

THE AUSTRALIAN VEHICLE DEALER'S

NEWS SOURCE

# autotalk

JULY 2023

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ROBERT BARRY  
EDITOR AUTOTALK

# #DIVERSITYINAUTOMOTIVE, #WOMENINAUTOMOTIVE

Hello there,

If you happen to follow our page [www.linkedin.com/company/autotalkau/](http://www.linkedin.com/company/autotalkau/) you might have noticed of late that we're championing stories about women and diversity in the automotive sector.

**This is something that's very dear to my heart, and I feel is very important if the sector is to survive the massive changes that we face in the road to zero emissions transportation.**

As a longstanding member of the rainbow community myself, I think it's important that people can be their authentic selves when they come to the workplace.

And that regardless of race, faith, gender, sexuality, social background, everyone deserves to be treated equally with respect and courtesy and have an equal opportunity to advance in their careers.

My first experience of working in the automotive manufacturing sector at the Ford Motor Company of New Zealand in 1987 as a finance cadet for the (now defunct) alloy wheel plant was anything but pleasant for a young kid fresh out of high school trying to come to terms with his sexuality and identity.

The worst example of the passive/aggressive bullying that I experienced was the day I returned to my car after finishing work and someone had stuck a sticker on the chromed bumper which read: "Your (sic) ugly and your mother dresses you funny."

I peeled it off, and I burnt rubber out of that

carpark.

As part of the cadetship, I was meant to spend six months working in the factory after my first 12 months in the offices, and I knew that wasn't going to be at all pleasant.

None of the factory staff said anything to my face, but the derisive looks were telling.

So, I resigned from Ford New Zealand before the time came due and went to work in the hospitality and catering sector which was a much safer working environment at that time.

**Reflecting, that decision was pivotal for the next decade, but I never lost my passion for cars and the automotive industry.**

I decided that my goal was one day to become a motoring journalist and at the age of 34, after going back to tertiary education for the second time I achieved that.

More than 20 years later, I'm still writing about cars and the automotive sector.

So much work has been done in the last 30 years to make workplaces safer, healthier, and to provide equal opportunities for all.

**It's good to see corporates such as Cox Automotive supporting Pride Month in June, and it's good to see many workplaces across the globe celebrating significant events such as the Lunar New Year, Diwali, IDAHOT, Eid.**

Let's hope the journey towards a more diverse workplace continues, particularly in the automotive sector where we need as many skilled and talented people as we can muster.

Enjoy your reading this month.

Best regards,

*Robert Barry*  
EDITOR AUTOTALK



# INTERNAL PROMOTIONS AT COX AUTOMOTIVE

**C**ox Automotive Australia (CAA) has promoted **Murray Naismith** to remarketing and vehicle solutions (RVS) managing director effective July 3.

Naismith will oversee operations at Manheim auctions, and **Sellmycar.com.au**, a public-facing car buying service powered by Kelley Blue Book valuations.

He replaces **Charles Cumming**, the former RVS chief executive who spent 22 years with CAA. Naismith will report to CAA chief executive **Stephen Lester**.

**Naismith has worked for CAA since March 2018, serving as chief finance officer. In his tenure he helped improve vital financial processes and systems and led multiple acquisitions, divestments, and restructuring.**

CAA says Naismith will galvanise the RVS team members around a clear vision to ensure all parts of the business are aligned and have a clear understanding of how to work together to achieve overall success.

It says he has developed a deep operational understanding of the RVS business and the commercial factors that are key success drivers for the company.

In his more than 25 years in the automotive industry, Naismith has worked in Australia and Singapore with responsibilities for Southeast Asia.

He has worked with OEMs, distributors, and retailers in finance and operational roles, starting with Ford Australia and through the years, he has represented 10 OEMs in total.

"I'm excited to be given the opportunity to lead this amazing business and look forward to working with our customers as they seek to grow their businesses through innovation and technology solutions," Naismith says.

"With a focus on the customer experience both in person and online, we will deliver on our vision of transforming the way people buy, sell, own and use vehicles."

## LOMAX PROMOTED TO CHIEF FINANCIAL OFFICER

CAA has promoted **Jordan Lomax** as chief financial officer replacing Naismith.



MURRAY NAISMITH

Lomax joined CAA as finance general manager in July 2018, and in five years, he has built a deep understanding of the company and its financial operations.

His proven track record of strategic financial planning, effective budget management, and insightful decision-making has made a significant impact on CAA's success, Cox says.

**In his new role, Lomax will oversee all aspects of the financial operations and commercial matters. He will also report to CAA chief executive Stephen Lester.**

CAA says Lomax will provide strategic guidance and ensure the company's financial health stays robust as it continues to "navigate a dynamic and ever-changing automotive industry landscape and emerge bigger and stronger".

**Cox Automotive Australia is part of what is said to be the world's largest automotive services organisation, Cox Automotive Inc, headquartered in the United States.**

Lomax's extensive experience and comprehensive knowledge of financial best practices will play an important role in the company's continued success and growth, says CAA.

"I'm thrilled to join the Cox Automotive



JORDAN LOMAX

executive leadership team at such a pivotal time in the company's transformational journey," Lomax says.

"I look forward to helping Cox Automotive deliver on its growth ambitions and financial goals while fostering a can-do, collaborative and values-driven culture.

**"I hope to bring the commercial acumen and strategic mindset to the role and continue to work closely with the incredible finance team and talented business leaders."**





## FIVE IN A ROW FOR PURNELL JAGUAR LAND ROVER

**N**ew South Wales dealership Purnell Jaguar Land Rover has been named Metropolitan and Overall Retailer of the Year 2022/2023 by the Australian JLR distributor.

**It's the fifth time in six years that Purnell has won both ROTY awards.**

The annual retailer of the year award is presented by Jaguar Land Rover Australia (JLRA) to "recognise dealerships that embrace customer-first principles and deliver outstanding customer experiences".

Judging criteria measure sales

performance, customer satisfaction, retailer presentation, and staff training.

"We're honoured to be named retailer of the year for the fifth time in six years," says Purnell Jaguar Land Rover dealer principal **Rodney Dale**.

"This award is a testament to the hard work and dedication of our team, who are committed to providing our customers with the best possible experience."

