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Fears plans for right to repair 'ineffective'

Association trying to broker industry agreement as parliament mulls consumer guarantees law

The automotive industry is warning politicians that a one-size-fits-all approach to proposed legislation for right-to-repair rules is unsuitable for the sector and may prompt some marques to quit the market.

The Motor Trade Association (MTA) is working with repairers, and new and used dealers, to try to find common ground on the issue as possible changes to consumer law are considered.

In a submission on the Consumer Guarantees (Right to Repair) Amendment Bill lodged with a parliamentary select committee last month, the MTA calls for industry-specific rules instead of the proposed blanket approach.

The suggested shake-up, put forward by Green Party co-leader Marama Davidson in a member's bill, seeks to require manufacturers to make repair parts and information available to New Zealanders to extend the lifetime of products.

The bill would replace the



The MTA warns a bill on right to repair risks disrupting the industry

guarantee as to repair and access of spare parts in the Consumer Guarantees Act (CGA). It would instead involve manufacturers having to ensure facilities for fixing goods and parts are available for a reasonable period after products are purchased.

Manufacturers would also have to provide buyers with – upon request – information, parts, software and other tools used

for diagnosing, maintaining or repairing goods.

Lee Marshall, the MTA's chief executive, says the proposals are well-intentioned but too simplistic in tackling right-to-repair issues, and different industries require more nuanced and bespoke legislation.

The MTA's submission outlines "significant problems" for the automotive industry with the draft bill and warns the policy will not

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Market newcomer to sponsor Fieldays



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Showroom runway for displaying models



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In-depth coverage from Shanghai



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GUEST EDITORIAL

Leading business in times of disruption

Committing to innovation key to success in automotive sector, says Annaliese Atina

The car industry stands at a pivotal crossroads and it seems as if someone keeps changing the map daily.

We are contending with seismic shifts in the geopolitical landscape that may profoundly impact our industry, shifts that will likely change again by the time this goes to print.

And these are all on top of the already major impacts of electrification, regulatory pressures and shifting consumer behaviours that have reshaped the very foundation of our business.

For those of us in the industry, this all presents an unprecedented challenge but also opportunity. It is a call to reimagine our business and redefine our role in it.

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ANNALIESE ATINA
Managing director,
Ford NZ

structural decisions based on supporting and collaborating with our dealer teams to best serve the most important people in the chain – our customers.

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At Ford, we're proud of our legacy, but we are focused on what's next. The road ahead requires bold thinking, shared commitment and a willingness to embrace the new. Ford is ready. ☺

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achieve the desired outcomes of making it easier to fix vehicles and divert waste from landfill.

The association explains members, including collision repairers, general repairers and dealerships, already have effective waste-minimisation protocols in place with new recycling initiatives now under way.

“It’s important to state vehicles are not discarded due to a lack of parts or repair information,” it states. “A one-size-fits-all approach would be damaging and ineffective for industries like ours.”

Marshall told Autofile that Davidson’s plans would put pressure on manufacturers and suppliers in New Zealand, while some new-vehicle retailers could be unable to meet all the bill’s requirements in its current form.

He says: “Expecting manufacturers to hold a full suite of replacement parts for every model ever sold here is unnecessary and impractical, and introducing maximum timeframes people have



Kia NZ’s new warehouse in east Auckland. Millions of automotive parts would need to be readily available to consumers under the right-to-repair amendment bill

to wait for certain parts would lead to air-freight charges. For large items, the timeframes just can’t be met.

“Only four marques sold more than 5,000 new light passenger vehicles in New Zealand last year.

“If you’re a new-vehicle dealer selling 500 to 1,000 units a year, this bill would potentially introduce a level of compliance and expected stock levels that would make many think the effort outweighs the reward for a marginal market.”

The MTA’s submission adds major brands could, at the very least, pass on higher costs to consumers. At worst, they could

withdraw products from the market. The result would be less competition in sections of the economy, further driving up prices.

New Zealand’s isolation and lack of vehicle manufacturing means the market also relies on importing parts, resulting in longer lead times and higher shipping costs.

The association describes the bill’s “no later than 20 working days” requirement to comply with parts requests as almost impossible to always fulfil because items would have to be brought in by air, which is costly and makes the economic case for repair worse.

“While most parts suppliers maintain adequate stock levels, these can be significantly affected by factors, such as collision-repair rates, safety recalls, service and maintenance demands, and economic conditions,” the MTA’s submission explains.

It highlights 125 new light passenger and commercial models from 53 marques were registered for the first time in New Zealand in 2024.

Given the average vehicle comprises about 30,000 parts, those 125 models alone could require more than 3.75 million parts to be made available.

“The sheer volume of parts requirements underscores the impracticality of including the automotive sector in this bill,” says the MTA.

“Considering the number of parts per model and our geographic isolation, it’s unreasonable to expect manufacturers to stock all necessary parts.”

Marshall adds wastage may need tackling in some industries, but that’s not the case for automotive because vehicles can and do get fixed.

“The problem generally isn’t

access to parts, availability of parts or stopping things going to landfill, it’s about access to the necessary information and tools to fix a vehicle.

“With cars becoming more technology dependent, having the right diagnostic tool that can communicate with the vehicle in the right language, can understand codes, update software and overlay the latest technical bulletin becomes more important.

“While this isn’t such a huge problem right now, it’s something that will need to be considered in the very near future as cars become more tech reliant.”

Vehicles increasingly rely on technology, with semi-autonomous operation and advanced driver-assistance systems becoming standard in everyday models.

While such vehicles have yet to hit the after-market in large volumes, Marshall notes they will eventually and the need to access the required tools will increase.

Cars in first ownership often go to dealerships for remedial work, while the general repair sector tends to focus on vehicles three or more years old and with their second or subsequent owner.

It’s when vehicles are in the after-market that access to tools and repairs becomes an issue.

Marshall adds: “New Zealand has a unique market in that many vehicles we import are second-hand. It’s a situation other developed markets don’t have to contend with.

“If what’s proposed in the Green Party member’s bill was implemented, it would make importers liable to provide the relevant information, tools and parts to perform a repair, but this isn’t possible if you’re bringing in used cars.

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◀ “Used-vehicle importers and dealers don’t have access to those things, and introducing such a rule runs the risk of making importing used cars almost impossible.”

Marshall says that excluding used imports from the right-to-repair conversation would be unfair to the new-vehicle industry, which would still potentially face extra levels of compliance.

At the same time, he believes it’s unreasonable for importers of new cars to be liable to provide information and parts for used imports, whether or not they are the same marque.

“In many instances, new-vehicle importers may not have access to information on models brought in second-hand. Some are distributors, some are resellers, and only a few are owned and operated by original equipment manufacturers [OEMs].

“Many used vehicles imported here were only intended to be for the Japanese market and don’t even have information available in English.”

While the bill clarifies that providing information, spare parts, software and tools does not infringe on any associated intellectual property (IP) rights, marques are likely to be concerned about revealing confidential details, proprietary knowledge or trade secrets used in the diagnosis, maintenance or repair of products.

This could be a significant concern for many OEMs and another incentive to exclude New Zealand as a market.

Marshall notes a challenge for the MTA as an umbrella association for the industry – with members who are manufacturers, new and used-vehicle dealers, and general and collision repairers – means it has people on opposing sides of the debate.

OEMs don’t necessarily want open access to parts because it represents a commercial threat to business models, while those on the other side of the debate want widespread access to tools and information on vehicles.

“A group of general repairers in the after-market formed the NZ Choice of Repairer group to try to put on the radar the need for this



country to have legislation similar to Australia on this.

“Australia legislated on this a few years ago, specifically for vehicles. Australia is bleeding-edge on the subject and has the world’s most comprehensive legislation to address the problem.

“The group has been active by getting in ministers’ ears about it and the MTA accepts something needs to happen in this area.”

Marshall adds new-vehicle dealers and OEMs deserve a say in discussions on right-to-repair laws and the MTA is trying to broker a legislative solution with mutually agreeable principles across the industry.

“We’re trying to facilitate an answer to the problem that industry can agree on and good progress has been made.

“The general and collision-repair sectors would say it’s about consumers being able to choose where they have their cars fixed instead of having to take them to a franchised dealership that may be 200km away. It’s also about stopping IP-based exclusion.

“On the new-vehicle side, they’re trying to protect the intellectual property they have spent hundreds of millions, if not billions, of dollars developing. They want to ensure cars are repaired properly and to specifications, which is also about protecting their brands.

“I think everybody across the industry accepts there’s an issue that needs some sort of resolution, but we don’t know what it will look like because there are fair and unresolved arguments on both sides.

“However, more things have

been agreed than disagreed on between repairers and new-vehicle dealers and manufacturers.”

Besides waiting on the select committee’s report on the bill, which is due on August 19, Marshall expects the NZ Choice of Repairer group to put forward alternative proposals.

If the government chose to investigate alternative plans, those would go out for consultation and “it would realistically be a process of years rather than months for

the legislation to be introduced”.

Labour, the Greens, New Zealand First and Te Pati Maori voted for the amendment bill at its first reading in February. National and Act MPs came out against it.

Dan Bidois, National MP for Northcote in Auckland, said during the parliamentary debate that his party supported Davidson’s intentions but not the bill itself. He also spoke about Australia’s motor-vehicle service and repair-information sharing scheme, which was introduced in 2022.

“They created a market so manufacturers can sell to the secondary market their information so repairers can access that information at a fair price, and that’s going to be good for consumers.

“That is something we will take seriously – looking at a specific product category and designing regulation and a market that’s fit for purpose. One member from this side may, in fact, put a member’s bill up in this area or it will come through in government policy.”





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Law changes pose safety risk

Safety is being cited as a major reason for new and used vehicles to be excluded from changes to the Consumer Guarantees Act (CGA), which are before parliament.

The Motor Industry Association (MIA) has highlighted that cars are "safety critical" products governed by specific compliance standards, emissions regulations and warranty structures.

Because of this, it says a blanket application of right-to-repair principles across all goods fails to account for these complexities.

The association adds the Consumer Guarantees (Right to Repair) Amendment Bill, as currently drafted, is "not fit for purpose" when it comes to motor vehicles.

The proposals have been tabled by Green Party co-leader Marama Davidson, who wants all parties



Changing the CGA to include right to repair will impact on warranties and recalls. The scale of such issues was seen with Takata airbag systems

to support her "common sense" changes that are "great for the planet and consumers".

Her member's bill was drawn from the ballot in April last year. It passed its first reading in parliament in February before submissions to the economic

development, science and innovation select committee closed last month.

Davidson says it would empower people with more of a right to fix their products, minimise waste and reduce costs.

Her amendments to the CGA would replace its guarantee as to repair and spare parts. Instead, manufacturers would have to:

- ▶ Reasonably ensure facilities for fixing goods and parts for them are "reasonably available for a reasonable period" post-supply.
- ▶ Provide consumers with – when requested – information, spare parts, software and other tools used for diagnosing, maintaining or fixing products.

The MIA recognises Davidson's bill is well-intentioned but stresses its broad application to all consumer goods doesn't account for the complexity and regulatory obligations associated with vehicles.

"They are sophisticated, high-value products with integrated safety and emissions systems," says Aimee Wiley, the association's chief executive. "Repairing them safely requires specialist tools, technical data and trained technicians.

"Applying a one-size-fits-all model designed for household appliances would lead to unintended and adverse outcomes."

She points out modern cars have a plethora of requirements. For example, advanced driver-

assistance systems – such as automatic emergency braking and lane-keep assist – require precise calibration following repair or replacement.

"Allowing general access to safety-critical components without the necessary training and equipment risks public safety and undermines regulatory compliance," says Wiley.

Another issue is the bill's expectation for "reasonable" parts availability. In practice, original equipment manufacturers (OEMs) stock parts for the lifecycle of a model, which is typically six to eight years and longer for high-demand products.

The MIA says requiring indefinite access to all parts would impose significant logistical and cost burdens that would be borne by consumers through increased car prices.

There are also implications when it comes to matters around warranties and recalls because the bill seeks to invalidate warranty provisions that require authorised repairs.

"For vehicles, these are essential to uphold safety, compliance and product-liability standards. Disrupting this structure would reduce consumer protection and compromise recall management."

As for compliance and liability constraints, Wiley adds that used-import vehicle businesses are considered "manufacturers" but typically lack access to OEM data, diagnostic tools or repair instructions.

Much of this information is unavailable in English or isn't transferable. Expecting compliance in these conditions is "unrealistic" and creates liability risks for the industry and regulators.

Wiley says: "The obligation to provide software, diagnostic tools and repair data without sufficient safeguards presents significant intellectual property [IP] and cybersecurity concerns.

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are protected under international IP law. The bill, unlike comparable overseas schemes, doesn't establish protections against misuse."

The MIA strongly recommends that motor vehicles be "explicitly excluded" from the proposed changes to the CGA and its submission highlights specific concerns.

Section 12 of the bill outlines the guarantee as to repairs and spare parts. Clause five states the manufacturer may charge the consumer for providing spare parts, software and other tools.

It adds: "If the manufacturer sells diagnostic, maintenance or repair services, the fee must not exceed a reasonable estimate of the net-profit percentage that the manufacturer earns for selling those services.

"In all other cases, the fee must not exceed the amount the manufacturer charges any other person."

Wiley says: "Requiring parts and repair tools to be reasonably available for an unspecified period is unfeasible given vehicle complexity and product lifecycles.

"Safety-critical parts must be installed by qualified technicians with manufacturer-grade equipment. Used importers cannot be expected to supply OEM tools or repair data they don't have access to."

Cars are governed by specific compliance standards unlike small household appliances



Sub-sections three and four of the same section introduce "unreasonable" timeframes and cost obligations, contends the MIA.

These state manufacturers must provide information requested without charge "as soon as is reasonably practicable" and no later than 20 working days after receiving the request. If the consumer requests paper copies, a reasonable fee may be charged.

Wiley says: "Distributors may need to purchase and update repair data at significant cost. Mandating free provision disregards these realities."

Sub-section six of section 12 states that providing information, spare parts, software and other tools doesn't limit or affect any IP rights.

The MIA takes umbrage with

this because, while referring to IP rights, it doesn't provide sufficient legal protection, and risks commercial and cybersecurity breaches.

The association also flags a clause in section 14, which states: "Any provision in an express guarantee has no effect to the extent that it purports to require a consumer to use only a manufacturer's authorised repairer or parts."

Wiley points out: "Invalidating requirements to use authorised repairers isn't suitable for vehicles. Factory-trained technicians and genuine parts are essential to meet safety and warranty standards.

"These provisions underpin free-of-charge recall repairs, warranty claims and fault traceability. Removing them would

undermine consumer protections and introduce safety risks."

Section 19a, clause seven covers the proposed request to repair. It states if a consumer asks a supplier to fix goods rather than replacing them, this must be done within a reasonable time.

However, if this cannot be done within a reasonable time, the buyer may accept an identical replacement, or have the goods repaired elsewhere and obtain from the supplier all reasonable costs, or reject the goods.

This clause is largely redundant in the automotive context, says Wiley, because new-vehicle warranties typically range from five to eight years during which manufacturers are already required to repair faults or manage recalls at no cost, so "this provision adds no new protection and introduces unnecessary complexity".

As for driving forward, the MIA suggests more targeted approaches than the Consumer Guarantees (Right to Repair) Amendment Bill are already in development.

These include a motor-vehicle repair information amendment bill drafted by Ginny Andersen, a Labour list MP. Although not yet drawn from the ballot, it offers a vehicle-specific alternative and a more relevant policy base.

Wiley adds: "Separately, a

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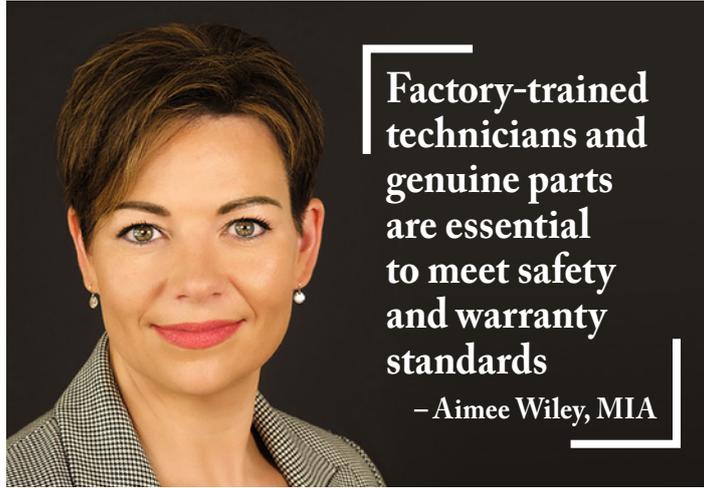
◀ coalition of industry representatives is developing a draft bill focused exclusively on vehicles, modelled on international right-to-repair legislation and adapted for New Zealand conditions.

“These initiatives recognise the unique safety, regulatory and IP conditions in the industry, and present more viable pathways for reform.

“The MIA stands ready to support a more targeted and workable solution for the automotive sector. One that delivers genuine consumer benefits without compromising safety, weakening warranty protections or imposing disproportionate compliance burdens.”

The association's recommendations on the current CGA amendment bill are:

- ▶ New and used vehicles be excluded from its scope.
- ▶ Any future regulation of vehicle repair be developed through a dedicated, sector-specific framework.



▶ The select committee engages with stakeholders across the supply chain – including OEMs, distributors, independent repairers and IP experts – so any resulting regulation is safe, practical and enforceable.

