BMW Premium Selection Vehicle. Implicit in this description of the vehicle is a claim that the vehicle is of a high quality and is likely to be free of faults,” the adjudicator said.

“This vehicle has not been free of faults and has certainly not been of the standard that a reasonable consumer would expect to receive from a $70,240 BMW Premium Selection Vehicle marketed in this way.

“The trader has also accepted that the extent of faults with this vehicle is unusual for a BMW Premium Selection Vehicle.

“The trader has made a rod for its own back by its pre-sale marketing. Vehicles described in this way must live up to the standards described in the marketing material.

“If they do not, the remedies under the Act are likely to be available to purchasers.”

None of the faults amount-

Continued on page 37
Continued from page 1
And he said he was pleased to have travelled to the event using the new Waterview tunnel, which was approved under his watch.

"It was great, though, as the person that was able to instigate the ‘Roads of National Significance’, to arrive 15 minutes early tonight as a result of the Waterview tunnel which is surely a wonderful piece of engineering excellence and a magnificent combination of concrete and asphalt - two of my most favourite things in the world."

He made it clear that making way for the hundreds of new cars registered in Auckland each week remained a high investment priority for the Government.

"Over the next four years we’ll be opening another 540 lane kilometres of new highway in this country," he said.

"To give you a sense of what that means, in the last four years it was a couple of hundred kilometres. Prior to that it used to be very exciting if we’d open a two kilometre-long four-lane expressway."

Joyce said as finance minister he regarded car registrations as an important metric.

"Treasury does a chart pack, around 120 charts, each month to describe the New Zealand economy. You’re supposed to read through them and I do each month but one of the first I turn to is the vehicle registration data.

"That does tell a story about how New Zealanders are feeling.

"I would say it’s a wonderful thing that we’re modernising the fleet at the rate we currently are...

"It’s still not a young fleet but it’s three or four years younger than it was on average and that’s because New Zealanders are feeling more prosperous."

The country was growing fast and that was down to an expanding prosperous middle class in Asia, he said.

"They want our goods and they want to visit here.

"We are now actually growing like southeast Queensland. Instead of our kids going over there to work ... they’re coming here to work because this country has got a story of growth and prosperity and opportunity.

"To me that’s just marvellous because I have to say in my working career it’s not been a story of that – it’s been a story of running on three cylinders trying to get to four. Now we’re running on six."

Moving on to technology, Joyce said no matter how it affected transport, personal mobility – versus public transport – would remain the primary way Kiwis got around.

"I’m sorry to my friends in the Greens, but the one thing that’s not going to change is the importance of personal mobility.

"That was the liberating thing about the motor car and it’s going to remain the liberating thing in the second half of this century.

"We’re just going to do it differently. You people in this room are going to be driving it, and your successors."

"(The Government’s) job is to understand this and try to build a system ... a regulatory system that enables this to happen while meeting the demands of some of the challenging issues like some of the questions around the logic control of how autonomous cars are going to behave. It’s not an easy subject."

The association made it clear it was working on the future challenges facing the automotive trade.

VIA chief executive David Vinsen said the association was now hard at work on issues such as electric vehicles, mobility as a service and autonomous vehicles.

"(The Government) need to adjust our business model to deal with the changes I’ve mentioned. And I am confident that the industry will adapt. Vehicle importers are entrepreneurs who readily accept such challenges."

The shift to tackling broader issues was one of the reasons behind the name change to VIA.

"It’s a bold, fresh brand that will come to represent our future focus,” Vinsen said.

"So you’ll be seeing more of this brand and logo as we work on the challenges that affect our industry."

The event was sponsored by JEVIC and Vehicle Inspection New Zealand.

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Double-digit growth ‘sustainable’
The new car market experienced another month of double-digit growth in May and the Motor Industry Association suggests it’s sustainable.

Passenger car and SUV registrations of 8387 units were up 11.8% (885 units) on May 2016. There were 4745 commercial vehicle registrations for the month, up by a massive 29% (1067 units) on May 2016.

It was not only the strongest month of May on record for the registration of new commercial vehicles but the strongest month ever since the MIA began collecting vehicle statistics in 1975.

“Registration of 13,132 vehicles for the month of May confirms that the growth seen so far this year is sustainable and shows every sign of continuing,” association president Glynn Tulloch says.