"Purnell has a long history of excellence in customer service," says Purnell Jaguar Land Rover general manager **Aaron Gabriel**.

"We're proud to be recognised by JLRA for our commitment to providing our customers with a modern luxury experience."

**Purnell Jaguar Land Rover has been operating for more than 50 years and is known for its high level of customer service.**

"Competition for this award is always fierce," Dale says. "We're grateful to JLRA for recognising our team's efforts."

The dealership is located at 990 King Georges Road, Blakehurst, NSW 2221.  
**[www.purnellmotors.com.au](http://www.purnellmotors.com.au)**



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AutoTalk Magazine and [autotalk.com.au](http://autotalk.com.au) are published by Auto Media Group Limited.

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## CUPRA AUSTRALIA EXCEEDS 1000 ELECTRIFIED ORDERS

**C**upra Australia had taken more than 1000 orders for its electrified vehicles by late June, including 700 for its new Born battery electric vehicle (BEV).

**It also has 350 orders for its Formentor and Leon Plug-in hybrids (PHEV).**

Within 12 months of going on sale, the Spanish brand has more than 3000 orders for all its vehicles.

"A third of Cupra's orders are for our BEV or its PHEVs," says Cupra Australia director **Ben Wilks**.

"This tells us that Cupra's customers are all on-board with our blend of dynamic design and driving, whether it comes in BEV, PHEV or ICE form."

The Born, which has a possible range of more than 500km, has become Cupra's second best-selling vehicle, behind only the Formentor crossover, with which the brand launched in Australia in July 2022 alongside the

Ateca SUV and Leon hatchback.

Wilks says that though reaction to the Born has exceeded expectations, only short supply of Cupra's PHEVs had constrained sales to date.

"With 50km battery range, a Formentor or Leon VZe can be in full EV mode in daily commuting," he says. "They re-charge from a conventional socket overnight.

**"Over greater distances, or where EV chargers are still seldom seen, the Leon and Formentor VZe have a proven Euro 6 turbo petrol engine for easy open road cruising.**

"Even when the battery is run down, the VZe behaves like a more conventional hybrid, using regenerative braking to replenish battery range.

"These are genuine – not 'mild' – hybrids," he adds.

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## TWO DEALERS TIE FOR KIA NATIONAL AWARD

**K**ia Australia has announced Victorian dealers Ferntree Gully Kia and Echuca Kia as joint overall national winners of its 2022 Dealer of the Year awards.

**It's the first time that two dealers have shared the major gong, and it's the first time a rural dealer, Echuca Kia, has claimed the major prize.**

The criteria for selecting the winners included sales performance, after-sales performance, facilities, customer satisfaction, and dealer business management.

The awards, which acknowledged the significant contribution of the strong dealer network to the brand's most successful year yet were presented by the new chief executive **Damien Meredith** at Kia Australia's annual national dealer conference in May.

"The Kia Dealer Awards are a celebration of the expertise, dedication and professionalism shown by our dealer network in delivering the

highest levels of care and satisfaction to all of our customers," Meredith said.

"I'd like to thank the dealer network for the trust shown in every part of our relationship.

"Last year was our most successful year together, and the strong bond we've fostered with our network through the years became even closer."

Accepting the award on behalf of the Ferntree Gully Kia team, managing director **Cameron Doidge** said the dealership is honoured to be awarded Kia Dealer of the Year for 2022, making this its fourth win in 10 years.

"The dedication and commitment of our staff and our fantastic customer base is what drives us to excel every year," Doidge said.

Echuca Kia dealer principal **Duane Johns** said the business is extremely honoured to receive the award, which couldn't have happened without the dedication of staff members and

the support of the Echuca-Moama community.

"To be the only rural dealer yet in Kia's history to receive the national award is quite an achievement," Johns said.

### THE 2022 KIA DEALER OF THE YEAR WINNERS ARE:

National DOTY Winner (**Tied: Ferntree Gully Kia & Echuca Kia, VIC**).

Western Region DOTY (**Morley Kia, WA**).  
Central Region DOTY (**Wayne Phillis Kia, SA**).

Northern Region DOTY (**Brendale Kia, QLD**).

Eastern Region DOTY (**Paul Wakeling Kia, NSW**).

Southern Region DOTY (**Tied: Ferntree Gully Kia and Echuca Kia, VIC**).

Top Sales DOTY (**Motorama Kia Moorooka, QLD**).

Top Aftersales Operations DOTY (**Mandurah Kia, QLD**).

# ADELAIDE TECHNICIAN WINS SUBARU GLOBAL COMPETITION

**A**delaide technician **Richard Fergusson** who works for Eblen Subaru Glenelg has won the highly competitive Subaru World Technician competition.

**Held in Tokyo, Japan, the event brought together top Subaru technicians from around the globe, each vying for the title by showcasing their automotive skill and expertise.**

The Subaru World Technician Competition, organised by Subaru Corporation in Japan, is held every two years.

After a four-year hiatus because of the COVID pandemic, the eighth edition of the competition took place on June 28, attracting 12 participants from 12 different countries, including Australia.

Subaru Australia says Fergusson showcased unparalleled diagnostic skills and mechanical prowess throughout the demanding competition.

With rigorous challenges and strict time constraints, participants faced immense pressure while diagnosing complex electrical and mechanical issues.

Fergusson's expertise, coupled with his

ability to perform under demanding circumstances, propelled him to victory.

"Competing in the Subaru World Technician Competition was an incredible experience," he said after the win.

"The level of competition was exceptionally high, and I'm truly honoured to have emerged as the winner.

"It's a privilege to represent Australia and showcase our automotive excellence on the global stage," he says.

Subaru Australia's managing director **Blair Read** said "Richard's victory at the Subaru World Technician Competition is a testament to his exceptional skill and dedication to his craft."

"He exemplifies the highest standards of excellence within the Subaru technician community, and we're immensely proud of his accomplishments.

**"Richard's success highlights the expertise and talent that exists within the Australian automotive industry."**



## Driving Customer Retention and Efficiency in your Service Department

*Watch the Xtime Masterclass to learn:*

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Head of Dealer Partnerships, Xtime

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# RECORD DEALER TURNOUT FOR AADA CONVENTION

**A** record turnout of dealers has been confirmed for the Australian Automotive Dealers Association (AADA) Convention and Expo at the International Convention Centre in Sydney's Darling Harbour.