THREAT TO USED IMPORTS

The Imported Motor Vehicle Industry Association (VIA) has raised concerns the proposed changes to the CGA for right to

repair may impact on bringing used cars into the country.

With its members responsible for about 50 per cent of all vehicle imports and supplying around 80 per cent of those sold to “everyday” Kiwis, it says the current legislation already ensures businesses are responsible for goods they supply.

Under the CGA, they are classed as manufacturers so they must guarantee the quality of and support for what they sell.

This has helped establish a “mature and trusted independent import industry” that competes with distributors affiliated to OEMs.

Greig Epps, VIA's chief executive, says: “Unlike OEMs, independent importers are usually New Zealand-owned businesses that source goods based on local demand rather than brand strategy.

“The success of the independent import industry has led to improved vehicle quality, greater affordability and increased choice.

“However, the right-to-repair bill introduces obligations related to proprietary documents and software, which independent importers have no access to.”

He points out these are controlled by OEMs and used-vehicle importers cannot legally or practically supply them.

“As a result, if the bill is enacted in its current form, many independently imported goods could become non-compliant leading to their removal from the

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market. This would reduce choice, drive up prices and re-establish OEM dominance across multiple product categories.”

In industries such as automotive, in which used imports provide most “consumer-facing supply and competition”, the effects could be damaging.

Epps explains: “Retailers would face legal exposure when selling goods for which repair data is unavailable, despite acting in good faith. This concern isn’t speculative. The shift toward digital locks, proprietary diagnostics and centralised OEM service channels is already undermining the reparability of independent imports.

“Without policy adjustment, this bill may unintentionally achieve the opposite of its goals by reducing competition, harming consumers and favouring OEM behaviours it seeks to counter.”

A major concern for VIA is whole-of-life management of stock imported by members so the fleet



can be refreshed and improved over time with harmful vehicles being removed when no longer driveable.

“This initiative comes when digital control over goods is increasing, and manufacturers are using proprietary software and repair restrictions to control the after-sales market.

“Many manufacturers continue to design products built cheaply, intended to be discarded at end

of life and unsupported by a meaningful repair infrastructure. These often lack modularity, spare-parts availability or basic service documentation.”

The bill proposes to strengthen section 12 of the CGA requiring all “manufacturers”, which includes importers, to provide repair information, spare parts and software to consumers or repairers on request. It also repeals section 42, which allows suppliers to opt out by notifying consumers in advance.

VIA has come up with five alternative policy solutions to realise right to repair without harming competition.

It says these options seek to uphold the intent of the amendment bill – that’s to say, consumer empowerment, affordability and sustainability – while avoiding unintended consequences, such as unfair burdens on independent importers, less choice or OEM market consolidation.

These suggestions include a “safe harbour” for importer repair access obligation and a government-run repair information clearing house.

The others are reparability labelling and information disclosure standards, and a used-goods exemption on obligations.

Because all have pros and cons, VIA is putting forward an amalgamated framework of options for repair access and market fairness.

This is designed to ensure the legislation succeeds by delivering

“real access for consumers without undermining the viability of parallel importing” while also supporting a circular economy.

VIA is also keen for dispute resolution to be included moving forward and it describes such a mechanism as “critical”.

Whether access is denied by an OEM, platform provider or parts distributor, the association argues there must be a mechanism to mediate and resolve disputes, escalate persistent non-compliance and protect smaller businesses, including independent repairers, from exclusionary practices.

It adds a comprehensive approach must go beyond data access by creating a repair system that’s accessible through transparent documentation and consumer labelling.

It also needs to ensure non-discriminatory access for independent repairers and importers, and be competitive by enabling market-driven solutions.

“While right-to-repair legislation applies broadly across all goods, lessons from the automotive repair sector – including the ongoing choice of repairer campaign – offer guidance on how to support fair and open repair markets across other industries,” says Epps.

Three principles are broadly applicable. The first is any party supplying data to affiliated repairers should also be required to make that information available to qualified independent repairers and platforms on fair and reasonable terms.

The ability to fix a product shouldn’t depend on brand affiliation. If information or tools exist, they need to be accessible to support choice and competition.

“Extending these principles across all products would ensure the right to repair doesn’t create a two-tiered economy in which only OEM-approved services can access tools and data required to maintain and support goods New Zealanders rely on,” says Epps.

“Incorporating these considerations into the framework will ensure it’s not only technically sound, but also structurally robust, transparent and fair.”

Car industry to steer training

The return of work-based training to the automotive industry has been hailed as the best outcome for learners and employers.

The Motor Trade Association (MTA) says the decision is what the sector lobbied for after the coalition announced it wanted to scrap Te Pūkenga, the NZ Institute of Skills and Technology.

A taskforce of 30 organisations argued those at the coalface are best placed to develop a framework moving forward.

Now the MTA has been assured by Penny Simmonds, Minister for Vocational Education, that MITO – the training organisation for automotive – will emerge as industry-owned and led.

MITO is expected to sit temporarily in an industry skills board with minimal government influence before becoming a



privately owned organisation.

“If confirmed in the detail, we congratulate Penny Simmonds for listening to industry and coming to the best decision,” says Lee Marshall, the MTA’s chief executive.

“The alternative would have been a leap backwards that placed learners in the hands of polytechnics, which would have prioritised classroom-based tuition instead of learning in a real-world environment.”

Putting the industry in control will better enable employers to shape vocational training so it remains current and aligned with business needs.

Marshall says the MTA is looking forward to working with the government on developing the new structure.

Simmonds announced last month that the coalition was making changes to work-based learning for industries to have

more influence over training.

“Whether you’re a carpenter building homes or a mechanic, it’s important you have the right skills to do the job effectively,” she says. “Industry representatives have made it clear the current work-based learning model isn’t delivering because it has become overly centralised.

“As a result, training apprentices and other workers is often disconnected from the realities of jobs they are working towards.

“We’re fixing this by giving industries more control over how they train people. Beginning next year, the government will introduce an industry-led model for work-based learning.

“This means vocational education and training providers will be able to manage all aspects of an apprenticeship or traineeship at an industry level.” ☺

Setting up for launch

Chery is planning to enter the New Zealand market with a network of 10 dealerships providing “a seamless sales and after-sales experience”.

They will be in Whangarei, north, central and south Auckland, Pukekohe, Hamilton, Tauranga, Taupo, Lower Hutt and Christchurch.

The marque’s launch has been set down for the third quarter of this year as part of its global expansion strategy.

Its range will include the Tiggo 4 petrol hybrid, and plug-in hybrid versions of the Tiggo 7, Tiggo 8, and Tiggo 9. Prices for the line-up

of SUVs have yet to be announced.

“We’re thrilled to enter the market and offer our latest generation of vehicles,” says Lewis Lu, chief executive officer of Chery Australia and New Zealand.

“New Zealanders have a deep appreciation for quality. We’re confident our vehicles will exceed expectations by delivering outstanding features at an accessible price point.

“With a strong emphasis on performance, safety and sustainability, Chery will offer an exciting new option for consumers looking for reliability, efficiency and value.” ☺

The new Tiggo 4



Green scheme ends

Members of the Financial Services Federation (FSF) are well-positioned to help consumers reach their climate-change goals without needing taxpayer funds invested.

That is the organisation’s message with the government announcing the NZ Green Investment Finance (NZGIF) is being wound down.

Lyn McMorran, the FSF’s executive director, says its members have been responding to market demands to meet customers’ climate targets since well before the fund came into play in 2019 and will continue to do so.

She adds: “Our specialist lending and fleet-leasing members are well-positioned to assist businesses and consumers achieve their climate goals.

“It doesn’t make economic sense for taxpayer funds to be invested when the private

specialist-lending sector has already got this.”

Most commercial fleet-leasing providers operating here are FSF members, including Mercedes-Benz, the Spiers Group, Scania, Fleet Partners, SG Fleet and UDC.”

Simon Watts, Minister of Climate Change, confirmed on April 8 that the NZGIF will stop making new investments and will wind down its existing portfolio.

“Almost \$400 million has been invested with limited results and there are more than 20 other government funds with similar objectives to the NZGIF,” he says. “Alongside this, the market for low-emissions investments has grown, there are more funding and financing products, and we have a more robust ETS.

“This government has committed to doubling renewable energy, investing in technology to lower emissions while boosting productivity and cutting barriers to green investment.” ☺

Toyota NZ's partnership with the TR Group and Global Bus Ventures has resulted in this 50-tonne FCEV entering the fleet



Companies target clean energy

Toyota has forged a partnership with operators in New Zealand's transport industry to support the uptake of hydrogen as a fuel.

It has resulted in a truck being retrofitted as a fuel-cell electric vehicle (FCEV) thanks to a conversion by Christchurch-based Global Bus Ventures (GBV).

It can operate with conventional trailers and loads, aligns with drivers' normal timetables and has comparable

refuelling times to a diesel model.

The 50-tonner is based on DAF's CF530 with its energy coming from two Toyota 85kW fuel cells, a 124kWh battery system and 52kg of onboard hydrogen. It boasts a range of 450-500km depending on driver, routes and environmental conditions.

The electric motor, which produces power of 350kW and 2400Nm of torque, is paired with a six-speed gearbox to boost its pulling ability.

The truck forms part of a government-backed programme with Hiringa Energy. It will result in the TR Group, a specialist in the rental, lease and maintenance of heavy commercials, running 20 hydrogen-powered trucks.

It will deploy four rigid-chassis Hyundai Xcient FCEVs and 16 six-by-four "tractor units" supplied by GBV on fully maintained operating leases. All up, investment comes into the tens of millions of dollars.

Toyota NZ, which supplied the fuel cells for GBV's converted truck, is promoting hydrogen as a sustainable energy source by supporting the domestic industry and applications of the technology in different sectors.

"From heavy-duty commercials

and motorsports to hydrogen-powered marine vessels and off-grid generators, Toyota is demonstrating hydrogen is more than just a fuel," says Tatsuya Ishikawa, chief executive officer.

"It's a key part of the clean-energy future.

"The TR Group has significant scale in the industry. We expect our partnership with it and GBV will see a substantial increase in the number of hydrogen-powered freight vehicles on Kiwi roads."

Grant Doull, the TR Group's hydrogen fuel-cell truck project manager, says the company has been on its decarbonisation journey for several years now.

It owns more than 60 fully electric trucks in addition to the

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HOW DEALERS BUY BETTER AND SELL SMARTER

Transport alliance 'vital'

A step forward has been made to advance intelligent transportation systems (ITS) with the formation of the Asia-Pacific Road-User Charging Alliance.

ITS New Zealand, and sister organisations from Taiwan, Thailand and India, used this year's Smart Mobility Summit to unify associations, agencies and industry leaders to foster collaboration, share best practices and tackle mobility management.

A memorandum of understanding was officially signed at the event in Taipei, signifying a strategic commitment to knowledge exchange and policy development.

Under the agreement, members will take turns hosting a

conference as the alliance explores advancements in collecting electronic tolls, congestion and road pricing and emerging technologies, including AI-driven traffic management and data-driven models.

Armin Guttke, president of ITS NZ, says: "We are excited to join this alliance, which is vital for contributing to effective road-pricing solutions through regional collaboration, and ensuring outcomes support the economy, environment and society for a sustainable future."

"As Taipei prepares to host the 2029 ITS World Congress, we believe this initiative will foster innovative ITS applications across Asia-Pacific," adds Yi-Fang Shih, president of ITS Taiwan. ☺



The Mirai in Toyota Hydrogen Project livery and, left, Emirates Team NZ's Chase Zero

◀ country's first heavy hydrogen truck.

He explains: "We are committed to supporting the uptake of low-emissions technologies and through this project we're taking a significant step towards demonstrating how hydrogen can play a key role in that."

"Collaboration and developing refuelling infrastructure will be critical in making hydrogen a viable and scalable solution for heavy transport."

GBV, meanwhile, is best known for introducing New Zealand's first heavy FCEV, Auckland Transport's hydrogen bus and more recently for designing and supplying hydrogen-electric power systems for the America's Cup chase boats.

"This prime mover represents several years of research and

development, making its launch into commercial operation a significant milestone for the company," says Mike Parker, GBV's executive vice-president.

Brendan King, general manager of the TR Group, adds: "We're delighted to expand our hydrogen options. This includes 16 hydrogen 50-tonne prime movers, four Hyundai Xcients and CH2NGE dual-fuel trucks."

The 20 FCEVs are part of a government-backed project alongside New Plymouth-based Hiringa Energy, which has three hydrogen fuel stations and another under construction.

Andrew Clennett, the energy company's chief executive, says having a truck integrator based in

this country makes hydrogen more viable than ever.

"Hydrogen is ultra-fast, reliable and available. Our refuelling network covers 95 per cent of the North Island's freight routes, allowing operators to reduce carbon dioxide [CO2] emissions without impacting productivity."

Hyundai NZ is continuing to support the increased use of FCEVs with an extra four heavy-duty Xcients to complement its truck operated by NZ Post contractor Shea Transport. With 180,000km already on the clock, it has achieved 201 tonnes of CO2 avoided to date.

As for Toyota, in 2022 it introduced the Mirai here, demonstrating FCEVs' potential as

a clean alternative to vehicles with internal combustion engines.

Two Mirais are being shared by eight corporates as part of the Toyota Hydrogen Project. Another is leased to Coregas NZ, while the marque aims to add 18 to a commercial fleet-leasing scheme.

The marque's hydrogen technology has also been adapted for maritime use.

During the America's Cup in Auckland in 2021 and Barcelona last year, Emirates Team NZ introduced the Chase Zero.

As the world's first hydrogen-powered foiling chase boat, it has two Toyota fuel cells to generate electricity, propelling it to up to 35 knots with water as the only emissions. 🌱

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Awards hit quarter century

Ebbett Audi has taken out three prizes at the marque's excellence awards, including dealer of the year.

The Hamilton-based business and its staff were also crowned the best used-car sales team, led by Jason Young, and finance and insurance team, led by Ashley Jobin.

Audi NZ notes Ebbett Audi was a finalist in almost every other category at the awards ceremony.

Walter van den Engel, an Ebbett Automotive director, describes the results as "outstanding" given the disruption in 2024 of relocating and adapting to a new environment.

"To take out this award with such high-level performance across the team really speaks to the culture and commitment at Ebbett Audi," he says.

Dealer principal Andrew Unternahrer adds: "In a year marked by a number of varying challenges to the industry and our dealership, I've been humbled by the continued dedication to excellence our team has been committed to."

Other winners included Auckland-based Continental Cars Audi, which scooped the honours for its new-car sales and marketing teams. Farmer Audi in Mount Maunganui won the service team and parts team awards.

Greg Leet, Audi NZ's general manager, says 2024 brought economic challenges but also underscored the resilience and dedication of the brand's dealer network.

"After 25 years of our excellence awards, celebrating



From left, Richard Wren, Ashley Joblin, Andrew Unternahrer, Suzy Downey and Jason Young, of Ebbett Audi



The new Audi RS Q8 Performance and RS 3 Sportback adding some sparkle to the Audi Excellence Awards for 2024

First, second and third

Dealer of the year: Ebbett Audi, Continental Cars, Farmer Audi

New-car sales: Continental, Ebbett, Giltrap Audi

Used-car sales: Ebbett, Giltrap, Continental

Servicing: Farmer, Ebbett, Southern Motor Group

Parts: Farmer, Continental, Archibalds Audi

Marketing: Continental, Archibalds, Ebbett

Finance & insurance: Ebbett, Southern, Continental

last year's achievements is more meaningful than ever," he adds.

"They honour those who go above and beyond – delivering exceptional results across customer service, finance, marketing, and, of course, sales.

"We want to congratulate all winners for their outstanding performances in 2024. Delivering consistent results at a premium level requires the mindset and full support of every area in the business." 🌟



From left, Andrew Stephenson of Audi NZ, Mark Lincoln of Archibalds Audi, Katie Alderson of Continental Cars, Suzy Downey of Ebbett Audi and Shannon Pentecost of Audi NZ



Mike Muriwai, left, general manager, and Cameron Gemmill, sales manager of Giltrap Audi



Scott Windelburn, left, general sales manager of Continental Cars, with Audi NZ's Ben Dallas



From left, Jeff Price, Blair Woolford and Mitchell Robertson, of Farmer Audi



Andrew Unternahrer, left, dealer principal at Ebbett Audi, and Greg Leet, Audi NZ general manager

Blue oval celebrates top dealers

Ford New Zealand has announced the winners of its annual president's awards, which place emphasis on customer satisfaction scores notched up by its franchises.

The recipients for 2024 were announced at a dinner attended by dealer principals, their partners and the marque's staff.

Annaliese Atina, managing director of Ford NZ, says: "The dealership teams should be proud of their achievements. They have outperformed at every stage of the Ford customer experience."

"The industry continues to become more and more challenging for everyone so to win these awards has taken an incredible amount of dedication and commitment."

The winners were Nathan Abernethy, of Regional Ford in Gore, Richard Burns, of Avon City



From left, Paul McKendry, Andrew Collett, Annaliese Atina, Nathan Abernethy, Richard Burns and Mark Quirk

Ford in Christchurch, Andrew Collett, of Fairview Motors in Hamilton, Paul McKendry, of McKendry Ford in Blenheim, and Mark Quirk, of Wanganui Motors.

The largest weighting for the

president's award criteria is Ford's customer experience as measured by satisfaction scores.

Client experience is a key priority for the brand, which has implemented a programme

to work with its dealerships to improve all aspects of this.