“Low interest rates, strong net immigration, a strong New Zealand currency and a robust domestic economy continue to underpin the sales of new vehicles.”

Coombes Johnston BMW celebrates 20 years
Hamilton-based Coombes Johnston BMW is celebrating 20 years of selling the brand in Waikato.

“The milestone comes almost a year after the dealership relocated from its original Te Rapa site to a new state-of-the-art facility at 497 Te Rapa Rd.

The BMW range has evolved significantly since managing director Richard Johnston opened the business in 1997.

Second-biggest 2017 arrivals month yet
Latest arrival figures from New Zealand Customs show the booming local new and used car and commercial vehicle market will continue for the foreseeable future.

More than 30,337 vehicles arrived on Kiwi soil in May, the second highest number since March 2017 which saw 33,304 vehicles coming off the ships.

Total arrivals of new and used cars of 26,321 units in May 2017 was the second highest number recorded this year, behind the March total of 28,779 units.

Delays ‘a supply chain problem’
Ongoing delays at the Ports of Auckland are not just about a lack of capacity to receive cars, the port says.

The issue raised its head again after Autobohub customers were told to expect ongoing delays this month with six ships due between late last week and June 8.

However, Ports of Auckland spokesman Matt Ball says it is a supply chain issue.

Wholesale vehicle and parts sales up $94 million
Wholesale trade sales rose for the fourth consecutive quarter in March 2017, Statistics NZ says.

Seasonally adjusted total wholesale trade sales were up 2.1% in the March 2017 quarter, after rising 1.1% in the December 2016 quarter and 1.1% in the September 2016 quarter.

“The March quarter’s increase in total wholesaling is led by basic material wholesaling,” business indicators manager Craig Liken says.

Mazda Foundation donates $60,000
More than $60,000 has been donated to 29 deserving individuals, community groups and charities by the Mazda Foundation.

The money was gifted in the first of three funding rounds for the year.

David Hodge, recently appointed Mazda New Zealand managing director and new foundation chairman, says the company is thrilled to be able to help a wide range of deserving individuals and groups.

Software update to fix airbag issue
Tesla has informed owners of right-hand drive Model X SUVs of a safety-related recall relating to passenger airbags.

In a notice sent to the owners, the company says it has identified an anomaly in the software controlling the passenger airbags in the model. It asks them not to use the front passenger seat until a software update has been completed.

A benefit of Tesla’s over-the-air software system is owners will not need to return to a Tesla dealership. Instead, they will just need to acknowledge a prompt to accept the update when it appears on their vehicle’s control screen.

Kia service advisor Asia-Pacific’s best
Travis Cross has been named the top service advisor for the Asia/Pacific region in the 2017 Kia Skill World Cup competition in Korea.

The Kia Botany senior service advisor finished ahead of contestants from nine other countries in the region and placed 11th overall.

Earlier this year Cross won the New Zealand leg of the competition.

Next generation Swift hits NZ shores
The next generation of Suzuki’s most popular model the Swift has been revealed.

It features everything from a completely new platform to a new powertrain, with four models in manual and automatic transmission available.

Suzuki New Zealand marketing manager Gary Collins says pricing for the new Swift – from $19,990 to $25,990 – makes the new car market more accessible for consumers.

Suzuki managing director heads back to Japan
Suzuki New Zealand managing director Masaaki Kato is returning to Japan, after in the country.

Kato says his five and a half years in New Zealand have been happy and memorable.

“I would like to express my heartfelt appreciation to all Suzuki New Zealand’s business partners, business associates, suppliers, business colleagues and in particular the Dealer Network in New Zealand who I have had the pleasure of working with over the past five and a half years,” Kato says.

Home detention for insider trading
A former EROAD employee who pleaded guilty to insider trading earlier this month...
June 15

Holden boss wants national port management approach

Holden New Zealand managing director Kristian Aquilina is calling for a national approach to the management of ports and shipping infrastructure.

He's frustrated with new vehicle delivery delays of up to three weeks because of congestion at Ports of Auckland.

"New Zealand is the only developed economy in the western world that I know of that doesn't have a national port solution, and for an island nation that's pretty remarkable," he says.

"So, I think it's time for central government to step up and get involved in the major infrastructure such as ports and I'm not talking selfishly about cars - it's a problem that goes way beyond just those.'

June 20

Hyundai NZ names new marketing head

Hyundai Motors New Zealand has appointed Simon Hofmann its new head of digital and brand marketing.