**The annual expo offers two days of dealer and industry discussion, as well as an expo featuring dealer services and products from floor pan products to power washers.**

This year's theme is 'the road ahead', and AADA executive director **James Voortman** says while 'change' is an often quoted theme, it feels like now is really the time it is happening in the auto retail trade.

"It is a message we keep hearing, that the auto industry is on the edge of change," Voortman said in his opening speech. "I really feel we are living that change."

He broke those changes up into three areas – electrification, intensification of competition and regulation.

**"If you scratch beneath the surface there a number of trends we need to take not off as an industry as they are going to have consequences," Voortman said.**

The first issue is electrification, with Voortman noting that Australia may have been seen as laggards in the past, but that is no longer the case.

"There really has been steep growth

into Australians buy-in to electrification in the last 12 months," he noted, explaining electric has gone from 2% of the market to 7% of the market, and hybrid close to 15%.

He notes there are the dedicated EV brands like Tesla, Polestar and BYD, but more interesting are those that have come from a traditional background.

"There are other brands who are skewing their model line up to go electric, the most striking of those is Volvo."

**"There are questions, when will we see affordable electric vehicles, and not just small electric vehicles. The utes, SUVs, that people like to buy."**

He notes the government's moves on a fuel economy standard fall in this area as well.

"We are going to see the detail of that in coming months. That is going to see manufacturers bring down their emissions... and they will do that by adding electric vehicles to their range."

On intensification of competition, Voortman notes there are a number of new entrants coming into the market – some off the back of electrification, and many Chinese – and they are bringing an interesting dynamic with them.

"We have now got a number of new entrants into this market, what does that mean for dealers," Voortman said.

"You can ask Holden and Honda dealers

about that. They are very thankful for these new entrants."

He notes they have a preference for the franchise model, likely more appealing to dealers.

**But it may not be all good news. With additional brands comes additional competition.**

"What happens when we have an already competitive market, with these additional players wanting a piece of the pie," he said. "Could reduced market share see brands exit or rationalise networks."

Lastly, regulation is always going to be a big topic for the dealer association, and things only appear to be heating up.

There are ongoing emissions regulations expected, developments in consumer law and more.

**Interestingly, Voortman noted state governments, emboldened by COVID, that are showing a willingness to step in to the automotive trade.**

"We see state governments levying luxury cars at a state level," he notes. There is a proposal in Queensland that only electricians will be allowed to work on electric vehicles."

**"The AADA is working hard to cover all these issues, but the best defence to all these issues covered today are our members."**





# AUSTRALIAN MOTORS OPENS ADELAIDE MAHINDRA DEALERSHIP

**A**ustralian Motors has opened a new Mahindra dealership on Goodwood Road in Wayville, Adelaide.

**It is the Indian brand's 50th dealership to open in Australia.**

The new premises was opened officially by Mahindra and Mahindra automotive division chief executive **Veejay Ram Nakra** on June 15.

Dealer principal **Dylan Nunn** believes the Adelaide market will fall in love with the new Mahindra SUV range.

**"Once potential buyers get behind the wheel, they'll appreciate the high-tech and luxury inclusions that these cars deliver at an affordable price," he says.**

Mahindra Australia national sales manager **Russell Thiele** welcomed Nunn and his Australian Motors Wayville dealership to the expanding Mahindra network.

"We are excited to welcome Australian Motors on board," he says.

"Australian Motors opened its first franchise in 1952. To survive in this industry, for that long, you must be doing a lot of things right.

"Australian Motors, like Mahindra, values honesty, integrity, and quality, and that's why this will be a great long-term partnership."

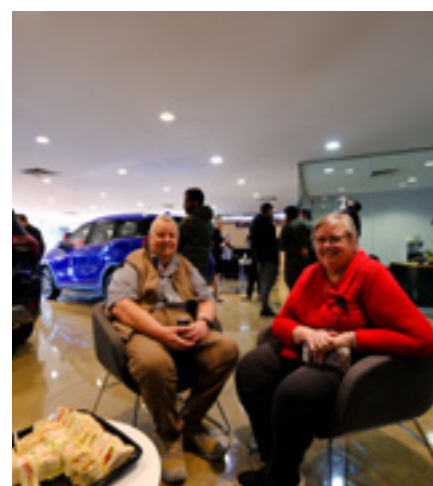


The announcement follows Mahindra's release of two new SUVs in Australia.

**In April, it launched the diesel 4WD Scorpio SUV, and recently unveiled its upmarket XUV 700 SUV with digital technology and luxurious interiors.**

"Mahindra and Mahindra sees Australia as an integral part of our growth plans," Nakra says.

"These new SUVs will very much appeal to sophisticated metro customers who expect to experience a five-star driving experience."



# CAR SUBSCRIPTION MARKS FIVE YEARS IN AUSTRALIA

**C**arbar, Australia's longest-established car subscription provider is marking its fifth anniversary.

**Carbar launched car subscription in Australia in July 2018, bringing the long-running subscription movement to the local auto industry.**

Since then, several companies and auto industry players have moved to offer car subscriptions here.

"Being the first to market saw us debunk a lot of expectations and myths around car subscription," says Carbar chief executive and co-founder **Des Hang**.

**"Carbar was initially billed as the 'Netflix of Cars', with the idea that our customers would swap cars as they pleased.**

"This wasn't the case. Many of our customers grew attached to one car and stuck with it for the majority of their subscription.

"What we learned is that it was never an instance of buy or subscribe. Our customers wanted to engage with us on both, and in some instances move from an initial subscription to owning the car.

"We're now helping our customers make the best financial decision for them, and offering enough flexibility to cater to it," he says.

Business owner **Luke Barcham**

subscribed to a Ford Ranger in 2019 for his business and is now replacing his entire Ballina Professional Cleaning fleet with subscription cars.

"Having all car-related expenses off my balance sheet and in one payment makes it much easier to manage as a business," he says.

**"It also allows me to scale my fleet more easily with the growth of the business. It's why I'm working to convert our entire fleet to subscription.**

"The support services that are also bundled in with the subscription have also been excellent," Barcham says.

"It means I can spend less time worrying about how I'm getting to a job, and more time focusing on growing the business."