The celebration dinner also recognised the Ranger being New Zealand's number-one vehicle for 10 consecutive years. 🇯🇵

Newcomer sponsoring Fielddays

JAC New Zealand has been named as a major sponsor of this year's Fielddays as it introduces its range-topping ute to the market.

The four-wheel-drive T9 double-cab is joining its fleet of 100 per cent EV and Cummins diesel trucks.

"Being a brand that's new to New Zealand, we're stoked to get behind Kiwis and support Fielddays and Mystery Creek Events Centre," says Andrew Craw, JAC's general manager.

"Before launching the T9, we've been putting it through its paces on and off roads. It's been tested by Kiwis and is a proven workhorse."

Richard Lindroos, chief executive of NZ National Fielddays Society, adds: "We're excited to have JAC onboard and help it showcase a utility built with truck DNA."

Every Friday in May, JAC and



Richard Lindroos, left, of the National Fielddays Society, with JAC NZ's Andrew Craw

Fielddays are parking up around the Waikato to show off the T9 with plenty of pies onboard. Craw says: "The pies are on us and we've got some tickets to give away."

The marque's sponsorship of the event, which runs from June 11-14, underscores its ambition to establish itself as a key player in the ute sector.

Fielddays is being supported

with the use of the marque's 100 per cent EV light-duty truck, which will allow it to continue reducing its carbon emissions and lower operational costs.

And visitors scanning their registered event smart bands will go into a draw to win a T9, which has a launch price of \$49,990 plus on-road costs.

Meanwhile, Toyota NZ will

be back "in force" next month to showcase utes, vans and SUVs.

Andrew Davis, mobility group vice-president, says: "Whether you're on the farm, travelling off-farm or lugging tools around, we have a Toyota to get the job done."

"Increasingly we're seeing two Toyotas in the farm garage – a Hilux or L70 for rugged farm work, and a hybrid RAV4 or Prado to get the family into town."

Showcasing Toyota Genuine accessories has been a Fielddays feature and this year's stand "will have many new surprises".

Next month's event will include a zone for drones, which are changing farm management. There will be live demonstrations of their applications.

Competitions and demonstrations, including the 50th anniversary of the famous tractor pull, fencing and excavators, will return to entertain the crowds. 🇯🇵

'Reimagining' modern luxury

The Cadillac Auckland Experience Centre has opened to the public, offering a "fresh and luxurious take on the showroom experience".

Situated on Karangahape Road, a two-storey, colonial-style building has been rejuvenated in an area known for bars and boutiques as the marque avoids being in a "traditional auto alley".

The facility has an exposed brick facade. Its large glazed windows allow for ample natural light.

Inside, textured greys, sharp lines and bold lighting create a clean and modern space.

It combines a delivery area with guest lounge, "runway" for feature vehicles, design and personalisation centre, and service centre.

"Cadillac prides itself on constantly reimagining the idea of modern luxury, and that ethos doesn't start and finish with our vehicles," says Jess Bala, managing director of General Motors Australia and New Zealand.

"This is a place to experience all that Cadillac offers and is designed to engage with customers throughout their entire ownership journey."

The new Lyriq – in Luxury and Sport grades – is the first model on sale there.

The Luxury features subtle chrome highlights, while the Sport boasts a different grille, wheels with dark inserts, obsidian chrome



The "runway" for displaying vehicles



Cadillac's showroom has a design and personalisation centre

finishes and dark accents on front and rear fascia, windows and bodyside mouldings, and body-colour door handles.

Features common to both models include a dual-panel power sunroof, hands-free liftgate, open and close with programmable memory height, and a branded projection light.

The Lyriq's front seats offer heating, ventilation and lumbar massage functions, while the infotainment system is controlled through a 33-inch diagonal advanced LED display.

The AKG Studio system pairs with an active noise-cancellation system, which monitors road-noise inputs and uses the 19-speaker sound system to mitigate them.

Both variants share the same twin-motor all-wheel drive (AWD) powertrain for 388kW and 610Nm. Along with its 102kWh battery, its range is 530km between charges. A fast charge can provide up to 131km in 10 minutes.

The Lyriq comes with a five-year, unlimited-kilometre

factory warranty, five years' roadside assistance and five years of complimentary scheduled servicing. Its General Motors battery technology is covered by an eight-year or 160,000km EV propulsion battery warranty.

JOINING THE RANGE

The Lyriq will soon be joined by the performance-focused Lyriq-V, Optiq and Vistiq, all factory produced in right-hand drive.

The Vistiq is a three-row SUV providing electric motoring for larger families. The Optiq is pitched as a new entry point to the marque's range and sits beneath the Lyriq size-wise.

"We made a commitment that our all-electric product portfolio would be a global offering, and that story begins in Australia and New Zealand with the Lyriq and Lyriq-V," says John Roth, Global Cadillac's vice-president.

The AWD Optiq comes in at 4,820mm long, 2,126mm wide and 1,644mm high, and boasts 224kW of power and 480Nm of torque.

John Cockburn, chief engineer, says: "With near-instantaneous torque, the Optiq delivers a spirited driving experience. The electric architecture allows us to fit enough muscle into a smaller package to provide thrilling performance."

The Vistiq, meanwhile, "redefines luxury, three-row electric motoring". Measuring 5,222mm in length, 2,203mm in width and 1,804mm in height, it "ensures space for all passengers".

Standard chassis-damping control and available air-ride adaptive suspension, combined with GM's purpose-built electric drivetrain, contribute to its "smooth" handling.

"From the start, it was our team's goal to deliver a three-row SUV that provides exhilarating performance and intuitive technology, wrapped in the brand's iconic design language," explains chief engineer Jeff MacDonald.

"Bold, yet refined, the Vistiq provides a comfortable ride while handling like a much smaller vehicle." ☺

The exterior of Cadillac's premises in Auckland's iconic Karangahape Road



Changes in the media landscape

Now is a great time of the year to be looking at broader trends in Kiwis' media consumption and how it continues to shift over time.

The way we all consume media is evolving and so should the way automotive marketers advertise.

Meltwater's latest digital report for New Zealand in 2025 offers key insights that dealerships and marketers can't afford to ignore.

With internet usage and digital media consumption continuing to rise, there are clear opportunities for those who embrace an omnichannel approach, especially by leveraging underutilised digital advertising platforms.

STATE OF DIGITAL MEDIA

New Zealanders are more connected than ever and spend an average of six hours and 43 minutes per day consuming digital media.

This sustained engagement has driven an increase in advertising spend with total investment in advertising rising by 4.5 per cent year-on-year and digital ad spend reaching \$1.87 billion for an increase of 7.5 per cent.

For dealerships, this trend signals a critical need to move beyond traditional digital platforms, such as Google Ads and

social media. While these remain effective, their saturation means higher competition and diminishing returns. Instead, the biggest growth opportunities lie in less crowded, but highly impactful, digital channels.

MISSED OPPORTUNITIES

The report by Meltwater, an online media, social and consumer intelligence company, highlights that while overall digital investment is rising, many platforms are underutilised.

Many advertisers continue to focus heavily on Google and social media, leaving gaps in digital audio, broadcaster video on demand (BVOD) and digital out-of-home (DOOH).

Despite its growing audience, digital audio – that's to say, streaming and podcasts – remains underused in the automotive industry.

With Kiwis streaming music and podcasts daily, there's a prime opportunity to engage with in-market car buyers through targeted audio adverts.

While traditional viewership



JAMES HENDRY
Director, sales and operations
AdTorque Edge NZ

rates for television advertising declines, BVOD is gaining traction as more consumers shift to streaming. This format offers precise targeting and has the potential for high engagement levels.

Digital billboards and screens, known

as DOOH, allow dynamic, data-driven messaging in high-traffic areas. Despite their effectiveness, many dealers have yet to adopt these advertising outlets at scale.

CLOSING THE GAPS

Car dealers need to ask themselves what happens when these gaps are closed because the impact of diversifying an automotive marketing strategy is significant.

By leveraging less saturated channels, businesses can reach potential customers that their competitors aren't targeting.

Instead of focusing purely on lead generation, the goal shifts toward conquest advertising, which is actively capturing market share from competitors.

This approach has already proven successful for forward-thinking dealerships that have

integrated omnichannel strategies.

Those who expand beyond the "same old" tactics see a tangible increase in engagement, leads and, ultimately, vehicle sales.

FUTURE-PROOF MARKETING

Dealerships need to take action to maintain and grow market share in 2025, and the path to doing so is clear.

First up, you should evaluate your current strategy. Are you overly reliant on search and social ads? If so, it's time to diversify.

Invest in digital audio, BVOD and DOOH because these underused channels offer fresh opportunities to reach in-market buyers.

And think omnichannel because consumers interact with multiple touchpoints before making a purchasing decision. Ensure your advertising reflects this journey.

By shifting focus to where customer attention is going, dealerships can outperform competitors and secure more buyers in an increasingly competitive landscape.

Now is the time to rethink digital advertising investments and move beyond the "same old" approach. Those dealerships that embrace change today will be the market leaders of tomorrow. ☺

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Industry movers

BLAIR READ has become managing director of Inchcape Australasia with the aim of driving growth in New Zealand and across the Tasman.

Read started with the company in 2004. He had roles in sales, after-sales, marketing and business development before becoming MD of Subaru Australia in late 2021.



Blair Read

He has since been instrumental in pivoting the business there into a multi-brand and multi-category distribution operation.

Read also implemented a centre of excellence for OEM product management and fleet-portfolio sales, and developed the company's dealer network. Prior to Inchcape, he worked with brands such as Volkswagen, Audi, Skoda, Porsche and Seat.

COLIN CHRISTIE, previously Inchcape Australasia's managing director, is now regional director of strategy and transformation for the company in Asia-Pacific. In this new role, he will deliver the business' Accelerate+ strategy across the region.

DON ROMANO has been appointed president and chief executive officer of Hyundai Motor Company Australia (HMCA), and as adviser for the marque's Asia-Pacific region.



Romano, pictured, has replaced Ted Lee who, after three years, remains in a support role as HMCA's chief executive co-ordinator.

Overseeing both Hyundai and Genesis, Romano, joins the operation after 10 years as president and CEO of Hyundai Auto Canada.

ROB TRUBIANI has joined GWM as product engineering manager for New Zealand and Australia.

He has been in the industry for 25 years. For many of those, he was a lead development engineer in areas such as brake, chassis, dynamics and technical integration.



As a lead engineer at Holden for nearly 15 years, Trubiani understands local road conditions and vehicle characteristics preferred by customers.

GWM says it has been listening to feedback for several years with much of this making its way into fine-tuning its new models down under. Its aim in hiring Trubiani is to strengthen local engineering efforts to further improve car dynamics.

ROBERT THORP has become director of Honda Australia having previously served as general manager of automotive.

He also played a lead role in designing and implementing its agency business model.



Thorp will oversee brand and marketing. His appointment follows Carolyn McMahon, vice-president and director, starting as president of Honda NZ on April 1.

KATELYN VAHAAKOLO has signed a one-year contract to be a brand ambassador for LDV NZ.

In addition to being a Black Fern, she has shifted between the 13 and 15-a-side codes. In 2023, she was the Blues' player of the year.



From left, Albertus Mulder, Michelle Povey, Mark Young, Tatsuya Ishikawa, Andrew Davis and Susanne Hardy

Acting chief executive becomes permanent

Toyota NZ has announced some key leadership changes, including the permanent appointment of Tatsuya Ishikawa as chief executive officer.

Ishikawa stepped into the role on an acting basis in June 2024 after Neeraj Lala took a personal leave of absence before resigning the following month.

"Given how well Ishikawa has performed in the acting role, along with his connections to Toyota Motor Corporation and the global Toyota family, this was a natural appointment," says Akitoshi Takemura, chairman of Toyota NZ's board.

In other moves, Mark Young and Andrew Davis have joined the board as directors, with both bringing extensive experience and industry knowledge to their new roles.

Young has also been named chief risk and value-chain officer, while Davis becomes chief strategic officer.

There are also three assistant vice-presidents in the executive leadership team. They are Susanne Hardy in marketing, sustainability and technology, Michelle Povey, who oversees after-sales operations, and Albertus Mulder in corporate and product planning. 📧

Charity goal broken

Autosure has raised \$8,245 for the Gut Cancer Foundation after a month-long fundraising effort.

The insurance company ran an online donation campaign during March and held an auction in Auckland late in the month to support the charity's research and awareness work.

James Searle, chief executive officer, says Autosure was proud to once again get behind the annual Give It Up campaign.

"A huge thank you to our team and business partners for their generosity and support," he adds. "It's inspiring to see so many people come together for an important cause."

Auction items that attracted the highest bids included a bottle of 2012 Stonyridge Larose and a signed Wellington Phoenix shirt.

Liam Willis, the foundation's executive officer, says: "The

money raised makes a huge difference. Autosure has raised more than \$46,000 for us at these events and it's part of a collective effort from Turners Automotive, which has raised over \$420,000 in recent years.

"This shows the whole team's commitment to the cause and belief in what we're trying to achieve."

Besides supporting research and awareness campaigns, the money will help start a support service and research to better understand patient priorities.

Willis adds: "We rely on the funding of partners to help make things like this happen."

Natalie Ross-Murphy, Autosure's marketing manager, says the company is passionate about making a difference. "Many of us in the business know people who are or have been affected by gut cancer."

Responsibility knows no borders

In New Zealand, parallel importing isn't a loophole, it's how our market works. It's legal, longstanding and essential for affordability, supply and competition.

Independent importers play a vital role in delivering choice to Kiwis, especially in industries such as automotive where a small market such as ours can't rely solely on official channels.

But as cars become more complex by integrating proprietary electronics, software and digital-access controls, some original equipment manufacturers (OEMs) have doubled down on the argument that they're not responsible for supporting products arriving here through parallel channels.

We need to be clear. That's not how responsibility works because if you made it, you should back it.

OEMs are not just sellers. They are the originators of the product. The fact that a vehicle was first sold overseas and later imported by an independent business doesn't change that.

The design, systems, intellectual property and car itself all come from the same place, and that's the OEM.

From the consumer's point of view, a Toyota is a Toyota, a Nissan's a Nissan and so on, and they're not wrong. A global marque can't reasonably claim full control over its identity in one breath and deny any connection to its own product in the next.

Once a car carries your badge, brand and embedded systems, you need to be responsible for it. Not only when it's convenient and not just when it's profitable, but always.

THE LEGAL ISSUES

Some OEMs argue they should not or cannot be held accountable for independent imports because their local distributor or affiliate is a legally distinct entity.

That argument doesn't hold water. Yes, subsidiaries are often separate companies on paper. That's standard for tax, risk and regulatory reasons.

However, the distinction is entirely internal.

To consumers and regulators, and for the real-world operation, it's pretty meaningless.

It is absurd to suggest that a manufacturer can disclaim responsibility for supporting a product it designed, made and branded simply because it entered New Zealand via a different pathway. That's especially the case in a country where parallel importing is legal and encouraged.

OEMs maintain tight control over product design, embedded software, diagnostic protocols and brand identity across jurisdictions.

They actively enforce their intellectual property across borders and have no problem treating their rights as global, so they shouldn't get to treat their responsibilities as local.

SETTING STANDARDS

Some OEMs say they don't support



KIT WILKERSON
Head of policy and strategy
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OEMs are not just sellers. They are the originators of the product

parallel imports because those vehicles "were not made for this market".

That may be true in some technical senses, such as when it comes to different radio tuners, trim levels and that sort of thing. But again, that's not really their decision to make.

New Zealand has robust systems to ensure imports meet our regulatory standards. If a vehicle

has been legally brought in, registered and approved for use here, that means it has met the legal threshold for safety and compliance.

That's the point at which members of the public are entitled to expect support and OEMs should not get to override the judgement of our country's regulators.

PART OF THE PRODUCT

Increasingly, the safe and lawful use of modern vehicles depends on access to information and digital systems. Repairs may need software resets while diagnoses may require access to cloud platforms or technical documentation.

These aren't value-added extras because they are part of the product itself and they are entirely under the OEM's control.

That's why the obligation to provide access cannot fall on importers or repairers because they didn't design the product.

They don't hold the codes and only the OEM can provide the support modern cars require.

And because only the manufacturer can provide it, only the OEM can be held responsible for ensuring it is available.

BETTER SYSTEM FOR ALL

When OEMs are required to support every unit they make, regardless of how it gets to market, they begin to design with long-term usability in mind.

That means better access to parts and tools, clearer repair procedures and more durable goods. Consumers and service networks benefit, while OEMs' long-term liability and support costs reduce.

Most importantly, it strengthens the case for a circular economy. If we want to move away from wasteful and short-life products, we need to ensure that manufacturers remain involved throughout the lifespan of what they make.

BADGE OF RESPONSIBILITY

New Zealand law supports parallel importing and our system is built around it. Consumers, importers and our regulators know it, and OEMs should too.

A global manufacturer cannot pick and choose when it wants to acknowledge its own product. It shouldn't be able to claim worldwide rights to its brand while denying worldwide responsibility for its goods.

If a vehicle meets New Zealand's legal standards, then support must follow. If you made it, then you need to support it – that should be the deal. ☺



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The month that was... May

May 11, 1998

Intense interest in this week's budget

There would be few dealers at their usual watering holes that Thursday because most would be glued to the television to watch Winston Peters deliver his budget.

Whether the car industry saw it as the Rolls-Royce or Lada of budgets depended on any tricks the Finance Minister had up his sleeve.

Many in the industry believed it wouldn't only see the end of tariffs announced, but they would be abolished immediately. The advantage of that was the industry could get on with selling cars again.