"It's the second senior leadership team appointment in as many months by the New Zealand distributor for the South Korean car and truck manufacturer. Former Renault New Zealand general manager Chris Blair became Hyundai's national sales manager in April after previous incumbent Scott Billman changed career paths to become a Hyundai dealer in Central Otago.

Car ads feature in most complained-about ads

A 2 Cheap Cars television advertisement featuring a Japanese car salesman saying 'Ah so' and finishing with 'Ah sold' topped the list of the ten most complained about ads in 2016.

Second was a television ad for the NZ Transport Agency about two men under the influence of drugs who are involved in a car accident.

Another 2 Cheap Cars advertisement "Did She Just Yell at Me?" ranked seventh.

June 22

UDC prepares for sale to HNA Group

One of New Zealand’s largest asset finance operators is preparing for its potential sale to a Chinese conglomerate based in Hainan, China.

UDC Finance debenture holders are to pass a special resolution to amend the company’s trust deed.

The amendment requires UDC to repay secured investments if a sale to HNA Group is successful and allows UDC to repay the investments at any time.

June 23

Vinsen appointed to ITS board

Automotive industry representation on the Intelligent Transport Systems New Zealand board has increased with the appointment of David Vinsen.

The Imported Motor Vehicle Industry Association chief executive says it’s a chance to take part at a strategic level in the development of intelligent transport in New Zealand.

"We are interested in the significant challenges likely to affect our industry. We want to be informed of the changes as early as possible and participate in the changes around them."

June 26

Rare Jag for Michael Giltrap’s collection

Auckland car enthusiast and Giltrap Group joint managing director Michael Giltrap has snared himself a rarity - the first of nine limited edition Jaguar XKSS roadsters valued at $1.76 million.

In 1957, nine cars for export to North America were lost in a fire at Jaguar’s Browns Lane factory in the British Midlands, meaning just 16 of the planned 25 XKSS cars were built.

The XKSS was originally made by Jaguar as a road-going conversion of the Le Mans-winning D-type built from 1954-1956.

June 27

Sponsor ecstatic about America’s Cup win

Victory in the America’s Cup has seen Emirates Team New Zealand continue a fine tradition of reaching every America’s Cup contest since 1995.

A common denominator in all of those campaigns has

Continued on page 40
FSF calls on MBIE to avoid regulation double-up

Financial Services Federation boss Lyn McMorran is urging the Ministry of Business, Innovation and Employment to reconsider its position on consumer credit contracts providers being captured in the review of the Financial Advisers Act (FAA) 2008.

McMorran says consumer credit contracts should be excluded from the scope of the review because they are already captured under the Credit Contracts and Consumer Finance Act.

Including them in the FAA would mean a double up in regulation, putting unnecessary strain on the industry and its consumers, McMorran says.

Hoegh Autoliners dodges Maersk cyber-attack

Maersk Line Oceania managing director Gerard Morrison has confirmed to AutoTalk a cyber-attack has affected some of the company’s IT systems in multiple sites around the globe.

But Hoegh Autoliners, which it shares in, doesn’t appear to be affected.

Speaking from Sydney, where he was working through the night, Morrison says the safety of Maersk Line’s employees, operations, and customer business was “our top priority.”

Renewable energy promoted in new government strategy

Unlocking our energy productivity and renewable potential is the title of a newly released government strategy with implications for electric cars and transport.

The New Zealand Energy Efficiency and Conservation Strategy sets the overarching direction for the Government and specific actions for the promotion of energy efficiency and renewable sources of energy.

The strategy also works in conjunction with the Energy Innovation Bill and other government policies and programmes, including the Electric Vehicles Programme.

No hybrid yet for new Subaru XV

Subaru New Zealand says it would like to have a hybrid version of its XV SUV in dealerships but says it’s a matter of if rather than when.

At the media launch of the model year 2017 Subaru XV in the Hawkes Bay yesterday, SNZ managing director Wallis Dumper says he would love to see a hybrid version of this new SUV come to New Zealand.

“We would like the XV hybrid if or when it becomes available, but we cannot confirm a date yet as the factory is not confirming if production will become available and when that will happen,” says Dumper.

Port not affected by cyber attack

The Ports of Auckland is assuring customers it has not been directly affected by the global cyber-attack, Petaya.