Melbourne's **Sean Madangure** subscribed to an Audi RS3 in 2021, and after over a year of driving the Audi bought it off Carbar, financing the vehicle through the company's partnership with CarClairty.

**"Carbar is a practical service that basically meant I was able to test drive my car for over a year before buying it," he says.**

"There are few services that allow you to form a connection with a vehicle before moving to purchase it."

Sydney HR professional **Rob Feltrin** subscribed to Carbar months after the

business launched car subscription in Sydney in 2019.

**He went on to swap his car every six to eight months, trying out a myriad of vehicles under subscription.**

"I've always been fascinated with the subscription model," Feltrin says. "You don't realise how much you can end up saving on additional vehicle services by having them bundled into one payment.

"While it's not the most economical way of doing things, swapping every few months allowed me to try out a wide cross section of cars and drive vehicles that I never would have considered in the past."

## MOST POPULAR CARS ON SUBSCRIPTION

Working with technology platform, Loopit, Carbar has used its Vehicle Subscription Utilisation Index to determine the most popular cars that Australians subscribe to.

**Carbar's most popular ICE and EV cars were the Hyundai i30 and the Tesla Model 3 and Loopit's most popular ICE and EV models were the MG3 and the Polestar 2.**

"Revealing Loopit's data, as well as our own, presents a more holistic view of the subscription trend in Australia," Hang says.

"Each provider offers different stock, so the results will vary depending on who you talk to.

"For us, the results mirror what we see in car sales: Tesla and Hyundai are both popular brands in Australia, and we've seen a ready uptake of both vehicles under subscription."

Loopit co-founder and managing director **Michael Higgins** says insights gleaned from the Vehicle Subscription Utilisation Index are "instrumental in further propelling this trend, allowing us to understand and cater to evolving consumer preferences.

**"As we celebrate the five-year milestone of car subscriptions in Australia, we look forward to continuing to drive innovation and setting new benchmarks in the international automotive landscape."**



DES HANG



# XTIME MAKES FIXED OPERATIONS HUM

**I**t's an established maxim that you pay less to keep a customer than you do to find one.

**That's why car companies and dealers place such a high priority on service retention.**

By offering smooth and predictable experiences for customers, underpinned by the best resource management tools operating internally, organisations can ensure their fixed operations yield strong ongoing revenue to rely on in challenging times.

After all, daily discussions with dealer groups and carmakers alike suggest headwinds are only becoming more dramatic.

It's hard to find technicians, and it's tough to maximise the use of bays, not to mention all the challenges inherent to EVs and new OEM retail strategies.

**Forward-thinking dealers build trust and maximise finite service capacities simultaneously – by ensuring their techs are neither overburdened nor under-utilised – making them indispensable to their communities and OEM partners.**

In the near-term future, they can start to get their heads around the possibilities inherent in artificial intelligence (AI), which for example, is peerless when it comes to sifting through your customer database to find lost opportunities and reconnect with former customers.

A recent Cox Automotive survey of around 500 dealers in the United States found that most dealers there were not as advanced in digital capabilities for their fixed operations as compared to their variable operations. Ask yourself, do you fit this mould as well?

Yet another way to ensure you have the smoothest operation is to use backend software that improves your productivity at a glance and makes life easier for your staff at the same time – integrated into whichever dealer management system (DMS) you already use.

**Enter Xtime, a Cox Automotive service experience platform designed to help you balance your workshop mix, improve your throughput, maximise resource efficiencies, and ultimately increase the percentage of return customers coming back to your service centre.**

Because that's ultimately what this is an investment into.

Xtime is a platform that enables your service team with the right tools to increase service retention whilst delivering an outstanding ownership experience to your customers. Its modular digital dashboard can be configured in myriad ways and integrated into the overwhelming majority of DMS platforms in Australia.

More than 140,000 dealer service

bookings are made through the platform every month.

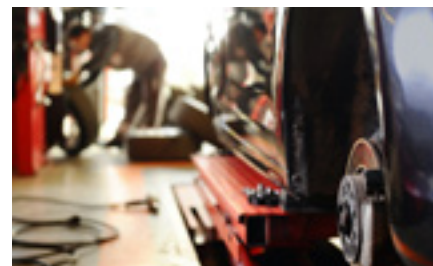
Dealers who subscribe to Xtime have access to their own personal concierge to help maximise its strengths in the context of your specific business.

To demonstrate this, the Xtime team hosted a masterclass, which demonstrated the potential uses of their proprietary software.

**The masterclass details ways the Xtime platform helps your staff efficiently book and track active jobs and improve resource utilisation across fixed operations.**

Each customer occupies a time-stamped tile, with the system keeping tabs on daily capacities across teams.

You can expect to learn ways to maximise retail and diagnostic hours based on technician skill sets, flesh out your future appointments by making the best use of what you have and offering more express



services to improve customer satisfaction and throughput at the same time.

Ultimately, the best service managers and dealer principals offer the best-returning customer experiences, and the best customer experiences come from the right behind-the-scenes support.

**Time is a precious commodity, and Xtime gives you the tools to get more cars through the service lane in less time. Stream the hour-long Xtime Masterclass.**



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STUART MACKAY(LEFT), MARK WELLS(RIGHT)

## CARMONEY SIGNS ITS FIRST CAR DEALERSHIP IN PERTH

**C**arMoney which launched its first international branch in Perth, Western Australia, in April has signed up its first Australian automotive dealership.

Through [www.CarMoney.net.au](http://www.CarMoney.net.au), the finance provider has joined with Wangara's Meerkat Motors.

**The new partnership will introduce a "user-friendly and simplified model of car financing to Australia".**

It's part of the Peter Vardy Group's international expansion plans in which it will trade as Peter Vardy Global.

The Peter Vardy Group is a family run business which currently operates eight CARZ supermarkets across Scotland selling Jaguar, Land Rover, Porsche, BMW, and Mini from six sites. The Peter Vardy Mobility division offers rental and leasing options to businesses and consumers.

Former Vardy Group employee **Stuart Mackay**, the chief executive of CarMoney Oceania Pty Limited, engineered the deal with Meerkat Motors managing director **Mark Wells** who was also with the Vardy Group in

Britain.