If the government elected to wait before canning the tariffs, it was likely to effectively bring the industry to its knees until they were scrapped. Which scenario would become reality remained to be seen. However, it would be in the industry's interest for Peters to abolish tariffs.

Minister of Customs, John Delamere, inferred there would be some kind of deterrent in the budget for unlicensed importers.

But David Lynn, of the Imported Motor Vehicle Dealers Association, said it would be strange for the budget to be the vehicle for dealing with that subject.



May 31, 1999

Defeat for wholesale car dealer

A Motor Vehicle Disputes Tribunal decision, which could have left the Motor Vehicle Dealers Institute's fidelity fund exposed to \$800,000 in claims, appeared to be a victory for car crusading brothers Phillip and Dermot Nottingham.

They had successfully argued that evidence Phillip Nottingham obtained from his former employer, a company based in Japan, wasn't only admissible in court but was also relevant. It was the first time this evidence had been accepted by the judiciary.

It included auction documents that indicated vehicles had had their odometers rewound by listing both the actual reading on the clock and to what distance the buyer wanted it rewound to.

The decision, against Wholesale Car Bazaar, which was no longer trading, had a number of ramifications. Chief among those was that the Nottinghams' controversial evidence had been accepted and it paved the way for other cases to have the same outcome.

The tribunal stated: "The overall effect is quite overwhelmingly convincing evidence to a very high standard of proof that the odometer in a car has been wound back."

Dermot Nottingham said there were 40 such other cases, which amounted to claims in excess of \$800,000.



May 5, 2006

Vehicle sales die

Registrations slumped in April when compared to the same month in 2005.

New-car sales fell for the first time that year, dropping by 7.4 per cent from 5,518 to 5,109. The used passenger market also plummeted, dropping to 24.1 per cent below April 2005 to 9,805 units compared to 12,912.

There was no respite for light commercials with registrations of new vehicles falling by 21.1 per cent from 1,902 to 1,504 and those of used imports declining 26.9 per cent from 1,208 to 883.

Toyota, Ford and Holden retained their top three positions in the new-car market although none managed to exceed their sales from 12 months previously. In the used-import market, the top seven brands all suffered drops in sales.

In the second-hand market, dealers' market share dropped to just 31.7 per cent after decreasing by 11.6 per cent. Public sales fell 6.5 per cent.

Declines were also recorded in the truck market with big-rig registrations falling by 24.5 per cent for new and 29.9 per cent for used imports. As usual, though, the motorcycle market shone through with sales of new and used imported bikes up by more than 40 per cent.



May 9, 2008

Immobiliser proposal

The government released its draft of the Land Transport Rule: Vehicle Equipment (Immobilisers) Amendment, which would make such equipment compulsory on light passenger vehicles under a certain age imported into New Zealand.

It was specifically targeted at reducing opportunistic theft, such as for joyriding. The police estimated that 70-80 per cent of vehicles stolen in New Zealand was opportunistic.

In May 2007, the Ministry of Transport sent a consultation paper to stakeholders in the automotive and car security sectors. Issues raised by industry and information provided in submissions were analysed and referred to the Minister of Transport Safety for consideration.

The proposed amendment rule would require an immobiliser being fitted to new and used cars less than eight years old for entry certification into service.

It would apply to vehicles entering the country from the date the rule came into force.



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Reporting key for compliance

If you're in the business of buying and selling cars, hopefully you have heard of the NZTA's section 241 annual report and have completed it.

If you haven't done so or don't think it applies to you, do reach out to me for a chat.

At this stage, it's better to know if you must complete this report on accessing the motor-vehicle register (MVR). Avoid burying your head in the sand because it may come around and bite you.

If the reporting stage is behind you, it's important daily tasks are still completed. If you use Motochek, ensure your records are kept up to date.

If using a third-party provider, there are still some areas you should control, such as staff training, privacy breaches and privacy statement.

TRAINING EMPLOYEES

It's important to show staff are well-trained, so have a record of sessions conducted and MVR training via a third-party provider.

Good processes are needed for onboarding and offboarding employees, and all ongoing training or retraining should a breach occur.

It's up to you to ensure everyone accessing personal or private information knows the rules and follows them. The buck stops

with business owners and dealer principals for their team's actions.

Staff should be trained on the specific purposes for which they can access personal details on the MVR. This includes knowing the boundaries and importance of using the information only for authorised purposes as explained in gazette notice 2022-au4073.

Registered motor-vehicle traders (RMVTs) can only confirm the vendor is the vehicle's registered owner and verify the change of registered person has been completed correctly. Only applicable to wholesalers is using the MVR for safety recalls.

Protecting personal information is your number-one priority as it should be for all staff who can use the MVR.

You need to emphasise the importance of data privacy and protection of personal information. Staff should learn about the types of data they will handle, such as names and addresses, and the legal obligations to keep such details secure.

We recommend all employees complete Privacy ABC through the Privacy Commissioner's e-learning platform at privacy.org.nz/tools/online-privacy-training-free/ and if you have a privacy officer,



LARRY FALLOWFIELD
Sector manager - dealers,
Motor Trade Association

complete the Privacy 101 course.

Your training should cover security measures in place to protect data, such as not sharing individual passwords, and the secure and correct disposal of personal information.

BREACHES OF RULES

If there have been any instances of unauthorised MVR access, you need to report what action has been taken to address them. This is outlined in the gazette notice under privacy breaches.

Section seven states if the user suspects unauthorised access has occurred – including by any staff whether or not acting within the user's authority – then the user must notify the NZTA as soon as practicable, but no later than seven days, after forming a suspicion.

Section eight says if the user finds unauthorised access has occurred, the user must immediately notify the transport agency and Privacy Commissioner.

As soon as you suspect a breach, identify what happened. Was it a hacker, disgruntled employee or just a simple mistake? A wrong number or letter of a registration look-up is a breach the authorities should be notified of.

Inform the NZTA and whether the breach means the Privacy Commissioner should be contacted. They can provide guidance and support to help you manage the situation.

After handling the immediate fallout, take a step back and review your security measures. What can you do to prevent this from happening again?

Handling privacy breaches doesn't have to be a nightmare. Just think of it as part of your business' health check-up.

PRIVACY STATEMENTS

Your privacy statement should be easily accessible to your customers to ensure transparency and compliance with MVR requirements.

If you haven't got one, creating one is an important step for RMVTs to ensure compliance with the Privacy Act, which requires business to be open about how, when and why they collect personal information.

You should display your privacy statement where the public can access it – on your website and at business premises as starting points.

By staying on top of your reporting and being prepared for any privacy issues, you aren't just complying with the rules. You are also protecting your business and building trust with customers. ☺



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Shanghai show hits high notes

While about 100 new or refreshed models were revealed at Shanghai Auto 2025, the event was staged against the backdrop of a myriad of industry issues.

Regulators in China have been tightening standards for EV batteries in a bid to reduce the risks of fires and explosions, while the shadow of price wars continues to consume the domestic market.

Then there's the controversy surrounding systems in cars with the government cracking down on marketing claims made by the autonomous sector.

This comes in the wake of a fatal crash in March involving a Xiaomi SU7 on a motorway in Anhui province. Initial information showed it was in "navigate on autopilot" mode just before the tragedy, which claimed three lives.

The sedan was cruising at 116kph when the system warned of obstacles ahead. The driver took over and tried to decrease its speed, but it smashed into a cement pole at 97kph. It caught fire and its key failed to unlock the door.

Government scrutiny since then means Chinese marques had to



Omoda's C5 SHS

revise their marketing before the show. Terms such as "smart" and "driverless" can no longer be used. The emphasis is now on motorists displaying on-road caution.

The event in Shanghai was played out during the US-China trade conflict and its fallout. For example, Ford has suspended shipments of some flagship models, such as its F-150 Raptor and Mustang, to China because of challenges created by the situation and retaliatory tariffs on American-made cars. That said, the blue oval will continue exporting US engines and transmissions there.

Meanwhile, sales in China's new-energy vehicle (NEV) sector, which covers fully electric models, plug-in hybrids (PHEVs) and petrol hybrids,

are continuing to surge. NEVs now account for more than half of all domestic sales, reports the China Passenger Car Association.

A dozen or so models making their debuts in Shanghai included electric crossovers.

Last year, sales of extended-range EVs (EREVs) jumped by 79 per cent to 1.2 million, PHEVs rose by 76 per cent to 3.4m and BEVs increased by 23 per cent to 6.3m.

Essentially, EREVs are EVs with a back-up petrol generator. Some such models are posting distances of more than 1,000km and the market is moving fast to roll out long-range PHEVs.

WRAPS COME OFF MODELS

One of the highlights of Shanghai Auto 2025 was how Chinese and Japanese companies are working together.

And that's the case with the EZ-60, an electric crossover.

It's the second NEV launched through Mazda's joint venture with Chongqing Changan Automobile Company.

It follows 2024's launch of Mazda's EZ-6 and it's expected to be exported although markets outside China have yet to be announced.

Air passageways at the tip of the hood and elsewhere contribute to improved aerodynamics and high-speed power consumption.

It features a 50-50 front-rear weight distribution, front strut suspension, rear multi-link suspension and electronically controlled dampers that can respond to different driving situations.

The SUV's range is expected to be around 600km for the BEV and more than 1,000km per refuelling stop for the PHEV.

The smart features in the cabin can be operated by voice, touch or gesture. Then there's intelligent drive to help the driver avoid accidents or limit damage while intelligent parking can be operated vocally even from outside.

The PHEV Frontier Pro had its global reveal at last month's show. The ute represents the second of nine NEVs Nissan plans to launch in China by mid-2027.

The five-seater, slated to go on sale there later this year, has a 1.5-litre turbocharged four-cylinder internal combustion engine and high-output electric motor.

Combined, the system delivers more than 300kW of power and up to 800Nm of torque, and is targeted to deliver up to 135km of EV-only range on the NEDC. ▶

Mazda's EZ-60



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The launch of the Zeekr 9X, above, and Geely's Galaxy Cruiser, right



The all-new Lexus ES

◀ All variants will feature a five-link rear suspension and intelligent all-wheel drive (AWD), which automatically controls torque distribution between wheels.

Off-road capability is supported by an electro-mechanical rear differential lock, while the four drive modes are hybrid, pure electric, performance and snow.

The ES is at the core of Lexus' range and the all-new model was revealed in China ahead of its arrival in New Zealand early next year. The eighth iteration is described as a "forerunner" in its future electrified line-up.

It will come with petrol hybrid and BEV powertrains, and its design draws inspiration from the LF-ZC concept revealed at the Japan Mobility Show in 2023.

Innovations include the world's first "responsive hidden switches". These blend physical controls into the interior for functionality while the sedan integrates next-generation multimedia for enhanced connectivity.

The ES is built on the new TNGA GA-K platform. The petrol hybrid will have two front and AWD variants – the ES 300h and ES 350h. Both boast inline four-cylinder engines, two litres for the 300h and 2.5l with the 350h.

The hybrid 300h makes the 0-100kph dash in 9.4 seconds, while the ES350h's time will be between 7.8 and eight seconds.

The fully electric front-wheel-drive ES 350e hits 0-100kph in 8.9

seconds while its cruising range is expected to be 685km. The vital statistics for the AWD ES 500e are 5.9 seconds and 610km. These are all prototype values.

BULLETPROOF FOR SAFETY
Geely's Galaxy Cruiser is, apparently, powered by "cutting-edge full-domain AI" technology. It can be switched between pure electric, hybrid and extended-range modes, and can adapted to different terrains and driving conditions in real time.

The SUV features an in-house developed "golden" short-blade battery, which boasts bulletproof coatings and fire-safety measures.

While Geely hasn't disclosed the system's full specifications, such as charging speed or energy density, its branding and focus suggest an emphasis on thermal stability and crash resilience.

The vehicle has an AI-driven FWD system. Safety features include no loss of control, no self-ignition, no loss of connectivity, no collisions and no sinking.

An industry first is "vehicle-mounted sonar and water radar". This enables it to float on water for up to two hours at more than 8.5kph, while the "full power" digital chassis allows "crab walking, on-the-spot turning and even autonomous drifting".

Omoda and Jaecoo kicked off Shanghai Auto 2025 with three

NEVs. With a range of 1,250km, the former's C7 SHS blends "advanced hybrid performance with outstanding fuel efficiency".

Jaecoo's J5 BEV is an all-electric SUV. It combines off-road capability with zero-emissions power and represents a "bold expansion" into the all-electric segment.

And Omoda's C5 SHS is a crossover that offers "an urban hybrid experience that integrates cutting-edge design".

All three are powered by a "super hybrid system", which integrates a 1.5-litre TGDI engine, intelligent hybrid transmission and dedicated

batteries for fuel efficiency and up to 151.6km of pure-electric range.

And finally, Zeekr's new flagship luxury SUV – the 9X – has the marque's first hybrid powertrain. Its all-electric range exceeds 380km. The two-litre engine delivers 205kW of output, while the "industry first" dual-chamber air suspension and active stabiliser bars provide comfort and agility.

The design of the 9X, which is set for global launch in this year's third quarter, is highlighted by 42,242 laser-engraved, diamond-cut lamp facets to create a "starry sky" effect. Visit www.autofile.co.nz for more coverage from Shanghai Auto 2025. ☺



The Nissan Frontier Pro

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Controversy marks Springs' demise

The departure of speedway racing from Western Springs was long signalled, but the end of racing there still leaves a bitter taste with fans.

They turned out in droves for the final night of racing, which was capped by a 96-lap event for midget cars.

That distance was set to mark every year of the venue's proud history and required a five-minute refuelling break during the 50th lap.

Although fans were vocal in their support of the Springs – a crowd estimated at 20,000 or more turned out to farewell motorsport there – in the end it all came down to money because owner Auckland Council needs it to bring in more revenue.

James Parkinson, director of stadiums for council-controlled organisation Tataki Auckland Unlimited (TAU), says: "The greatest cost to TAU of speedway at Western Springs was the opportunity cost through not being able to host higher-yielding activity.

"If we were in a position of operating the stadium without speedway, there would be a projected improvement of up to \$1.1 million."

Mayor Wayne Brown says the move aims to provide a sustainable, long-term future for the sport in

Auckland. He emphasises that Western Springs faced constraints, such as limited event numbers and operational losses, and describes the speedway's relocation as "a practical solution".

At a council meeting in October 2024 to decide the venue's future, eight councillors voted against its closure.

One of them was Albany ward member John Watson. He contends some letters of support presented to that meeting were "fabricated, fraudulent and misleading".

Watson says he will now continue to work against what he labels an "engineered eviction".

Speedway's new home is the existing track at Waikaraka Park in Onehunga, which also hosts stock car and saloon racing.

It is receiving \$11m in funding for upgrades, although some estimates put the cost of the work at around \$18m.

The decision to relocate the sport comes after extensive discussions and planning by Auckland Council.

The move was approved by councillors in the face of opposition from the speedway and wider motorsport communities as well as allegations of incorrect handling of the process.

A key document that informed

the authority's decision at the time was an officer's report showing support for the move from key stakeholders, such as Speedway New Zealand.

Auckland Council is now facing legal action challenging its processes in the weeks leading up to the decision.

The Serious Fraud Office is investigating multiple letters of support used at the final meeting with the council, TAU and local governing bodies.

One of those, submitted by Speedway NZ, was allegedly used to mislead the councillors because it only backed the investment and upgrades at Waikaraka Park in south Auckland, and it claims its position has been completely misrepresented.

General manager Aaron Kirby argues that if the true intent of his organisation's letter wasn't conveyed to council members, then it would withdraw the letter of support altogether.

He says: "Speedway NZ doesn't support the closure of Western Springs Speedway for numerous reasons we feel haven't been given an opportunity to speak to, let alone consult our members on.

"We believe the implication that we support the masterplan will have far-reaching consequences for our

organisation and the sport."

Council officers later revealed most stakeholders preferred that speedway should remain at Western Springs. They include Speedway NZ and the Auckland TQ Midget Club, which were listed in favour of the move in the original report.

During the final meeting on the stadium's future, TAU and Auckland Council ignored Speedway NZ's statement.

STEEPED IN HISTORY

The final race meeting at Western Springs in late March was the end of an era for a venue that has hosted speedway since 1929.

After World War Two, speedway exploded in popularity and it became woven into Auckland's fabric, drawing families back year after year.

As decades passed and motorsport evolved, the Springs remained a place where racing history was made.

The stadium became one of the world's best speedway venues, hosting legends such as Ivan Mauger, Barry Briggs and Ronnie Moore on two wheels, and American four-wheel stars like AJ Foyt and Sleepy Tripp, who became a crowd favourite after first appearing there in the mid-70s. 📍



Chris Holder leading the 2014 New Zealand FIM Speedway Grand Prix held at Western Springs



US legend Sleepy Tripp



Shane van Gisbergen in sprint-car action

Kiwi claims Supercars double

The V8 Supercars rolled into New Zealand last month with many expecting the weekend to be all about Aussies locked in wheel-to-wheel battles for wins and championship points.

Instead, the sensations of the April 10-12's meeting were Matthew Payne and Ryan Wood.

In the opening race at Taupō International Motorsport Park, Payne claimed a commanding victory in what was a double Kiwi podium as fellow countryman Wood charged through the final laps to secure third.

Then Chaz Mostert emerged victorious after a thrilling, elbows-out duel with Brodie Kostecki in race nine of the series to notch up his first win of the 2025 Repco Supercars Championship season.