Some media reports have suggested the port has been hit by the ransomware virus.

The port says it is currently working to assist one of its customers, Maersk Lines, which has been affected.

Discovery diesel scores five-star rating

The Australasian New Car Assessment Programme (ANCAP) is advising that the all-new Land Rover Discovery has achieved a 5-star ANCAP safety rating across all its diesel variants.

It is performing strongly in adult and child occupant protection in the event of a crash, but also earning good results for pedestrian protection.

“It’s great to see Land Rover adding safety features like Autonomous Emergency Braking (AEB) for vulnerable road users as standard,” says AA Motoring Services general manager Stella Stocks.

Removing faulty airbags could take years

Takata’s defective airbags have forced it to file for bankruptcy, but the bigger global issue is how long it will take to remove all the faulty equipment.

The faulty airbags have caused the deaths of 16 people worldwide.

Takata President Shigehisa Takada told AP filing for bankruptcy was the only way it could carry on.

June 30

Business confidence lifts in June says ANZ

The ANZ Business Outlook is reporting that a net 25% of companies are optimistic about the year ahead.

It says that ten points up on the prior month and is the highest level since September 2016. Sentiment lifted across all sectors but most notably for agriculture. The service sector sits at the bow (+33).

The Business Outlook says business confidence lifted in June and firms are upbeat about their prospects and are keen to hire and invest.
Post reports.
cars.
327,574km and on-selling the odometers by a total of Fair Trading for buying three investigated by the Office of Administrative Tribunal, the ordered to pay $3657 in fines October last year and Toyota makers left in Australia. Could be one of the last car production.

June 1

Refurbished showroom opens in Cairns
A $1 million makeover of Trinity Auto Group's Jaguar Land Rover showroom on MCLeod St in Cairns has officially opened.
About 150 guests attended the launch party. The Cairns Post reports.
The refurbishment took about two months.

June 2

Dealer disqualified for odometer scam
A Gold Coast man has been banned from being a dealer for ten years after he was caught winding back odometers.
Ivan Kaplun was also ordered to pay $3657 in fines by the Queensland Civil and Administrative Tribunal, the Gold Coast Bulletin reports.
The ban comes after he was investigated by the Office of Fair Trading for buying three customers, a tribunal has heard.

June 12

One of the last car makers doubles production
Melbourne-based Tomcar could be one of the last car makers left in Australia.
That follows the closure of Ford's manufacturing plant in October last year and Toyota and Holden shutting their plants this October.
Tomcar makes small, rugged off-road vehicles and could be the future of Australian manufacturing, The Sydney Morning Herald reports.

June 15

Former mayor accused of arranging deals for mates
Former Ipswich mayor Paul Pisasaile has been accused of arranging discounted car deals for political allies, the Queensland State Parliament has been told.
It is one of many allegations put forward to Parliament by independent MP Rob Pyne, who also suggested Pisasaile used council funds to pay for meals and intimidated local businesses into giving him free goods, the Courier Mail reports.

June 16

Toyota Australia's $99m profit a big drop
Toyota Australia has posted an after-tax profit of $99 million for the year ending March 31, a $137m drop on the last financial year when it recorded $236m.
A total of 209,995 Toyota and Lexus vehicles were sold locally, and 55,445 vehicles exported during the 2016-2017 financial year.
Luxury carmaker Lexus achieved record sales of 9096 vehicles, an increase of 0.35% on the previous record set in the 2015-2016 financial year.

June 19

$80 million suit against alleged ‘worthless’ warranties
A possible $80 million consumer class action has been announced against Davantage Group Ltd, trading as National Warranty Company, a subsidiary of ASX-listed McMillan Shakespeare Group.
The car leasing giant responded to an Australian Financial Review story by saying there were insufficient hard facts to comment on the likelihood, merits or otherwise of the proposed claim.
In a statement to the ASX, the company confirmed it acquired a warranty product business in 2015 which was operated by a subsidiary of Presidian Holdings Ltd, Business News Australia reports.

June 22

Carsales.com highest on Forbes ‘innovation’ list
Forbes has rated carsales.com 12th on its list of most innovative growth companies with market values between $2 billion and $10 billion.
It is the highest ranked Australian company, ahead of REA Group at 35 and Seek at 37.
Carsales.com dealer executive director Michael Holmes says the ranking reflects ways the company has challenged itself to be an innovator in the industry through world class systems and service.