"We're delighted to have been able to attract a business of the calibre of Meerkat Motors after such a short space of time operating in what, for us, is a quite new business environment," Mackay says.

"As experienced car dealers, we understand the importance of providing fast, personalised customer service for both our dealer partners and their customers.

**"Securing the best rate and repayment approval quickly for end users, to enable them to collect their new vehicle as soon as possible, lets our dealers receive great online reviews and referrals."**

They turn their stock quicker and receive their referral commissions faster which improves their cashflow and their business overall, MacKay says.

"We were very enthusiastic about CarMoney from the start," Wells says. "It has a terrific reputation for customer service and industry expertise and it's great to see it expanding into Australia, which can only be good for Australian

car buyers.

"We're very excited that it will provide us with virtual business manager services, offering finance and insurance facilities to all customers.

**"It'll also provide fast approvals allied to world-class customer service, along with the best rates and repayments available from CarMoney's panel of over 30 lenders and assist in securing many five star reviews," he says.**

The launch of CarMoney in Australia coincided with the 100th year of the Vardy family trading in the British automotive industry and comes as the company experiences a 200% annual rise in car sales.

CarMoney has funded nearly 20,000 vehicles and secured 1.2 billion pounds in deal funding in the last 12 months.

It works with around 700 car dealerships and established car sales platforms, including Autotrader, **Motors.co.uk**, Gumtree, Experian, and Codeweavers.



## BMW LAUNCHES UNIQUE AFTERSALES INITIATIVE

**B**MW Group Australia is launching a new aftersales program called Proactive Care.

**The program anticipates customers' needs by connecting them automatically and proactively with the entire BMW Service world. The driver doesn't have to take any action.**

The program caters to all powertrain offerings, including the latest electrified models, whose service requirements differ from their conventionally-powered stablemates.

Proactive Care recognises that distinction and ensures that the unique needs of electrified models are met.

BMW Group Australia customer support general manager **Brett Hocking** says Proactive Care further improves the company's customer service using the latest technology.

**"The launch of Proactive Care significantly advances our aftersales commitment to enhance the experience we provide to our customers, using real-time data and proactive, multi-platform communication," Hocking says.**

"With Proactive Care, we take existing offerings such as Condition Based Servicing, which revolutionised traditional service intervals, and elevates them to a new level.

"Through this program, we go beyond information delivery and take a proactive approach to provide drivers



with critical information about the operational aspects of their vehicle and possibly even correct an issue remotely before they're even aware of it," he says.

If a warning message appears on the instrument display, support is available. Vehicle sensors detect any functional irregularities early and transmit the data directly – in real time – to BMW for analysis and processing. Depending on the urgency, BMW Service experts will contact the driver via the My BMW app, send a follow up message for display on the instrument display, or provide an update by email. Phone contact is also established rapidly if the matter is urgent.

If a problem can be solved remotely

with a Remote Software Update (RSU), the system will complete the necessary action so the journey can be completed safely.

BMW provides the driver with immediate support during the process and can make an appointment with the driver's preferred BMW Service partner if necessary.

That can include transmitting data for early workshop preparation and parts ordering so that repairs can be carried out more efficiently.

**Proactive Care is standard for all owners who have an active BMW ConnectedDrive contract and when the appropriate functions are enabled in the vehicle.**



# JULY 1 RULE CHANGE BOOSTS NZ CAR SALES

BY ROBERT BARRY

**C**hanges to the New Zealand Government's Clean Car Standard legislation on July 1, saw mammoth new vehicle registrations in June.

**The changes will mean a smaller rebate for battery electric vehicles of just over \$7000, while most hybrid vehicles will no longer receive a rebate.**

Most ICE cars will now be charged a Clean Car fee if their CO<sub>2</sub> emissions are 150g/km or above.

New vehicle distributors' group the Motor Industry Association of New Zealand says registrations of 23,560 make June the biggest new vehicle sales month yet.

The Toyota **HiLux** bested the Ford **Ranger** to become June's best-selling vehicle overall.

The result was 95.5% higher than June 2022 and 2556 units higher than the previous biggest month, March 2022 (21,004 registrations).

The Clean Car Policy change was the cause both times, says MIA chief executive **Aimee Wiley**.

"In March 2022, people rushed to register vehicles to avoid the introduction of Clean Car Discount fees and we can see this repeated in June 2023, to avoid increasing fees or reducing rebates from July 1 onwards."

Of the 23,560 June registrations, passenger vehicles accounted for 17,299

and commercial vehicles 6261.

**Passenger registrations of 17,299 are the highest month yet, 97.5% higher than the monthly average year to date, 80.9% higher than June 2022 and 45.7% (5,425 units) higher than the previous record month for passenger sales (September 2021 at 11,874 units).**

On a year-to-date (YTD) basis, passenger vehicles are up 8.3% (4680 units).

The 6261 commercial vehicle registrations are the second biggest month yet, 76.2% higher than the average monthly registrations year to date (3553 average units per month) and up 151.9% (3775 units) compared to June 2022.

Although a standout month for the commercial segment, June fell well short (3561 units) of the previous record month of March 2022 (9822 units).

On a total year-to-date basis, in spite of the June 2023 result, commercial vehicles remain down 6.5% (1674 units) because of the impact of the Clean Car Discount fees on light commercial vehicles.

## MARKET LEADERS IN JUNE

**Toyota** retained the overall market lead in June with 22.7% market share (5343 units), followed by **Mitsubishi** with 12.3% (2903) and **Kia** with 8.2% (1927).

## BEVS, PHEVS AND HYBRIDS

The 2599 light passenger vehicle BEV registrations were up 91% on average monthly YTD.

And 23 light commercial and 21 heavy commercial vehicle BEVs were registered in June.

The top electric models were the Tesla **Model Y** (765 units), BYD **Atto 3** (440) followed by the MG **ZS** (260).

BEVs made up 15% of the light passenger segment in June.

PHEV registrations in June were up 148% on average monthly YTD. The top-selling BEVs were the Mitsubishi **Eclipse Cross** (498 units) followed by the Mitsubishi **Outlander** (257) and the Kia **Niro** (135).

PHEVs made up 7.6% of the light passenger segment in June.

Registrations of hybrids (HEVs) were 4279 for June (up 111% on average monthly YTD).