But it was Payne's turn to shine in the main race. He battled through some fraught opening laps before passing Cameron Hill on lap eight of 61 to grab a lead that he maintained until the chequered flag.

Payne emerged behind Hill in second after a frantic first lap. Pole-sitter Brodie Kostecki was carted wide by Wood through turn eight.

After passing Hill for the lead, Payne was peerless, joining Shane van Gisbergen and Scott McLaughlin as Kiwi winners of the Jason Richards Memorial Trophy.

"That's probably the one I wanted most," says the 22-year-old, who won the Adelaide 500 in 2023.

"I probably spent most of the day thinking about it, but I knew that I just needed to park it and run my own race. That's literally what we focused on.

"It's super-special for myself



Matthew Payne leading the field into turn one and, left, with the Jason Richards Memorial Trophy. Photos: Geoff Ridder



Ryan Wood, right, claimed third in race one at Taupō



being a New Zealander and what Jason Richards achieved, his legacy and who he was as a person."

The race began with Anton De Pasquale running wide at turn one. Wood was up to second and immediately attacked Kostecki. The Kiwi drew alongside through the fast turn eight and edged him onto the grass.

Kostecki regained control before sliding wide on turn nine. Hill and Thomas Randle sailed through with Payne putting Hill under pressure. Wood received a five-second time penalty.

As the race normalised, Hill led Payne with Randle, Wood, Andre Heimgartner, De Pasquale, Kostecki, James Golding, Brown and Mostert rounding out the top 10.

On lap eight, Payne attacked Hill and muscled down the inside. With the latter out wide, Randle got

through into second with Wood slotting in behind.

Macauley Jones was sent into a spin at turn seven on lap 11 after interlocking wheels with Cam Waters, who dropped to 16th.

Hill stopped from third on lap 15 with De Pasquale also coming in. Payne pitted on lap 16 and Randle on the 17th. Payne emerged ahead of Hill and Brown, with Randle slotting in behind the reigning champion.

Kostecki and Mostert stopped on lap 21 before Payne took the lead ahead of Hill, Randle, Brown and Heimgartner.

Kostecki's charge continued, passing Heimgartner and then Brown into fourth. Payne had a three-second lead over Hill by lap 37 with Kostecki closing on Randle.

The first of the leaders to take his second stop on lap 38 was

Kostecki. In response, Hill, Randle and Wood also went in. The undercut helped Kostecki jump Randle with Penrite Racing wasting no time in pitting Payne.

With all stops complete, Payne led Hill by three seconds with Kostecki under pressure from Randle and Mostert, who passed Randle on lap 48. Heimgartner was a distant sixth ahead of Brown as an aggressive Wood dropped Will Davison behind Broc Feeney.

It was Payne's day, the Kiwi winning with a lead of 3.1941 seconds.

"It's pretty special, pretty incredible, I'm pretty lost for words really," he said clutching the trophy. "That was a really long race, a long time out in front. I managed to get the lead early on, which I knew I had to do. But I'm absolutely lost for words, just so cool." ☺



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Sales manager claimed price paid 'was for the Friday drink fund' when buyer wanted it back

Background

Michele Murphy purchased a 2013 Chery J1 from iSeeCars Ltd for \$3,495, which included \$496 for on-road costs, on October 9, 2024.

She assumed the car would be registered and warranted because she bought it from a licensed motor-vehicle dealer.

However, about 10 days post-purchase, Murphy discovered the Chery was unregistered and had no WOF.

She complained to the trader's managing director, Christopher Schwartz. He told her she had bought the Chery on "as is, where is" and should tow it to the wrecker's.

He said the fact there was no vehicle offer and sale agreement (VOSA) and no consumer information notice (CIN) was evidence of it being a private sale.

The case

The tribunal was satisfied this wasn't a private sale and that the Consumer Guarantees Act (CGA) applied because the Chery was listed online with Auto Trader and the advert was expressly the trader's.

There was no mention of a private transaction in the advertisement or of it being sold on an as-is, where-is basis.

Murphy inspected the vehicle at the dealer's premises in Christchurch. She dealt with staff there during the sale and signed paperwork on-site.

She paid the purchase price into a bank account nominated by the supplier so the evidence was clear the Chery was being sold by the dealer via Auto Trader.

No VOSA or CIN being provided didn't prove it was a private sale. Rather, the tribunal found their absence evidenced a breach of statutory requirements to provide such documents to a purchaser.

A model-year 2013 Chery J1



Regardless, the CGA would still apply if the trader was a supplier as defined in section two of the act as being someone in trade who "is acting as an agent for another whether or not that other is supplying in trade".

The dealer provided premises for the sale of motor vehicles, was a registered trader and there was no doubt the supplier was in trade.

It claimed it had nothing to do with this transaction and had no record of the Chery being at its premises or on its books. That was despite the Auto Trader advert, which was clearly the trader's.

Therefore, the tribunal ruled iSeeCars was the supplier for the purposes of the CGA because the car was part of its stock for sale or it acted as an agent for its owner.

The adjudicator was conscious this interpretation of "supplier" meant car dealers selling on behalf of another trader were subject to the CGA's guarantees.

They effectively stand in the owner's shoes by ensuring the vehicle is unencumbered, will be delivered in a reasonable time, and is of acceptable quality and reasonably fit for purpose.

That was at the heart of Murphy's claim. She took comfort from the fact the Chery was being sold via a registered dealer and that was a reasonable expectation noting the clarity of the latter's advert.

The tribunal then had to decide if the trader engaged in conduct that breached section nine of the FTA.

The car was advertised and sold for \$2,999 excluding on-road costs, but Murphy negotiated the price up to \$3,495 to include on-roads.

When she raised the absence of a WOF and registration with the trader, she was told the vehicle wasn't only unroadworthy and unsafe but she should have the Chery taken to the dump.

Murphy said that when she pointed out she had paid for on-road costs as part of the purchase price, sales manager Simon Rayner told her: "That money was for the Friday drink fund. If I give you money back, then what am I going to tell the boys if there's no beers on Friday."

Rayner made other inappropriate remarks including suggesting she report the vehicle as stolen.

Murphy found the exchange "mocking and belittling". Rayner didn't appear at the hearing to answer those allegations.

An email exchange followed, which included one from the trader calling Murphy's complaint "utterly crap" with an image of excrement splattered across a toilet bowl attached.

Schwartz advised the tribunal the trader was in receivership, about to enter liquidation and he was

The case: Ten days after purchase, the buyer discovered her Chery wasn't registered and didn't have a warrant of fitness (WOF) despite paying \$496 for on-road costs. The trader claimed it was a private sale on an "as is, where is" basis and added that it was going into liquidation.

The decision: The tribunal ruled the Fair Trading Act (FTA) was relevant in this case and the purchaser was misled. It ordered the dealer to pay her \$496.

At: The Motor Vehicle Disputes Tribunal via video link.

bankrupt. He refused to entertain Murphy's suggestion for him to register the vehicle and obtain a WOF to resolve the dispute.

Murphy said the Chery was driveable, but she didn't know the extent to which it was unroadworthy. She added she shouldn't be in that position having contracted for a car that was registered and roadworthy.

The finding

The tribunal decided the trader's behaviour misled or deceived Murphy, and caused her to buy a vehicle in the mistaken belief it would be roadworthy and registered.

Murphy failed to produce evidence of what was required to obtain a WOF should the Chery fail such an inspection. As a result, the tribunal couldn't make an award in her favour in that regard under the CGA.

However, it found Murphy was entitled to be paid \$496 under section 43 of the FTA.

Orders

iSeeCars had to pay \$496 to the purchaser. The adjudicator directed that the decision be sent to the Commerce Commission and registrar of motor-vehicle traders because of the dealer's conduct, and noted this was but one of several similar cases involving this business. ☹

Customer lost faith in dealer's ability to repair jolting issue but tribunal rules car was durable

Background

Boycie Nguyen purchased a 2019 BMW 430i Gran Coupe M-Sport for \$47,900 from East Auckland BMW on May 19, 2023.

He claimed it had a significant jolting issue, which caused ongoing safety concerns. He wanted to reject it.

The trader said the vehicle had no acceptable quality issues when it was sold and that no problems arose until after its first service, which occurred 11 months post-supply.

The case

The only issue requiring the tribunal's consideration was whether the BMW was of acceptable quality for the purposes of section six of the CGA.

The car had travelled 21,000km at purchase, had been advertised as New Zealand-new, and included a two-year BMW warranty and service. Nguyen was also given free three-year mechanical breakdown insurance as part of the sale.

He said the vehicle was fine until after its first service on April 5, 2024, almost 11 months after purchase. It was carried out by Auckland City BMW in Newmarket when it had travelled 8,478km since being supplied.

After the service, Nguyen said the car would occasionally jolt while driving so he returned it to the dealership in Newmarket on July 4. A problem with the fuel tank's vent valve was identified and it was replaced at no cost.

The BMW drove fine for a few days, but the same issue returned although less frequently.

Nguyen reported the problem to the trader and arranged for the Newmarket franchise to look at the car again on July 24.

But four days before the BMW could be reinspected, he

said it went into limp mode while being driven uphill on an open road on a trip outside Auckland. He added it jolted repeatedly and a "drivetrain malfunction" warning message appeared.

AA Roadservice inspected the car but couldn't definitively diagnose the issue. It suggested the issue might have been a combustion misfire or a problem with the fuel injector.

Nguyen emailed the trader on July 22 advising it about this incident and to reject the BMW.

He stated: "The current state of my vehicle is unacceptable. Having to come in this often to repair and fix issues in just a year of me buying this car isn't acceptable. While I hope we can resolve this matter amicably, I believe it's not unreasonable to request a refund for the car as a method of resolution."

Nguyen returned the BMW to Newmarket on July 25 so it could "fix this issue once and for all".

On July 28, he was told no faults could be found.

The dealership reset the valvetronic system and recalibrated the lift adjustment. It then carried out testing, which found no faults.

During the hearing, the repairer confirmed the BMW had no stored fault codes. He added its most experienced technician had test-driven the vehicle but was unable to identify any problems or experience any jolting.

Nguyen collected the car on July 29, but the problem continued. He again contacted the repairer but said he had lost faith in its ability to remedy the issue.

On August 19, he wrote to reject the vehicle. The Newmarket dealership responded four days later, stating it couldn't detect any faults. It invited Nguyen to return it for another inspection.

Nguyen filed his claim with the tribunal on September 13.

He continued to drive the BMW but only for short trips in Auckland because he no longer had confidence in taking it on long journeys after his experience on July 20.

It was explained to Nguyen during the first part of the hearing that he had presented no evidence, except for his and his partner's descriptions as to the presence or cause of the alleged jolting.

The parties agreed for the hearing to be adjourned to allow Nguyen time to have the car independently diagnosed.

He had BM Workshop Ltd, a BMW specialist, inspect the vehicle. It reported there were no stored engine faults. It was road-tested to try to replicate the symptoms described and a slight "miss" was felt under load.

The ignition coil was removed to check the spark plugs and one appeared to be loose with damaged ceramic. With the engine running, exhaust gases were

The case: Eleven months post-purchase, the buyer wanted to reject his BMW 430i because it had an ongoing jolting issue after being serviced. The trader said the car had been serviced and it couldn't find any issues with the vehicle, and an independent assessor suggested its spark plugs should be replaced.

The decision: The tribunal found the problem was probably a maintenance issue so the purchaser's application under the Consumer Guarantees Act (CCA) was dismissed.

At: The Motor Vehicle Disputes Tribunal via video link.

evident and it was suggested one or all plugs should be replaced to start with.

The finding

The tribunal was satisfied that the jolting was due to a slight misfire, which was most likely caused by one or more faulty spark plugs.

That was consistent with BM Workshop's report and Nguyen hadn't presented any evidence to suggest the problem was caused by anything else.

Replacing the plugs in a car is a routine part of maintenance because they wear out over time, so the tribunal wasn't satisfied – on the balance of probabilities – that the engine misfiring was in breach of the CGA's guarantee of acceptable quality.

The vehicle had been driven for more than 8,000km in 11 months before a fault occurred with components prone to wear and tear, which were easy and inexpensive to deal with.

In those circumstances, the BMW was likely as durable as a reasonable consumer of a second-hand car would expect considering its age, mileage and price.

Order

The claim to reject the vehicle was dismissed. ☹



A 2019 BMW 430i Gran Coupe

Tribute to marque's excellence

Hundreds of enthusiasts have got up close with some exceptional cars to celebrate a manufacturer's legacy.

The team at Mercedes-Benz Auckland was delighted by the great turnout for the Newmarket dealership's first classics and collectables open day.

The vehicles on show, which spanned decades of design and engineering, were supplied by the company's clients and ranged from the 1950s to some of the latest high-performance AMGs.

Dealer principal Michael Collins says: "The variety and quality of cars on display was amazing, and the positive response from everyone who attended made it a standout occasion. It was a genuine tribute to automotive excellence.

"It was great to see such a phenomenal turnout and we're grateful to our customers for allowing us to showcase their vehicles."

Cars on display in Newmarket, Auckland



1957 Mercedes-Benz 300SL Roadster



Among the classics at the event were a 1957 300SL Roadster and 1966 230SL Pagoda, while speed enthusiasts were drawn to a 2020 AMG GT R Pro and 2014 SLS AMG Black Series.

Rarities included a 2005 Mercedes-Benz SLR McLaren, a 190SL Roadster from 1960 and a 1966 250 SE Cabriolet.

The family-friendly occasion at the end of March also featured face painting, balloon animals and candy floss for the children while a DJ played some old-school favourites.

There was fun for the adults as well, who had a chance to win Mercedes-Benz merchandise by putting their driving skills to the test in a racing simulator challenge. 🎮

1966 230SL Pagoda



The dealership's interior transformed



1966 250 SE Cabriolet



1960 190SL Roadster



2005 Mercedes-Benz SLR McLaren



2020 AMG GT R Pro



AROUND THE COUNTRY

April 2025

Total new cars

6,092

2024: 6,110 ▼ 0.3%

Total imported used cars

6,441

2024: 8,717 ▼ 26.1%

NORTHLAND

NEW: 122 2024: 143 ▼ 14.7%
USED: 121 2024: 145 ▼ 16.6%

AUCKLAND

NEW: 2,597 2024: 2,521 ▲ 3.0%
USED: 3,111 2024: 4,231 ▼ 26.5%

BAY OF PLENTY

NEW: 355 2024: 350 ▲ 1.4%
USED: 308 2024: 386 ▼ 20.2%

WAIKATO

NEW: 622 2024: 595 ▲ 4.5%
USED: 535 2024: 718 ▼ 25.5%

GISBORNE

NEW: 18 2024: 29 ▼ 37.9%
USED: 58 2024: 68 ▼ 14.7%

TARANAKI

NEW: 119 2024: 123 ▼ 3.3%
USED: 90 2024: 127 ▼ 29.1%

HAWKE'S BAY

NEW: 221 2024: 199 ▲ 11.1%
USED: 121 2024: 194 ▼ 37.6%

TASMAN

NEW: 43 2024: 36 ▲ 19.4%
USED: 57 2024: 67 ▼ 14.9%

MANAWATU-WHANGANUI

NEW: 245 2024: 288 ▼ 14.9%
USED: 203 2024: 258 ▼ 21.3%

NELSON

NEW: 35 2024: 45 ▼ 22.2%
USED: 73 2024: 75 ▼ 2.7%

WELLINGTON

NEW: 578 2024: 719 ▼ 19.6%
USED: 485 2024: 621 ▼ 21.9%

WEST COAST

NEW: 23 2024: 28 ▼ 17.9%
USED: 27 2024: 40 ▼ 32.5%

MARLBOROUGH

NEW: 51 2024: 46 ▲ 10.9%
USED: 23 2024: 42 ▼ 45.2%

CANTERBURY

NEW: 703 2024: 652 ▲ 7.8%
USED: 914 2024: 1,282 ▼ 28.7%

OTAGO

NEW: 276 2024: 246 ▲ 12.2%
USED: 227 2024: 322 ▼ 29.5%

SOUTHLAND

NEW: 78 2024: 79 ▼ 1.3%
USED: 74 2024: 114 ▼ 35.1%

OTHERS (Chatham Islands, overseas, unknown)

NEW: 6 2024: 11 ▼ 45.5%
USED: 14 2024: 27 ▼ 48.1%

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BLACKBIRD FINANCE

Imported Passenger Vehicle Sales by Make - April 2025

MAKE	APR '25	APR '24	+/- %	APR '25 MKT SHARE	2025 YEAR TO DATE	2025 MKT SHARE
Toyota	2,397	3,384	-29.2	37.2%	10,294	36.9%
Nissan	890	1,138	-21.8	13.8%	3,795	13.6%
Mazda	871	1,203	-27.6	13.5%	3,553	12.7%
Subaru	591	687	-14.0	9.2%	2,637	9.5%
Honda	565	738	-23.4	8.8%	2,699	9.7%
BMW	245	248	-1.2	3.8%	980	3.5%
Suzuki	174	215	-19.1	2.7%	772	2.8%
Mercedes-Benz	123	147	-16.3	1.9%	582	2.1%
Mitsubishi	113	207	-45.4	1.8%	492	1.8%
Audi	107	156	-31.4	1.7%	506	1.8%
Lexus	87	172	-49.4	1.4%	407	1.5%
Volkswagen	79	198	-60.1	1.2%	361	1.3%
Land Rover	42	37	13.5	0.7%	147	0.5%
Ford	23	31	-25.8	0.4%	78	0.3%
Tesla	17	10	70.0	0.3%	67	0.2%
Volvo	14	12	16.7	0.2%	57	0.2%
Mini	12	10	20.0	0.2%	49	0.2%
Chevrolet	11	12	-8.3	0.2%	36	0.1%
Jeep	7	18	-61.1	0.1%	42	0.2%
Porsche	7	15	-53.3	0.1%	36	0.1%
Chrysler	6	4	50.0	0.1%	18	0.1%
Hyundai	6	2	200.0	0.1%	25	0.1%
Jaguar	6	17	-64.7	0.1%	61	0.2%
Daihatsu	5	3	66.7	0.1%	15	0.1%
Alfa Romeo	3	0	300.0	0.0%	6	0.0%
Dodge	3	9	-66.7	0.0%	18	0.1%
Holden	3	5	-40.0	0.0%	7	0.0%
Austin	2	0	200.0	0.0%	3	0.0%
BYD	2	0	200.0	0.0%	12	0.0%
Cadillac	2	3	-33.3	0.0%	3	0.0%
Ferrari	2	0	200.0	0.0%	5	0.0%
Kia	2	0	200.0	0.0%	10	0.0%
Lincoln	2	1	100.0	0.0%	6	0.0%
Maserati	2	0	200.0	0.0%	2	0.0%
Mercury	2	1	100.0	0.0%	5	0.0%
Others	18	34	-47.1	0.3%	91	0.3%
Total	6,441	8,717	-26.1	100.0%	27,877	100.0%