Patricia, which operates at Sydney's Port Botany, has been accused of bringing in an unfair new levy.
It has introduced an “infrastructure surcharge” of up to $32.55 per box, suggesting it can no longer absorb “excessive” rent increases of more than 140% by Ports NSW, The Australian reports.
But Ports NSW said the rent it charged Patrick at Port Botany on a per-square-metre basis had “dropped slightly” since 2013 when the port was privatised because the lease is performance based.
June 1

Finding New Zealand’s toughest Hino truck

Hino has started a nationwide hunt to find New Zealand’s toughest Hino truck.

“It could belong to anyone,” Hino Distributors NZ general manager Michael Doeg says.

“The oldest, the most reliable, the highest mileage or just with the best story... no matter how people define tough, we want to hear about it.”

June 6

Penske appoints New Zealand director

Penske Transportation Group International has appointed Jim Livermore as director of Penske New Zealand.

Due to significant growth in both Penske Power Systems and Penske Commercial Vehicles in New Zealand over the past four years, Livermore will assume overall responsibility for both businesses and ensure full integration of services.

Livermore is currently the chief operating officer of Penske Power Systems.

British bus maker makes inroads downunder

British bus and coach manufacturer Optare has appointed Bus Corp Oceania (BCO) as its new Australian and New Zealand distributor.

BCO is a specialist vehicle distribution and after-sales organisation which will strengthen Optare’s representation and help expand the brand’s market reach on both sides of the Tasman.

Jason Pecotic will head up the new distributorship, leading a team focused on aftermarket support for Optare customers across both countries.

New Penske website up and running

Penske is to launch new Australian and New Zealand websites that give users a complete overview of its products and services.

It is developing www.penske.com.au and www.penske.co.nz to maximise the user experience and demonstrate the company’s commitment to both markets through Penske Commercial Vehicles, Penske Power Systems and Penske Truck Rental, as well as DJR Team Penske.

The new websites will showcase the full portfolio of Penske brands including Western Star Trucks, MAN Truck & Bus, Dennis Eagle, MTU, Detroit and Allison Transmission.

June 7

Fliway revises its earnings guidance

Listed logistics company Fliway says it now expects revenue for the fiscal year 2017 (FH17) revenue to exceed the $82.6 million achieved last year.

It says revenue in the second half of 2017 is an estimated 4.8% ahead of the $38.8 million made in the prior comparable period.

The company says it is working to manage capacity issues as it continues to experience transport volumes significantly ahead of previous years.

June 9

Head: Glimmer of light on the driver shortage issue

Road transport organisation National Road Carriers is cautiously optimistic its efforts to get more drivers into the industry will bear fruit.

In his report to the group’s 81st annual meeting on June 23, chief executive David Aitken said work done over the past 18 months was starting to pay off.

“Following on from the road transport workforce development strategy created by National Road Carriers, the Ministry of Business, Innovation and Employment has confirmed it is including the road freight sector in the Sector Workforce Engagement Programme,” he says.

June 9

Kaikoura’s first train after November quake

The arrival of the first work train in Kaikoura since the November 2016 earthquake has marked a milestone for Kaikoura’s first train after November quake

The train travelled north from Oaro and was the first to reach Kaikoura from the south.

“The train’s arrival demonstrates the progress that KiwiRail is making to restore this vital part of New Zealand’s freight network,” transport minister Simon Bridges says.

June 13

Sime Darby buying Blenheim truck business

Sime Darby Motor Group (NZ) subsidiary Truck Stops (NZ) is completing an agreement to buy Blenheim truck servicing business Transmar Services.

The acquisition will expand New Zealand’s largest commercial vehicle servicing network.

June 22

Channel dredging brings certainty to Port Otago

A 25-year maintenance dredging and disposal consent for the Otago harbour channel will allow Port Otago to cater for increasingly bigger ships.

Outgoing Port Otago chief executive Geoff Plunket says the latest Environment Court consent puts in place all the approvals required for maintenance and development dredging for the next 20 to 25 years.

Port Otago also recently secured a 20-year consent to deepen the channel to 15 metres, an integral part of the company’s Next Generation programme.

June 23

ATA chair “We can’t stick our head in the sand”

Australian Trucking Association chair (ATA) Geoff Crouch opened the industry body’s annual conference in Darwin by suggesting it should prepare for and work with future disruptive technologies.