The top models were the Toyota **RAV4** (983 units), followed by the Toyota **C-HR** (261) and the Kia **Niro** (246).

Hybrids made up 24.7% of the light passenger segment in June.

## SUV AND PASSENGER VEHICLE SALES

**Toyota** led passenger and SUV registrations in June with 18.4% market share (3187 units) followed by **Kia** with 11.1% (1927), and **Mitsubishi** with 10.9% market share (1892).

The top selling passenger and SUV models for the month were the Toyota **RAV4** (1496 units) followed by the Tesla **Model Y** (765) and the MG **ZS** (624).

## COMMERCIAL VEHICLE SALES

In June, **Toyota** led the LCV market with 34.4% share (2156 units) followed by **Ford** with 18% (1128) and **Mitsubishi** with 16.1% (1011).

The top models in June were the Toyota **HiLux** (1703 units), followed by the Mitsubishi **Triton** (1011) and Ford **Ranger** (975).

## SEGMENTATION

The top segments were SUV medium (26% share), SUV compact (23%), followed by Pick Up/Chassis 4x4 with 15%.

The small to medium segments comprised 60% of the total market.







## AUSTRALIAN KIA SERVICE ADVISOR WINS BRONZE MEDAL

**M**otorama Kia Moorooka service advisor **Christine Dicker** placed third at the sixth biennial Kia Service Advisor world competition, bringing a bronze medal home and adding to Australia's legacy.

**Dicker earned her place in the global event after winning the local finals where she beat five other Kia service advisors to be the Australian champion.**

She travelled to Seoul, South Korea in late June to compete in the final alongside 44 other finalists from 42 nations. Consisting of a written test and multiple practical tests, the final round aimed to evaluate the contestants' capabilities in customer-facing scenarios and their knowledge of on-site responses.

"I'm so proud and thankful for the opportunity to represent my country, my dealership, and myself at this level," Dicker said after winning the bronze medal.

"This is an achievement I will never forget. I will take home the skills I have refined and share them with our team so that our customers get the best experience we can deliver".



**Held biannually in Seoul, the Kia Service Advisor World Competition returned after a four-year pandemic-imposed hiatus.**

Dicker's bronze was Australia's fourth podium finish, following bronze in 2013 and a dual silver and bronze in 2019.

"To have achieved four podium finishes in six years is a clear testament to the

talent of our Service Advisors and the comprehensive training programs KAU has implemented through the years," says Kia Australia chief executive **Damien Meredith.**

"Christine should be incredibly proud of her achievements both in Korea and at home in Australia."



# PARTS AND SERVICE SUPPORT REMAINS A PRIORITY FOR ISUZU

**I**suзу Australia Limited (IAL) says it's well-prepared to meet surging requirements for parts and aftersales support from a growing new truck market and one which will see battery electric commercial vehicles arrive in the next two years.

**Last year, IAL sold 13,360 trucks, setting a record in its 34th consecutive year of truck sales leadership.**

This year Isuzu sales increased a further 22% (983 units) to the end of May.

The brand says its 15,000 square metre national parts distribution centre—housed within the IAL head office at Truganina—is key to aftersales support for new and existing customers.

Now in its fifth year of operation, the site also incorporates the Isuzu Power Solutions operations and development centre, and IAL administration, sales, engineering, and services.

## SHIPPING FAR AND WIDE

The IAL parts distribution centre ships more than 16,000 items daily to dealers by air, rail, road and sea throughout the South Pacific. This requires around 50 staff on rotating shifts from 5am to 10 pm each day.

**IAL receives and processes an average of 450, 40-foot shipping containers every year—a number that's growing with local truck and Power Solutions sales.**

"We pick an average of 3000 lines of stock every day, which equates to over 600,000 every year," says IAL parts

warehouse manager **Leanne Peterson.**

"From that number, more 70,000 consignments are shipped-out every year... It's critical that we move efficiently at this end of the supply chain so our customers can get out on the road again as quickly as possible.

"The Isuzu dealer network is digitally connected to the national parts distribution centre which ensures access to view all national parts inventory, including peer dealers, maximising the dealer's ability to provide the best customer service possible.

**"We hold about seven million items in this warehouse at any one time, which includes the smallest electrical components right up to replacement cabs, engines, and transmissions.**

"Our calculations tell us that we pick, pack and ship around 7.5 million kilograms of parts every year," Peterson says.

IAL says the next 24 months are set to be an interesting period in Australia with the competing forces of high-volume sales, lingering supply chain issues, and the manufacture of new battery electric technology.

Currently, Isuzu is designing an all-new model line-up, including its first EV platform which is expected to land in Australia by 2025.

## MEETING EVERY NEED

At any one time, IAL's national parts distribution centre holds about 35,000

lines of stock, distributing them to more than 100 locations in Oceania.

**Isuzu Trucks offers parts and componentry under three key product ranges: genuine parts, Isuzu approved parts, and its second-tier best value parts or BVP range.**

"Our genuine parts range is developed and manufactured to stringent Isuzu quality standards and testing, which ensures maximum productivity and a high level of performance for our customer's trucks," says national parts sales manager **Joel Gledhill.**

"This also assists them to optimise the future re-sale value for those vehicles where genuine Isuzu parts are used.

"Our approved parts range includes brands such as Meritor, Fleetguard, Eaton, Hendrickson and Allison...

"This ensures the ongoing reliability of an Isuzu vehicle and in many cases the parts can also fit other brands of trucks, which is beneficial for those dealerships and affiliated service centres who service a range of different truck brands," he says.

**Isuzu's BVP range comprises a comprehensive selection of service parts to suit older model Isuzus. Included are starter motors, alternators, drive belts, brake components, clutch components, and filters.**





# AUTOCARE 2023 A RESOUNDING SUCCESS

**T**he Australian Automotive Aftermarket Association says Autocare 2023 was a resounding success and delivered on its promise of being the sector's largest educational event.

**Incorporating a trade show and networking opportunities, Autocare ran on June 9 and 10, and drew thousands of technicians, apprentices and workshop managers to the Brisbane convention and exhibition centre.**

"Autocare has been a resounding success," says AAAA chief executive Stuart Charity.