Imported Passenger Vehicle Sales by Model - April 2025

MAKE	MODEL	APR '25	APR '24	+/- %	APR '25 MKT SHARE	2025 YEAR TO DATE	2025 MKT SHARE
Toyota	Aqua	679	844	-19.5	10.5%	2,856	10.2%
Toyota	Prius	459	772	-40.5	7.1%	1,939	7.0%
Toyota	Corolla	342	365	-6.3	5.3%	1,406	5.0%
Mazda	Axela	271	374	-27.5	4.2%	1,084	3.9%
Nissan	Note	248	355	-30.1	3.9%	979	3.5%
Honda	Fit	223	284	-21.5	3.5%	1,114	4.0%
Toyota	C-HR	215	283	-24.0	3.3%	858	3.1%
Subaru	Impreza	210	262	-19.8	3.3%	936	3.4%
Subaru	XV	185	190	-2.6	2.9%	781	2.8%
Nissan	X-Trail	176	252	-30.2	2.7%	814	2.9%
Mazda	CX-5	158	219	-27.9	2.5%	639	2.3%
Mazda	Demio	156	256	-39.1	2.4%	722	2.6%
Nissan	Serena	144	207	-30.4	2.2%	590	2.1%
Honda	Vezeal	123	142	-13.4	1.9%	500	1.8%
Suzuki	Swift	116	146	-20.5	1.8%	570	2.0%
Nissan	Leaf	107	80	33.8	1.7%	412	1.5%
Toyota	Vitz	72	113	-36.3	1.1%	342	1.2%
Mazda	Premacy	70	96	-27.1	1.1%	274	1.0%
Mitsubishi	Outlander	67	130	-48.5	1.0%	296	1.1%
Toyota	Camry	59	127	-53.5	0.9%	255	0.9%
Toyota	Alphard	57	57	0.0	0.9%	211	0.8%
Toyota	Vellfire	55	92	-40.2	0.9%	298	1.1%
Mazda	Atenza	53	122	-56.6	0.8%	262	0.9%
BMW	320i	51	45	13.3	0.8%	173	0.6%
Volkswagen	Golf	51	126	-59.5	0.8%	218	0.8%
Subaru	Legacy	50	76	-34.2	0.8%	268	1.0%
BMW	Mini	40	37	8.1	0.6%	153	0.5%
Toyota	Sai	39	80	-51.3	0.6%	160	0.6%
Audi	A4	38	33	15.2	0.6%	170	0.6%
Honda	Shuttle	37	44	-15.9	0.6%	148	0.5%
Mazda	CX-3	37	39	-5.1	0.6%	146	0.5%
Honda	Odyssey	36	36	0.0	0.6%	213	0.8%
Subaru	Outback	36	24	50.0	0.6%	150	0.5%
Subaru	Levorg	34	29	17.2	0.5%	116	0.4%
Toyota	Spade	34	71	-52.1	0.5%	192	0.7%
Others		1,713	2,309	-25.8	26.6%	7,632	27.4%
Total		6,441	8,717	-26.1	100.0%	27,877	100.0%



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Tina takes roadie across country

Turners Cars has launched a new advertising campaign featuring someone who's become a bit of a "celebrity".

The video features Tina – and vehicles she has – on a road trip around the country as she belts out her earworm Sell Us Your Car.

"This campaign is a celebration of the place Tina has come to hold in the New Zealand psyche, which I don't claim lightly," says Sean Wiggins, general manager of marketing.

"While filming, the love was obvious with the amount of people coming up to get selfies with Tina or just to talk with her.

"Wherever we went, they wanted to come and say hello. Sometimes they just yelled out 'cars, cars, cars' or beeped on their way past. It was a bit like being with a celebrity".

The previous Tina From Turners campaign won a slew of marketing and advertising awards. Following up that could have been



A shot from Turners' latest campaign

a daunting task, but the team's confident it had the right people make it happen.

Wiggins adds: "Towards the end of 2023, our creative genius Darryl Parsons wrote a brilliant radio advert, basically a 90-second song. It celebrated Tina and cars among Kiwi celebrities, events and places.

"Around the end of 2024, we decided it was time to make a music video of a road trip.

"While obviously biased, I think

the result is bloody brilliant." Visit https://youtu.be/Y74_JQBy2wQ to watch the video.

On a more serious note, Turners' branch in Invercargill has shifted up the road and now boasts a bigger team.

With the extra space at 65 North Road, Prestonville, customers have a wider selection of stock including Japanese imports and enhanced facilities.

Greg Hedgepeth, chief executive of Turners Auto Retail,

Numbers down

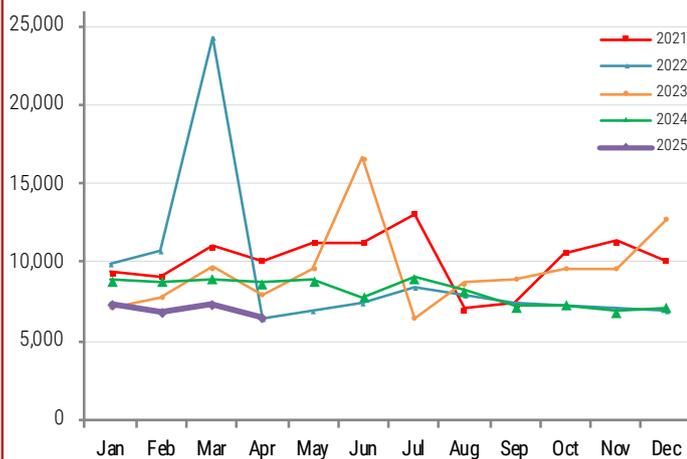
There were 6,441 used-imported passenger vehicles registered last month for a fall of 26.1 per cent when compared to 8,717 during April 2024. Last month's best-selling marque was Toyota with 2,397 units with Nissan second on 890. Toyotas accounted for the top three models with the Aqua on 679 units, Prius on 459 and Corolla with 342. Fourth place went to Mazda's Axela on 271. The Nissan Note was fifth with 248.

says the previous branch was a great success and the new facility means the company can build on that momentum.

He adds: "We'll be looking to buy even more cars locally and selling an expanded range of vehicles including imports."

Hedgepeth adds Turners has a proven track record of establishing dealerships across the regions, including its recent expansion into Nelson and Timaru. ☺

Used Imported Passenger Registrations - 2021-2025



Used Imported Passenger Vehicle Sales by Motive Power - April 2025

MAKE	APR '25	APR '24	+/- %	APR '25 MKT SHARE	2025 YEAR TO DATE	2025 MKT SHARE
Full battery electric	134	100	34.0%	2.1%	524	1.9%
Plug-in hybrid electric	41	117	-65.0%	0.6%	212	0.8%
Non plug-in petrol hybrid	3,075	4,062	-24.3%	47.7%	12,855	46.1%
Petrol	3,093	4,330	-28.6%	48.0%	13,873	49.8%
Diesel	98	108	-9.3%	1.5%	413	1.5%
Others (includes non plug-in diesel hybrid, fuel cell)	0	0	0.0%	0.0%	0	0.0%
Total	6,441	8,717	-26.1%		27,877	

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Agency issues labels warning

The NZTA has reminded car dealers that they have a key role in informing people about vehicle safety.

The agency's research shows that, alongside its marketing and communications efforts, this helps increase public awareness of the system.

"Safety ratings provide the best indication of how well a vehicle protects people," says a spokesman.

"Displaying up-to-date rating labels is an easy way to help ensure your customers can find the safest car in their price range.

"You can find out more about

safety ratings on our Rightcar website and generate rating labels – and vehicle emissions and energy economy labels – via EECA's online tool."

In 2023, the NZTA's first nationwide survey revealed that more than six-in-10 vehicles on sale at registered motor-vehicle traders had a safety-rating label correctly displayed.

"It would be great to build on that," it says.

"The overall rating of around one million vehicles changed in December as part of the annual update of used-vehicle safety ratings. There's now a crash-

avoidance features rating for used vehicles too.

"Visit Rightcar to check ratings of any vehicles you're selling and ensure you are promoting them accurately, remembering your obligations under the Consumer Guarantees and Fair Trading acts."

Meanwhile, the agency has advised that changes to the exhaust emissions rule for motorcycles and mopeds came into effect on April 30.

An amendment means LA, LB, LC, LD and LE class vehicles must meet Euro 4m, US2010m or Japan 2012m standards to be entry certified for use in this country.

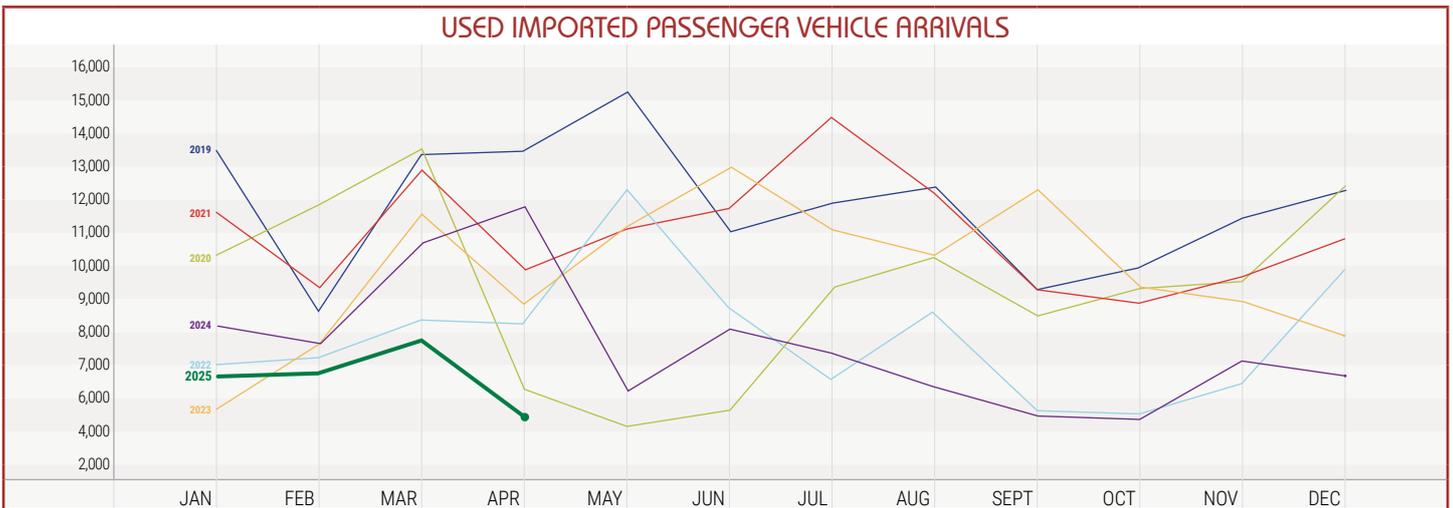
The Japanese codes for these are JBK, EBL, JBH or EBJ. Email vehicleemissions@nzta.govt.nz for more information on the changes.

SINGAPORE COMES THIRD

Some 4,912 used passenger vehicles crossed the border last month, which was down by 57.5 per cent when compared to 11,551 units in April last year.

Last month's total included 4,733 used cars from Japan for a market share of 96.4 per cent.

There were 138 arrivals from Australia, 15 from Singapore, 14 from the US and 10 from the UK. 🇯🇵



COUNTRY OF EXPORT	2025						2024						2023	
	JAN '25	FEB '25	MAR '25	APR '25	APR MKT SHARE%	2025 TOTAL	Q1	Q2	Q3	Q4	2024 TOTAL	MKT SHARE	2023 TOTAL	MKT SHARE
Australia	81	138	100	138	2.8%	457	279	357	302	347	1,285	1.5%	1,263	1.1%
Great Britain	14	29	23	10	0.2%	76	56	49	54	96	255	0.3%	272	0.2%
Japan	6,484	6,536	7,593	4,733	96.4%	25,346	25,429	24,909	17,868	17,834	86,040	97.5%	113,462	98.0%
Singapore	21	8	5	15	0.3%	49	89	62	53	52	256	0.3%	250	0.2%
USA	38	23	13	14	0.3%	88	44	58	75	72	249	0.3%	265	0.2%
Other countries	29	11	5	2	0.0%	47	30	61	25	54	170	0.2%	241	0.2%
Total	6,667	6,745	7,739	4,912	100.0%	26,063	25,927	25,496	18,377	18,455	88,255	100.0%	115,753	100.0%

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Co-location venture for network

AA Insurance has opened a motor-vehicle collision repair centre in west Auckland.

The facility, which is called Drive Group Avondale, is the second of its kind and represents a milestone in the company's commitment to providing "exceptional" service when it comes to claims.

It is the insurance provider's first co-location site with Drive Group, and brings together its customer service centre in that part of the city and Drive's repair facility under one roof.

Through the collaboration,

AA Insurance expects to further streamline repair processes and improve turnaround times.

"Staying ahead in the repair industry requires us to proactively assess market trends and meet the evolving needs of customers," says Simon Hobbs, chief operating officer at AA Insurance.

"Alongside our nationwide quality repair network, the partnership with Drive Group allows us to target repair times and bolster throughput across our full repairer network.

"This means workshops will remain utilised and allow clients to return to the road sooner.

"Our continued collaboration with Drive Group and the launch of this co-location site is a crucial step in future-proofing our network and elevating the customer service experience."

Steven Bubulj, Drive Group's chief executive officer, adds: "Collaborating with the AA on this project is a great opportunity to combine our expertise.

"This facility strengthens our collective ability to meet growing demand for high-quality vehicle repairs across Auckland."

Drive Group Avondale started operating from the premises in April.

AA Insurance's west Auckland staff are preparing to relocate there in July.

UPLIFT IN TRADE

Dealers sold 15,300 second-hand passenger vehicles to members of the public last month for an increase of 6.7 per cent from 14,342 units in April last year.

Trade-ins totalled 13,789, a 7.5 per cent jump from 12,830 over the same period.

The number of private transactions came in at 38,545 last month.