“We can’t stick our head in the sand as the taxi industry did,” Crouch said referring to the arrival of Uber in Australasia.

He also said the ATA has pledged to focus on preventing suicides within the transport sector. It will also look at better health screening for truck drivers, comparable to the current system for train drivers, particularly around sleep apnoea.

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EV entry certification cost slashed

The cost of entry certification for full electric vehicles (EVs) has been halved.

Vehicle Inspection NZ (VINZ) has cut the fee from $165 to $82.50 to help increase the adoption rate of EVs here.

“EVs offer environmental and health benefits to New Zealand and New Zealanders,” VINZ chief executive Gordon Shaw says.

“By introducing this initiative, VINZ is looking to encourage more EV imports by making them more affordable.”

June 6

EV charging infrastructure research outlines issues

New research from Drive Electric shows the development of electric vehicle (EV) charging infrastructure has reached a pivotal point in New Zealand.

The not-for-profit organisation’s white paper Charging Ahead: New Zealand’s EV Charging Infrastructure outlines current successes, challenges ahead and where New Zealand sits on the international stage.

Drive Electric board member Eric Pellicer says the research reveals different groups are getting involved in building charging infrastructure.

Software update to fix airbag issue

Tesla has informed owners of right-hand drive Model X SUVs of a safety-related recall relating to passenger airbags.

In a notice sent to the owners, the company says it has identified an anomaly in the software controlling the passenger airbags in the model. It asks them not to use the front passenger seat until a software update has been completed.

A benefit of Tesla’s over-the-air software system is owners will not have to return to a Tesla dealership. Instead, they will just need to acknowledge a prompt to accept the update when it appears on their vehicle’s control screen.

The change will allow accurate reporting on the electric vehicle fleet, including monitoring trends in uptake across all types of EVs, it says.

June 14

Nissan Leaf English panel conversion available

A full English dash cluster/instrument panel conversion on nearly all Japanese imported Nissan Leaf models is offered by GVI Electric.

The company says the service will be available to all Leaf owners.

“It’s not to be confused with the full English X/G stereo replacement option, which is in the works and will be available in the near future, GVI Electric EV specialist Andrew Dudley says.

June 19

Audi cuts cost of A3 e-tron hatch

Audi New Zealand has reduced the price of the latest incarnation of the Audi A3 e-tron plug-in hybrid electric vehicle (PHEV).

The recommend retail price for the new A3 e-tron Sport has fallen to $69,900 plus on-road costs from the previous model’s price tag of $74,990.

Customers can opt for the $6000 e-tron technology package, which includes 18-inch Turbine alloys, adaptive cruise control, virtual cockpit, smartphone integration, LED headlights, side assist, park assist, active lane assist and high beam assist.

June 27

First Tesla Model 3 spotted in Auckland

A Tesla Model 3 prototype seen arriving at Auckland International Airport has got global attention.

“It’s the first time that the vehicle has been spotted outside the United States, Electrek reports.

“It increases significantly the distance of a sighting from Tesla’s Palo Alto headquarters, where most Model 3 release candidates have been spotted so far,” it says.

June 28

Energy innovation bill passes third reading

The Government has announced new measures to support the uptake of electric vehicles and improve energy efficiency in New Zealand.

The Energy Innovation (Electric Vehicles and Other Matters) Amendment Bill has passed its third reading.

It will implement parts of the Government’s electric vehicles programme, make changes to the Energy Efficiency and Conservation Authority’s levy funding and clarify how electricity industry legislation applies to secondary networks.

“With 99% of transport energy coming from non-renewable sources, this Bill will help reduce transportation sector emissions by encouraging the uptake of electric vehicles,” transport minister Simon Bridges says.

June 9

Double charger live at Waiouru

ChargeNet’s first double charger at Waiouru is now operational.

The site on the corner of Hassett Drive and State Highway 1 is awaiting final sign-off but work is complete except for bay marking. ChargeNet says.

Waiouru is a vital link in the SH1 chain and the chargers now connect its Turangi site to the north and Mangaweka to the south.

June 13

Motor Vehicle Register changes for EVs

Electric vehicles will be better identified under new engine type definitions in the Motor Vehicle Register (MVR) from July 1.

The new definitions mean all types of electric-powered vehicles can be clearly and correctly identified in the MVR, the NZ Transport Agency says.

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