"We brought together the best trainers, developed a program of in-demand topics and built a trade show with Australia's best brands

"The event played an important role to foster the future of our most valuable resource, our people.

"There was a positive atmosphere, and it was so great to see everyone come together and celebrate our industry.

**"Our delegates will take their learning from Autocare and apply that to their own business, and their work servicing and repairing vehicles, and arm them with the knowledge to be prepared for the future," he says.**

The Workshop Management sessions sponsored by Repco Authorised Service gave attendees the latest information and advice to increase workshop efficiency, sustainability, and profitability.

Sessions covered the future of the



aftermarket, the race to find and keep top talent, emerging vehicle technology, relationship building, customer service excellence, digital marketing, cyber-security, mastering difficult conversations, business planning, and environmental sustainability.

American diagnostics expert **Brandon Steckler** headlined a list of Australia's best trainers for the comprehensive Technical Training program.

The sessions gave technicians new techniques to diagnose, service, and repair the latest vehicles, and prepared them for the EV future.

Topics included hybrid and EV servicing, Pass Thru technology, EV safety, high-voltage battery management, oscilloscopes, EGR systems, fuel injection systems, exhaust aftertreatment, and diesel specific

diagnostics.

The Autocare Trade Show complemented the training programs. Visitors inspected the latest tools, technology, equipment, and services, showcased by 100 brands.

Training Stage sessions provided trade show visitors with topics related to workshop management and technical training.

Networking included daily lunches and on Friday night the Networking Event offered another opportunity to gain new contacts and do business.

**A new initiative for 2023 was the inaugural National Light Vehicle Modification Summit. It was sold out and attracted vehicle modifiers from across the country, who came together to collaborate and influence national vehicle standards.**





# BANDAG RETREADS GET CIRCULAR ECONOMY RECOGNITION

**T**yre Stewardship Australia (TSA) has recognised truck tyre retreader Bandag as a Circular Economy Collaborator that uses processes that drive sustainable outcomes for used tyres.

**Bandag extends tyres' lives, contributing to TSA's vision of a circular economy for end-of-life tyres and tyre recovery.**

TSA says Bandag's retreaded tyres reduce the need for raw materials by extending the life of a tyre and use valuable material from end-of-life tyres and rubber waste to create new treads.

The Circular Economy Collaborator program was launched in April last year.

It recognises organisations using valuable resources from end-of-life tyres in new products, boosting new and emerging markets, creating new jobs, and expanding increased local consumption of tyre byproducts.

**Bandag is Bridgestone's truck tyre tread manufacturing and retread business and has been manufacturing pre-cured tread (PCT) locally for 60 years.**

As Australia's only PCT producer, Bandag

provides Australian, New Zealand and international retread factories with a way to re-use worn truck tyres.

It says that strengthens Australia's circular economy of tyres by reducing significantly the number of end-of-life tyres from the truck and bus sectors.

"Tyre Stewardship Australia is proud to acknowledge Bandag as a Circular Economy Collaborator," says TSA chief executive **Lina Goodman**.

"Through advanced manufacturing, Bandag recaptures the value from used tyres, increasing their working life again and again.

**"The retread process Bandag provides here in Australia truly epitomises the essence of a circular economy."**

Bandag's retreading process uses significantly less rubber, oil, and energy than manufacturing a new tyre, making it a more sustainable choice for fleet operators, says Bridgestone Australia and New Zealand.

The process can also be used to make tyre byproducts like rubber flooring.

Bridgestone Australia and New Zealand managing director **Heath Barclay** says the TSA certification is further validation of the benefits of Bandag retreads.

"Bandag's certification as a Circular Economy Collaborator is another demonstration of how Bandag supports a more sustainable industry and highlights the significant positive impact of locally made retreads.

"Our Bandag retreads offer both economic and social value to our customers, and the recognition as a Circular Economy Collaborator is a demonstration of the positive contribution that this product makes towards a circular economy."

TSA's Circular Economy Collaborator program champions organisations that contribute to a circular economy, keeping tyre-derived products and materials circulating in the economy for as long as possible and reducing reliance on raw materials.

As part of the company's global mid-long term business strategy, Bridgestone says it's evolving into a sustainable solutions company, placing its Bridgestone E8 Commitment at the core of its operations.

**Bandag is a key example of how it applies the E8 Commitment values of energy, efficiency, economy, and extension, Bridgestone says.**



# CAPRICORN ANNOUNCES TOP FIVE RISING STAR FINALISTS

**T**he finalists for Capricorn's Rising Stars apprentice of the year award have been announced.

In its sixth year running, the Capricorn Cooperative received more than 550 nominations from automotive businesses in Australia and New Zealand.

It says the high calibre of entries received in 2023 is a testament to the ongoing value and importance of apprentices.

By recognising the contribution of automotive apprentices, Capricorn says it aims to help build a more sustainable industry and forge deeper relations with young repairers and workshops.

The five finalists are: **Tyler Rees** – Rees Automotive Repairs Pty Ltd NSW, **Jaidyn Seng** – Paramount Automotive Performance QLD, **Chelsea Bowers** – John Edwards Automotive QLD, **Matilda Gook** – APS Mech Pty Ltd QLD, and **Joshua Will** – Tatiara Truck & Trailers Pty Ltd SA.

Capricorn Automotive chief executive **Brad Gannon** says the awards showcase the talent and diversity of automotive aftermarket apprentices from panel and fabrication to auto electrical, heavy diesel, and general mechanical.

"The level of passion these rising stars exhibit is remarkable," he says. "It's amazing to see how dedicated they are to achieving excellence, making us confident that the future of the industry is in extraordinarily capable



hands."

**Gannon says members who nominated their apprentices show their dedication to recognising future talent and that's invaluable.**

Paramount Automotive Performance says **Jaidyn Seng** is the "most switched-on and motivated apprentice we've ever had.

"On top of doing his apprenticeship, he's also studying engineering at university and strives to learn as much as he can every day."

Rees Automotive Repairs says **Tyler Rees** "demonstrates a maturity well beyond his age. He approaches each job with a growth mindset regardless of whether he's completing a standard service or attempting a much more complex task".

The top five finalists received a \$1000

Repco voucher, \$1000 cash from Castrol and tickets to two Repco masterclasses while the top five workshops received a 12-month Repco Autopedia subscription.