That was a decrease of 8.5 per cent from 42,124 in April 2024. 📍

SECONDHAND CAR SALES - April 2025

REGION	DEALER TO PUBLIC				PUBLIC TO PUBLIC			PUBLIC TO DEALER		
	APR '25	APR '24	+/- %	MARKET SHARE	APR '25	APR '24	+/- %	APR '25	APR '24	+/- %
Northland	470	428	9.8%	3.1%	1,714	1,849	-7.3%	179	185	-3.2%
Auckland	5,219	4,880	6.9%	34.1%	12,983	14,094	-7.9%	6,147	5,383	14.2%
Waikato	1,638	1,490	9.9%	10.7%	3,836	4,123	-7.0%	1,102	1,102	0.0%
Bay of Plenty	996	905	10.1%	6.5%	2,644	2,997	-11.8%	644	611	5.4%
Gisborne	110	128	-14.1%	0.7%	303	425	-28.7%	34	36	-5.6%
Hawke's Bay	559	541	3.3%	3.7%	1,289	1,502	-14.2%	411	427	-3.7%
Taranaki	289	333	-13.2%	1.9%	971	1,090	-10.9%	192	184	4.3%
Manawatu-Wanganui	769	770	-0.1%	5.0%	2,029	2,155	-5.8%	904	693	30.4%
Wellington	1,395	1,357	2.8%	9.1%	3,031	3,220	-5.9%	1,083	1,141	-5.1%
Tasman	131	111	18.0%	0.9%	425	470	-9.6%	16	14	14.3%
Nelson	129	115	12.2%	0.8%	390	393	-0.8%	162	181	-10.5%
Marlborough	115	135	-14.8%	0.8%	377	413	-8.7%	46	63	-27.0%
West Coast	99	85	16.5%	0.6%	295	314	-6.1%	48	32	50.0%
Canterbury	2,340	2,040	14.7%	15.3%	5,152	5,667	-9.1%	2,141	2,145	-0.2%
Otago	700	705	-0.7%	4.6%	1,932	2,224	-13.1%	530	469	13.0%
Southland	303	267	13.5%	2.0%	1,048	1,036	1.2%	150	164	-8.5%
Other	38	52	-26.9%	0.2%	126	152	-17.1%	0	0	0.0%
NZ Total	15,300	14,342	6.7%	100.0%	38,545	42,124	-8.5%	13,789	12,830	7.5%

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New Passenger Vehicle Sales by Make - April 2025

MAKE	APR '25	APR '24	+/- %	APR '25 MKT SHARE	2025 YEAR TO DATE	2025 MKT SHARE
Toyota	1,334	1,660	-19.6	21.9%	6,246	21.1%
Mitsubishi	693	542	27.9	11.4%	2,960	10.0%
Kia	548	594	-7.7	9.0%	2,930	9.9%
Suzuki	332	488	-32.0	5.4%	1,629	5.5%
MG	301	208	44.7	4.9%	1,455	4.9%
Mazda	270	182	48.4	4.4%	1,332	4.5%
Hyundai	240	219	9.6	3.9%	946	3.2%
GWM	186	248	-25.0	3.1%	984	3.3%
Nissan	182	212	-14.2	3.0%	952	3.2%
Ford	163	320	-49.1	2.7%	1,085	3.7%
Honda	160	170	-5.9	2.6%	1,339	4.5%
Subaru	158	127	24.4	2.6%	763	2.6%
Volkswagen	151	155	-2.6	2.5%	639	2.2%
BYD	125	28	346.4	2.1%	501	1.7%
BMW	109	73	49.3	1.8%	644	2.2%
Lexus	108	104	3.8	1.8%	513	1.7%
Mercedes-Benz	108	93	16.1	1.8%	504	1.7%
Land Rover	105	81	29.6	1.7%	407	1.4%
Polestar	94	11	754.5	1.5%	281	1.0%
Audi	90	78	15.4	1.5%	366	1.2%
Skoda	85	94	-9.6	1.4%	345	1.2%
Mini	75	55	36.4	1.2%	326	1.1%
Jaecoo	71	0	7,100.0	1.2%	267	0.9%
Omoda	69	59	16.9	1.1%	285	1.0%
Volvo	44	41	7.3	0.7%	156	0.5%
Peugeot	42	15	180.0	0.7%	234	0.8%
Tesla	39	67	-41.8	0.6%	301	1.0%
KGM	28	8	250.0	0.5%	196	0.7%
Porsche	28	23	21.7	0.5%	210	0.7%
Jeep	27	10	170.0	0.4%	111	0.4%
Cupra	22	12	83.3	0.4%	101	0.3%
Alfa Romeo	16	26	-38.5	0.3%	27	0.1%
Leapmotor	16	0	1,600.0	0.3%	44	0.1%
Geely	11	0	1,100.0	0.2%	12	0.0%
Isuzu	10	8	25.0	0.2%	70	0.2%
Jaguar	10	10	0.0	0.2%	95	0.3%
Mahindra	8	14	-42.9	0.1%	96	0.3%
Maserati	6	3	100.0	0.1%	17	0.1%
Fiat	5	5	0.0	0.1%	30	0.1%
Citroen	3	7	-57.1	0.0%	16	0.1%
Ineos	3	5	-40.0	0.0%	17	0.1%
LDV	3	3	0.0	0.0%	3	0.0%
Smart	3	0	300.0	0.0%	11	0.0%
Ferrari	2	4	-50.0	0.0%	8	0.0%
Others	9	48	-81.3	0.1%	99	0.3%
Total	6,092	6,110	-0.3	100.0%	29,553	100.0%

New Passenger Vehicle Sales by Model - April 2025

MAKE	MODEL	APR '25	APR '24	+/- %	APR '25 MKT SHARE	2025 YEAR TO DATE	2025 MKT SHARE
Toyota	RAV4	697	1,010	-31.0	11.4%	3,139	10.6%
Mitsubishi	ASX	329	180	82.8	5.4%	1,261	4.3%
Mitsubishi	Outlander	253	245	3.3	4.2%	1,246	4.2%
Kia	Seltos	219	207	5.8	3.6%	1,160	3.9%
MG	ZS	150	115	30.4	2.5%	693	2.3%
Suzuki	Swift	142	256	-44.5	2.3%	756	2.6%
MG	MG3	114	45	153.3	1.9%	491	1.7%
Mazda	CX-5	107	98	9.2	1.8%	538	1.8%
Kia	Stonic	104	132	-21.2	1.7%	580	2.0%
Hyundai	Tucson	98	70	40.0	1.6%	296	1.0%
Toyota	Corolla Cross	96	125	-23.2	1.6%	528	1.8%
Toyota	Land Cruiser Prado	95	28	239.3	1.6%	542	1.8%
Toyota	Corolla	94	104	-9.6	1.5%	511	1.7%
Ford	Everest	92	181	-49.2	1.5%	586	2.0%
Nissan	Qashqai	92	53	73.6	1.5%	363	1.2%
Hyundai	Kona	88	98	-10.2	1.4%	361	1.2%
Mitsubishi	Eclipse Cross	85	91	-6.6	1.4%	357	1.2%
Nissan	X-Trail	84	127	-33.9	1.4%	512	1.7%
GWM	Haval H6	82	81	1.2	1.3%	443	1.5%
Suzuki	Jimny	81	119	-31.9	1.3%	340	1.2%
Polestar	Polestar 2	78	11	609.1	1.3%	241	0.8%
Toyota	Highlander	78	8	875.0	1.3%	317	1.1%
Honda	HR-V	77	0	7,700.0	1.3%	369	1.2%
Kia	Sportage	76	128	-40.6	1.2%	435	1.5%
GWM	Haval Jolion	74	90	-17.8	1.2%	307	1.0%
Volkswagen	Tiguan	74	60	23.3	1.2%	295	1.0%
Subaru	Outback	72	45	60.0	1.2%	377	1.3%
Jaecoo	J7	71	0	7,100.0	1.2%	267	0.9%
Toyota	Yaris Cross	71	152	-53.3	1.2%	338	1.1%
Omoda	C5	64	49	30.6	1.1%	251	0.8%
Toyota	Yaris	63	107	-41.1	1.0%	260	0.9%
Land Rover	Defender	52	23	126.1	0.9%	137	0.5%
Kia	Sorento	50	35	42.9	0.8%	217	0.7%
Suzuki	Ignis	48	41	17.1	0.8%	212	0.7%
Suzuki	Vitara	48	28	71.4	0.8%	242	0.8%
Toyota	C-HR	43	47	-8.5	0.7%	202	0.7%
Subaru	Forester	39	35	11.4	0.6%	174	0.6%
Hyundai	Santa Fe	38	36	5.6	0.6%	194	0.7%
Mini	Cooper	38	0	3,800.0	0.6%	120	0.4%
Subaru	Crosstrek	38	39	-2.6	0.6%	164	0.6%
BYD	Dolphin	36	2	1,700.0	0.6%	111	0.4%
BYD	Sealion 6	36	0	3,600.0	0.6%	142	0.5%
Mazda	CX-3	35	21	66.7	0.6%	150	0.5%
Tesla	Model Y	34	48	-29.2	0.6%	177	0.6%
Toyota	Land Cruiser	34	24	41.7	0.6%	196	0.7%
Others		1,623	1,716	-5.4	26.6%	8,955	30.3%
Total		6,092	6,110	-0.3	100.0%	29,553	100.0%

Capital dealer shifts premises

A franchise in Wellington has been updated to become a fully enclosed facility serving the region.

The standalone dealership in Taranaki Street is part of a global trend by Lexus to turn its showrooms into more versatile spaces for customer use.

The multi-level building spans 2,000sqm, significantly larger than the previous facility. It has a lounge, offices and vehicle displays on the ground floor.

All cars, new and used, are indoors and there's ample concierge parking on the ground floor with a direct vehicle entry from the street.

An advantage with the premises is that the sales and service departments are close to each other, so customers can connect with technicians. The new service centre includes eight bays, a tyre bay and advanced wheel-alignment equipment.

"An exceptional experience is at the heart of what we do," says chief executive Derek Tilyard. "We've kept this in mind while establishing our showroom."

Andrew Davis, vice-president of the marque, explains the facility reflects where it is heading in this country.

"New and refurbished dealerships by our partners



support growth of the brand," he adds. "Lexus NZ is delighted by the commitment of our network."

Lexus of Wellington's investment follows the recent opening of a branch in Botany.

EXTENDING RANGE

The C10 Ultra Hybrid has joined its fully electric sibling in Leapmotor NZ's showrooms.

The range-extender has a 1.5-litre petrol engine and 28.4kWh plug-in battery, which is less than

half the size of that in the pure-electric model.

A fully charged battery provides 145km EV range on the WLTP. With a full charge and full tank of 91-octane petrol, its combined WLTP range is 975km. The hybrid is priced at \$49,990, which is \$5,000 less than the pure-electric version.

Leapmotor has outlets in Auckland, Christchurch and Wellington, and is reviewing the awarding of franchises across "all major towns and cities". The marque is expected to release five more models in the next two years.

BACKING LOCAL CONTENT

Hyundai has announced its 15-year partnership with TVNZ's Country Calendar is continuing. Launched in 1966, it has become television's longest-running programme with the car company becoming its naming sponsor in 2011.

"We support communities and organisations that make New Zealand the place it is," says

Scott Kelsey, chief executive of Hyundai NZ. "We're passionate about supporting locally produced content and rural New Zealand through our partnerships and vehicles."

REFINING STRATEGY

With regulatory changes, technological advancements and shifting consumer expectations, MTF is aiming to stay "ahead of the curve" by delivering value to clients, partners and shareholders.

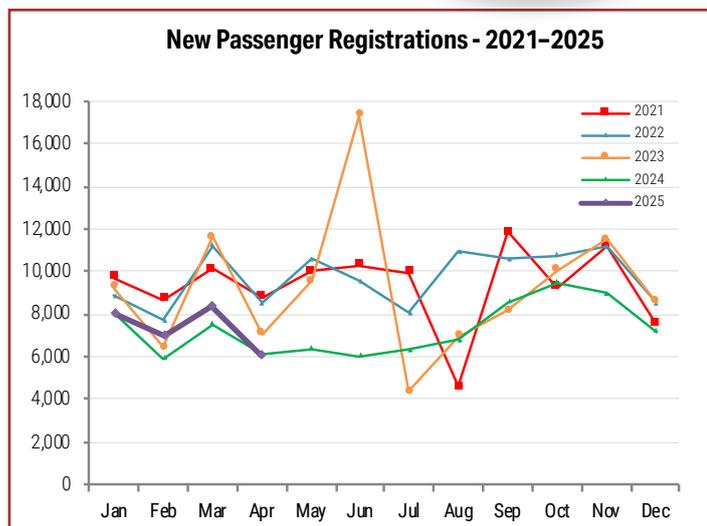
Chris Lamers, chief executive officer, says the business' focus in the 2025 financial year remains on refining its strategic plan to navigate an "evolving financial ecosystem".

MTF reported 10 per cent growth in the 2023/24 to finish with more than \$1.1 billion in receivables. Underlying profit after tax remained "strong" at \$9.6 million. A record \$91.6m in commissions and fees were distributed to originators for a year-on-year rise of seven per cent. ☺

Sales steady

Registrations of new cars totalled 6,092 during April for a drop of 0.3 per cent compared to 6,110 in the same month of last year.

The Toyota RAV4 was the top model on 697 units. Next came two Mitsubishi's – the ASX with 329 and Outlander on 253. Kia's Seltos was fourth on 219 and the MG ZS fifth with 150. Toyota was the best-selling marque with 1,334 units. Second spot went to Mitsubishi on 693 while Mitsubishi was third with 548.



MAKE	APR'25	APR'24	+/- %	APR'25 MKT SHARE	2025 YEAR TO DATE	2025 MKT SHARE
Full battery electric	442	262	68.7%	7.3%	2,142	7.2%
Plug-in hybrid electric	207	182	13.7%	3.4%	1,299	4.4%
Non plug-in petrol hybrid	2,294	2,439	-5.9%	37.7%	11,062	37.4%
Petrol	2,742	2,767	-0.9%	45.0%	13,060	44.2%
Diesel	407	459	-11.3%	6.7%	1,990	6.7%
Others (includes non plug-in diesel hybrid, fuel cell)	0	1	-100.0%	0.0%	0	0.0%
Total	6,092	6,110	-0.3%		29,553	

Concerns over motorhome plans

The Motor Trade Association (MTA) and Vehicle Testing New Zealand (VTNZ) have pushed back against proposals to cut the frequency of road-safety checks on privately owned motorhomes.

The organisations have highlighted inspection failure rates in a submission to the government, which wants to shift certificate of fitness (COF) inspections for these types of vehicles to once every 12 months from half-yearly.

Instead, they want the coalition to adopt a framework that changes COFs to annually for newer motorhomes and retains six-monthly checks for those more than 20 years old.

"Motorhomes make up a significant portion of the fleet at around 39,000 vehicles," says Lee Marshall, the MTA's chief executive officer. "An accident involving one can be catastrophic."

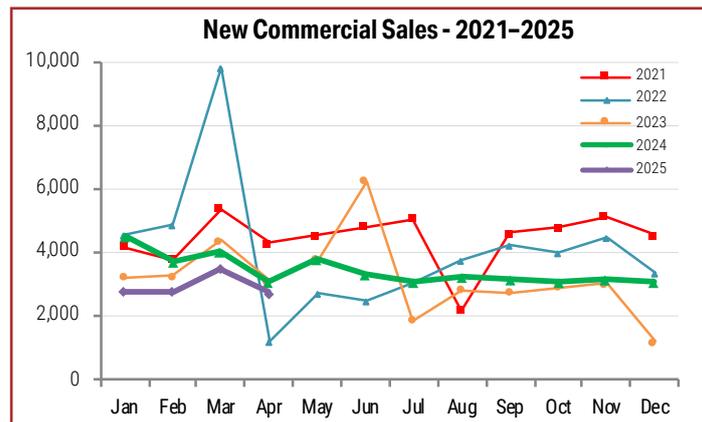
Greg O'Connor, chief executive of VTNZ, adds: "Over the past three years, the failure rate for motorhomes was around 28 per cent and for those more than 20 years old that increased to 48 per

cent. It's clear from inspection data that the deterioration in the integrity of the vehicle as it ages poses a safety threat that can only be managed by maintaining the status quo."

The MTA-VTNZ joint submission notes the most common reasons for motorhomes failing COFs are underbody and exterior deterioration.

Both are often caused by rust and unsafe brakes. Major issues can occur whether the vehicle is driven frequently or parked for long periods.

"MTA members told us they frequently see vehicles needing rust repair every six months," adds Marshall. "The one-size-fits-all



MAKE	APR '25	APR '24	+/- %	APR '25 MKT SHARE	2025 YEAR TO DATE	2025 MKT SHARE
Toyota	838	714	17.4	30.5%	3,243	27.4%
Ford	754	939	-19.7	27.4%	2,848	24.1%
Nissan	218	174	25.3	7.9%	934	7.9%
Mitsubishi	149	406	-63.3	5.4%	1,154	9.8%
BYD	119	0	11,900.0	4.3%	658	5.6%
LDV	105	45	133.3	3.8%	399	3.4%
Isuzu	84	190	-55.8	3.1%	513	4.3%
Ram	42	22	90.9	1.5%	82	0.7%
Fuso	38	76	-50.0	1.4%	179	1.5%
Mercedes-Benz	37	51	-27.5	1.3%	194	1.6%
Hino	36	46	-21.7	1.3%	170	1.4%
Fiat	34	33	3.0	1.2%	110	0.9%
Volkswagen	32	76	-57.9	1.2%	197	1.7%
Scania	31	53	-41.5	1.1%	143	1.2%
GWM	26	20	30.0	0.9%	127	1.1%
Iveco	25	24	4.2	0.9%	100	0.8%
CRRC	24	0	2,400.0	0.9%	41	0.3%
Hyundai	20	33	-39.4	0.7%	94	0.8%
Volvo	20	23	-13.0	0.7%	71	0.6%
Kenworth	18	21	-14.3	0.7%	82	0.7%
Others	97	159	-39.0	3.5%	480	4.1%
Total	2,747	3,105	-11.5	100.0%	11,819	100.0%

MAKE	MODEL	APR '25	APR '24	+/- %	APR '25 MKT SHARE	2025 YEAR TO DATE	2025 MKT SHARE
Ford	Ranger	674	832	-19.0	24.5%	2,462	20.8%
Toyota	Hilux	644	509	26.5	23.4%	2,527	21.4%
Nissan	Navara	218	174	25.3	7.9%	934	7.9%
Toyota	Hiace	163	162	0.6	5.9%	580	4.9%
Mitsubishi	Triton	149	405	-63.2	5.4%	1,154	9.8%
BYD	Shark 6	119	0	11,900.0	4.3%	658	5.6%
Ford	Transit	79	107	-26.2	2.9%	385	3.3%
LDV	T60	45	4	1,025.0	1.6%	144	1.2%
Ram	1500	40	20	100.0	1.5%	75	0.6%
Fiat	Ducato	33	33	0.0	1.2%	109	0.9%
Isuzu	D-Max	32	73	-56.2	1.2%	302	2.6%
Toyota	Land Cruiser	31	42	-26.2	1.1%	136	1.2%
Mercedes-Benz	Sprinter	30	38	-21.1	1.1%	152	1.3%
GWM	Cannon	26	20	30.0	0.9%	127	1.1%
LDV	Deliver 9	24	35	-31.4	0.9%	110	0.9%
Isuzu	F Series	22	66	-66.7	0.8%	78	0.7%
Isuzu	N Series	22	37	-40.5	0.8%	98	0.8%
Iveco	Daily	19	12	58.3	0.7%	65	0.5%
Hino	500	17	14	21.4	0.6%	71	0.6%
Volvo	FM	17	4	325.0	0.6%	36	0.3%
Others		343	518	-33.8	12.5%	1,616	13.7%
Total		2,747	3,105	-11.5	100.0%	11,819	100.0%

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◀ approach proposed isn't suitable for older vehicles."

The government also wants to change warrant of fitness (WOF) inspections for vintage vehicles from every six months to yearly.

VTNZ and the MTA don't oppose this because such vehicles are usually well-maintained and there is no evidence this change would raise safety concerns.

Chris Bishop, the Minister of Transport, is expected to make a decision about the WOF and COF proposals this month.

TASMAN PRICES REVEALED

Kia's debut ute will be in showrooms during 2025's third quarter with the four-wheel-drive Tasman TX starting from \$52,690, plus on-road costs.

The TXR 4WD is \$58,690 and the TXS 4WD \$62,690. The X-Line

4WD and X-Pro 4WD complete the range from \$69,690 and \$79,690 respectively.

"The reaction has been phenomenal," says Todd McDonald, managing director of Kia NZ. "We will launch with the double-cab wellside, a style popular among Kiwis thanks to its all-round functionality and versatility. It will

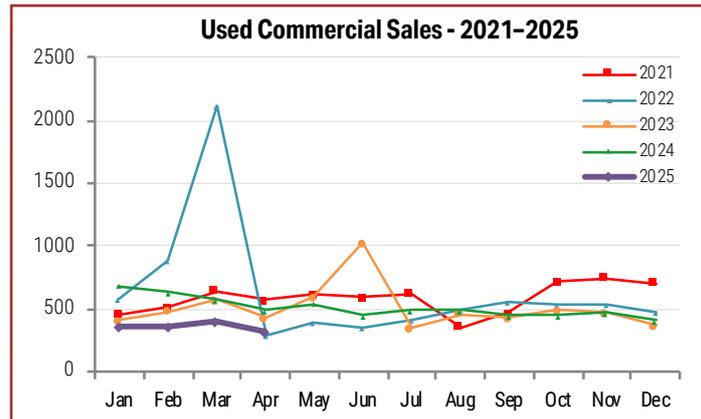
be the first of the variants we will introduce over coming months.

"At its heart is a custom-tuned 2.2-litre diesel engine, which can produce 154kW of power and 440Nm of torque. This is paired with an eight-speed automatic transmission honed and tuned for the Tasman."

McDonald says further

highlights include the Tasman's off-road capability, durability and practicality.

"It has undergone extensive durability testing from a performance and longevity perspective," he adds. "It has been subject to tens of thousands of kilometres across a variety of terrain and environments."



NAVARA INTO TOP THREE

Sales of new commercials dropped by 11.5 per cent from 3,105 in April 2024 to 2,747 last month.

Ford's Ranger topped the ladder with 674 units for a year-on-year drop of 19 per cent. The Toyota Hilux was second with 644, up by 26.5 per cent. Nissan's Navara was third on 218, up by 25.3 per cent.

There were 313 used commercials registered last month, down by 35.1 per cent. ☺

Used Commercial Sales by Make - April 2025						
MAKE	APR '25	APR '24	+/- %	APR '25 MKT SHARE	2025 YEAR TO DATE	2025 MKT SHARE
Toyota	127	263	-51.7	40.6%	688	47.6%
Nissan	67	97	-30.9	21.4%	271	18.8%
Isuzu	23	29	-20.7	7.3%	85	5.9%
Hino	22	17	29.4	7.0%	89	6.2%
Mitsubishi	17	16	6.3	5.4%	71	4.9%
Ford	15	16	-6.3	4.8%	68	4.7%
Daihatsu	8	5	60.0	2.6%	17	1.2%
Suzuki	4	6	-33.3	1.3%	23	1.6%
Volkswagen	4	1	300.0	1.3%	12	0.8%
LDV	3	0	300.0	1.0%	6	0.4%
UD Trucks	3	4	-25.0	1.0%	5	0.3%
DAF	2	0	200.0	0.6%	3	0.2%
Fuso	2	0	200.0	0.6%	5	0.3%
GMC	2	0	200.0	0.6%	3	0.2%
Holden	2	3	-33.3	0.6%	9	0.6%
Iveco	2	1	100.0	0.6%	8	0.6%
Mazda	2	8	-75.0	0.6%	12	0.8%
Mercedes-Benz	2	2	0.0	0.6%	12	0.8%
Chevrolet	1	4	-75.0	0.3%	17	1.2%
Dodge	1	1	0.0	0.3%	7	0.5%
Others	4	9	-55.6	1.3%	34	2.4%
Total	313	482	-35.1	100.0%	1,445	100.0%

Used Commercial Sales by Model - April 2025							
MAKE	MODEL	APR '25	APR '24	+/- %	APR '25 MKT SHARE	2025 YEAR TO DATE	2025 MKT SHARE
Toyota	Hiace	91	200	-54.5	29.1%	520	36.0%
Nissan	NV350	24	66	-63.6	7.7%	111	7.7%
Hino	Dutro	17	14	21.4	5.4%	65	4.5%
Nissan	NV200	17	10	70.0	5.4%	66	4.6%
Isuzu	Elf	16	21	-23.8	5.1%	54	3.7%
Fuso	Canter	13	11	18.2	4.2%	49	3.4%
Toyota	Dyna	12	18	-33.3	3.8%	55	3.8%
Nissan	Caravan	10	14	-28.6	3.2%	49	3.4%
Ford	Ranger	9	5	80.0	2.9%	22	1.5%
Toyota	Toyoace	9	6	50.0	2.9%	38	2.6%
Daihatsu	Hijet	8	5	60.0	2.6%	17	1.2%
Nissan	Atlas	7	2	250.0	2.2%	15	1.0%
Toyota	Hilux	7	2	250.0	2.2%	23	1.6%
Toyota	Regius	7	30	-76.7	2.2%	34	2.4%
Nissan	Vanette	5	2	150.0	1.6%	16	1.1%
Isuzu	Forward	4	7	-42.9	1.3%	18	1.2%
Suzuki	Carry	4	6	-33.3	1.3%	23	1.6%
Ford	Tourneo	3	3	0.0	1.0%	5	0.3%
Hino	Ranger	3	3	0.0	1.0%	19	1.3%
Isuzu	FSR	3	0	300.0	1.0%	3	0.2%
Others		44	57	-22.8	14.1%	243	16.8%
Total		313	482	-35.1	100.0%	1,445	100.0%

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Electric stoush across ditch

Stock increases

Imports of new cars in April came in at 6,369. This was up 3.1 per cent from the 6,180 recorded in the same month last year, but down by 8.5 per cent when compared to 6,962 units in March.

Registrations of 6,092 new passenger vehicles were completed last month, which was 27.6 per cent fewer than March's total and 0.3 per cent lower than the 6,110 achieved in April 2024.

The numbers have resulted in the stock of new cars still to be registered climbing by 277 to 67,532, the first increase since August last year. Daily sales, as averaged over the previous 12 months, stand at 245 units per day – down from 285 a year ago.

April's results mean stock at-hand has risen to 276 days if sales continue at the current rate. In the same month of 2024, it stood at 248 days.

A manufacturer of electric cars is lobbying Australia's federal government to stick with its targets under the new-vehicle efficiency standard (NVES) despite calls for possible revisions by an automotive industry peak body.

Polestar has spoken out after comments from Tony Weber, chief executive of the Federal Chamber of Automotive Industries (FCAI), suggesting the NVES should be revised with battery electric vehicles (BEVs) losing market share.

Scott Maynard, head of Polestar Australia, says efforts to undermine the NVES, which came into force at the start of the year, will disadvantage Australians.

He adds: "Comments from the FCAI are the latest in a campaign to water down long-overdue emissions standards that will

deliver Australians cleaner cars and lower running costs.

"The NVES was developed to lower emissions by incentivising carmakers to offer more hybrid, plug-in hybrid and battery-electric options, and we can clearly see brands rising to that challenge. By the end of the year, Australian new-car buyers will have more than 100 BEVs available to them."

Maynard says more than 85 per cent of global markets have a fuel-efficiency standard in place to deliver better health outcomes and cut ownership costs. "We must stay the course to see these benefits realised in Australia."

Polestar notes it withdrew from the FCAI in March last year claiming the latter was reluctant to support the introduction of emissions regulations for new cars that would align Australia to global standards.

This March, Weber said the industry was concerned BEV sales only had a market share of 5.9 per cent in February compared with 9.6 per cent in same month of 2024.

He added: "While the supply of BEVs has risen dramatically, consumer demand has fallen.

"We knew the supply of EVs would increase and there are now 88 models supplied to the Australian market.

"However, our grave concern has always been the rate of EV adoption and what assumptions the government had made in its modelling around demand for EVs in the NVES. This modelling remains secret.

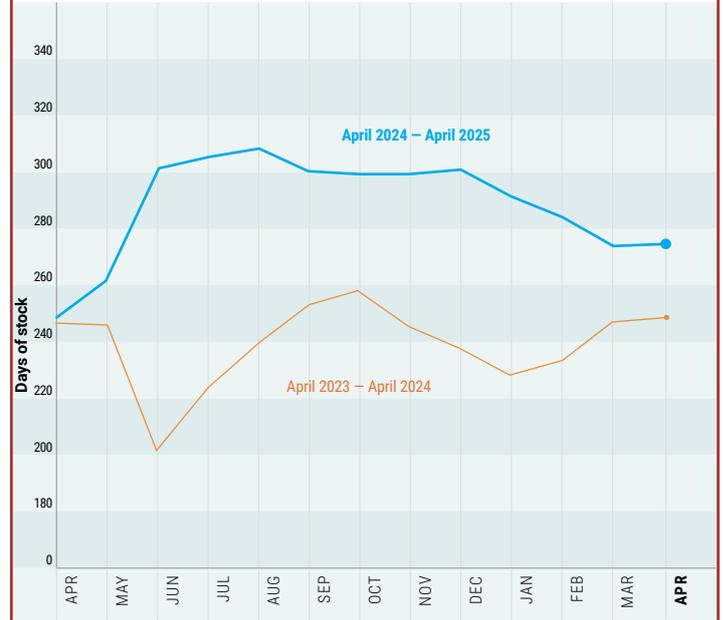
"The easy part is to set aspirational targets but without consumers demanding EVs, the NVES will not succeed.

"It is time for the government

Dealer stock of new cars in New Zealand

	CARSALES		VARIANCE	STOCK	DAILY SALES -12-MONTH AVERAGE	DAYS STOCK AT HAND
	IMPORTED	REGISTERED				
Apr '24	6,180	6,110	70	70,637	285	248
May '24	7,800	6,350	1,450	72,087	276	261
Jun '24	8,006	6,056	1,950	74,037	245	302
Jul '24	9,313	6,333	2,980	77,017	251	307
Aug '24	7,205	6,748	457	77,474	250	310
Sep '24	6,739	8,574	-1,835	75,639	251	301
Oct '24	8,331	9,489	-1,158	74,481	250	298
Nov '24	6,771	8,953	-2,182	72,299	243	297
Dec '24	6,949	7,187	-238	72,061	239	301
Jan '25	5,756	8,053	-2,297	69,764	239	292
Feb '25	5,937	6,993	-1,056	68,708	242	284
Mar '25	6,962	8,415	-1,453	67,255	245	275
Apr '25	6,369	6,092	277	67,532	245	276
Year to date	25,024	29,553				
Change on last month	-8.5%	-27.6%		0.4%		
Change on Apr 2024	3.1%	-0.3%		-4.4%		
	MORE IMPORTED	LESS SOLD		LESS STOCK		

DAYS STOCK IN NZ - NEW CARS



◀ to consider the realities faced by consumers.”

As for registrations in March, plug-in hybrids climbed by 380 per cent when compared to the same month of last year. The FCAI said this reflected the impact of the federal government removing the fringe-benefit tax exemption for these vehicles from April 1.

While overall sales of new cars across the Tasman remain strong, it has reiterated the EV transition hasn't been progressing at a pace likely to meet the long-term targets of the NEVS.

Electric vehicles accounted for 4.9 per cent of total registrations reported to the FCAI in March, compared with 9.5 per cent in the same month of 2024 and 6.8 per cent in March 2023.

Weber commented: “We are at a critical point in transitioning to a lower-emissions fleet, but the reality is clear. Australian families and businesses aren't shifting in large numbers to EVs. The early

adopters have acted, but the rest of the vehicle-buying public hasn't followed.”

TOYOTA MAKES RUGBY DEAL

Toyota NZ has become the official mobility partner of the All Blacks and Black Ferns for the next three years.

The sponsorship deal with New Zealand Rugby (NZR) extends to the Maori All Blacks, All Blacks and Black Ferns Sevens, All Blacks XV and New Zealand Under-20s.

It also means Toyota branding will appear on training jerseys and kits for all national teams, and at test matches.

“Announcing a partnership with an iconic brand like NZR is a big moment,” says Tatsuya Ishikawa, chief executive officer of Toyota NZ. “As a nation, we are united in our pride for our sports heroes and heroines.

“Our vision for Let's Go Places is about bringing everyone in on our journey to a mobility company and

moving forward together. Sport is a powerful connector. We're excited to work with NZR to engage even more meaningfully with our local communities.”

Ishikawa adds the value in supporting national teams in this way is significant for Toyota NZ, and provides chances to get involved and help engage fans across big events on the sport's calendar.

Mark Robinson, NZR's chief executive, says: “We're thrilled to be announcing a partnership with Toyota. It is a respected and well-known brand, and we are excited about what we can achieve.

“Much like rugby, Toyota is deeply embedded in the fabric of New Zealand life. The shared values and strategic alignment between us have made this a natural fit.

“Having a global partnership with an organisation of this calibre presents a significant opportunity to collaborate as we support our teams and advance New Zealand's national sport.” ☺

Imports tumble

There were 4,912 used cars imported last month, a fall of 36.5 per cent from March when 7,739 units crossed our borders.

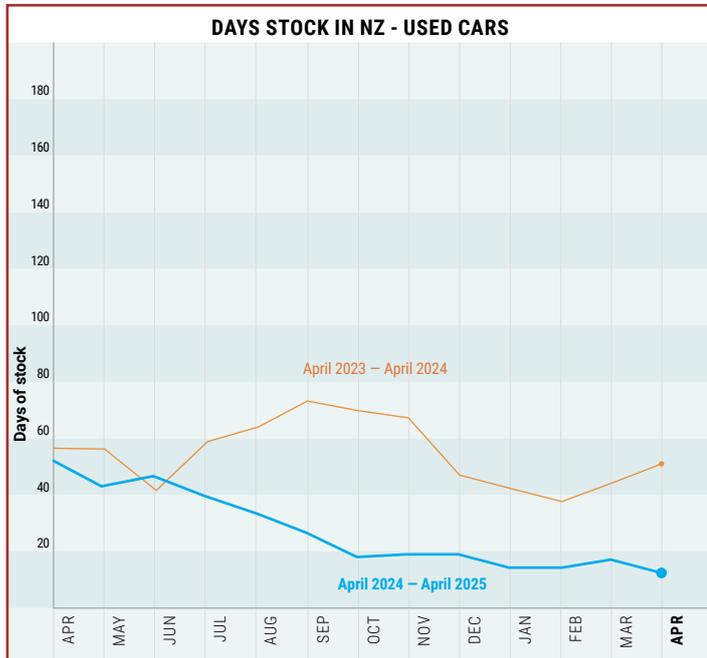
The latest figure was also down by 57.5 per cent from 11,551 in April 2024.

Some 6,441 units were registered in April, a fall of 11.4 per cent from the 7,273 units registered in March this year. The April number was also down 26.1 per cent from 8,717 in the same month of 2024.

With 1,529 fewer used cars imported than registered last month – the biggest drop since October 2024 – unregistered stock on dealers' yards or in compliance shops came to 3,120 units.

This was 81.3 per cent lower than the 16,653 units a year ago and down 32.9 per cent from 4,649 at the end of March.

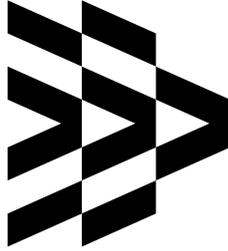
Average daily registrations for April were 247, compared to 323 a year ago, and there is 13 days' stock remaining.



	CARSALES			STOCK	DAILY SALES -12-MONTH AVERAGE	DAYS STOCK AT HAND
	IMPORTED	REGISTERED	VARIANCE			
Apr '24	11,551	8,717	2,834	16,653	323	52
May '24	6,070	8,878	-2,808	13,845	321	43
Jun '24	7,875	7,821	54	13,899	297	47
Jul '24	7,176	8,985	-1,809	12,090	303	40
Aug '24	6,156	8,174	-2,018	10,072	302	33
Sep '24	5,045	7,199	-2,154	7,918	297	27
Oct '24	4,714	7,317	-2,603	5,315	291	18
Nov '24	7,024	6,915	109	5,424	283	19
Dec '24	6,642	7,132	-490	4,934	268	18
Jan '25	6,667	7,373	-706	4,228	264	16
Feb '25	6,745	6,790	-45	4,183	258	16
Mar '25	7,739	7,273	466	4,649	254	18
Apr '25	4,912	6,441	-1,529	3,120	247	13
Year to date	26,063	27,877				
Change on last month	-36.5%	-11.4%		-32.9%		
Change on Apr 2024	-57.5%	-26.1%		-81.3%		
	LESS IMPORTED	LESS SOLD		LESS STOCK		

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