The overall winner will receive \$5000 in prize money from Castrol and a Capricorn Rising Stars trophy. The winner's workshop will also receive complimentary enrolment in the Workshop Whisperer's Service Advisor Pro online program.

The five finalists will now compete for the title of 2023 Capricorn Rising Star, which will be announced in August.

**Capricorn says long-term sponsors Castrol, Repco and the Workshop Whisperer make the Rising Stars Apprentice of the Year competition possible.**



# SPIRIT SUPER TO MERGE WITH CARESUPER

**T**he Motor Trades Association of Australia (MTAA) superannuation fund, Spirit Super, will merge with CareSuper in late 2024 to create a combined fund with more than 500,000 members and nearly \$50 billion in managed funds.

MTA NSW chief executive **Stavros Yallouridis** says Spirit Super has been regarded as the super fund for the automotive sector and its expansion through the merger with CareSuper, which is known for its high performance, will be a win for the industry.

**"CareSuper, with its four-star rating by Canstar, has a long-standing reputation for delivering high performance and a smooth investment experience over the long term," Yallouridis says.**

Spirit Super chief executive **Jason Murray** says the fund's history of servicing the Australian motor trades for more than 30 years would continue and offer growth opportunities for its members.

**"Our motor trade employers are some of the largest which we serve. This industry is an important part of our heritage and our future.**

**"We work closely with our strategic motor trade partners across the country, and they are important relationships to us.**

**"The growth that this merger with CareSuper will create is an exciting opportunity, and we're confident that it will serve our members' best interests.**

**"For now, it's business as usual and we encourage our members and stakeholders to reach out to us directly for support as they've always done.**

**"We'll share further information with the industry as we work through the implementation of this merger," he says.**

The merged fund will be chaired by **Linda Scott**, the current chair of CareSuper and Murray will be chief executive of the combined fund.

This decision reflects the close collaboration between the funds and their shared vision.



Though the merger will take place officially in late 2024, there'll be no immediate changes for the members of both CareSuper and Spirit Super.

**Members will continue to be affiliated with their respective funds, with administration, investments, and customer service managed accordingly. The dedicated staff at each fund will also continue to service members.**

# SEA ELECTRIC APPOINTS QUARANTA AS ASIA PACIFIC SALES DIRECTOR

**S**EA Electric has appointed transport industry veteran **Marco Quaranta** as its new Asia Pacific sales director.

**Quaranta brings to SEA Electric, 35 years of experience from his previous roles at Iveco, working in Australia, Korea, Thailand, Hong Kong, and his native Italy.**

He held several roles over the last 17 years at Iveco Australia, including institutional relations and alternative propulsions manager, national product and marketing manager, branch manager, and national sales manager.

Quaranta began his new role on July 3.

**"We're honoured to have Marco joining the team here at SEA Electric, he brings to the company a wealth of knowledge with a complete transport industry skillset," says SEA Electric Asia Pacific president Daniel Castro.**

**"From sales and marketing, network development, product and branch**

**management and more, he knows the industry inside and out.**

**"Marco's expertise and achievements range from successfully opening new markets to analysing market demand and developing the corresponding product offering, plus leading sales and marketing teams to growth and profitability.**

**"Importantly, he's already familiar with many of the members of our dealer network, so he'll be a natural fit," he says.**

Quaranta says it's clear that the transport industry is moving towards sustainable technologies, "with SEA Electric's solutions proven in the field to be adaptable to practically any situation".

**"Having been developed for over a decade, what we bring to the market is the best performing, most efficient, and best value for money all-electric**



MARCO QUARANTA

system available, as recognised and adopted by major OEMs around the world.

**"The possibilities are endless, and I'm looking forward to joining the dynamic team of professionals at SEA Electric and playing my part in helping fleets make the switch," he adds.**



# HILUX 10% MORE FUEL EFFICIENT IN 2024

**T**oyota will improve the fuel efficiency of some Hilux models by 10% when upgraded versions fitted with 48-Volt technology arrive in the first half of 2024.

**The 48-Volt technology will be combined with the 2.8-litre turbodiesel engine and six-speed automatic transmission. It includes an additional 48-Volt battery and small electric motor-generator.**

The 48-Volt technology will also enable a stop/start system, improved driveability, and reduced noise, vibration and harshness.

Toyota Australia spokesperson **Sean Hanley** says the introduction of 48-Volt technology to the Hilux demonstrated Toyota's commitment to reducing the fuel consumption of its vehicles "without compromising on the performance and capability demanded by customers".

"We're continually striving to reduce the fuel consumption of our vehicles to help reduce on-going costs for customers, as well as helping reduce our environmental impact, and the addition of 48-Volt technology to our biggest-selling vehicle line will



contribute to this," Hanley says.

"This new technology will not only improve fuel consumption, but customers will also benefit from enhanced on- and off-road performance," he says.

The 48-Volt technology will be fitted as standard to all 4x4 SR5 and Rogue Double Cab models and be available as

an option for 4x4 SR Double Cab.

**It won't have any adverse impact on the capability of the 4x4 models, which retain a 3500kg braked towing capacity.**

Toyota will provide more detail closer to launch in 2024.

# NEW TRITON TO CONTEST ASIA CROSS COUNTRY RALLY

**T**eam Mitsubishi Ralliart will contest the Asia Cross Country Rally during August in a fleet of all-new Triton prototypes with the technical support of Mitsubishi Motors Corporation.

Defending champions **Chayapon Yotha** and **Peerapong Sombutwong**, in addition to **Rifat Sungkar**, **Chupong Chaiwan**, and Japanese duo **Katsuhiko Taguchi** and **Takahiro Yasui** will drive three new Triton Group T1 prototype cross-country vehicles.

Team Mitsubishi Ralliart which is owned by Tant Sport Thailand, has former Dakar Rally champion driver **Hiroshi Masuoka** as its team director, and Mitsubishi Motors engineers

will accompany the team to provide technical support.

From June 19 to June 23, Team Mitsubishi Ralliart tested the Tritons on an off-road course near Khao Yai National Park, in the heart of Thailand.

The team says the all-new Triton rally car is completely redesigned, including its body, frame, chassis, and engine.

MMC says the reliability and durability of the rally cars, primarily their bodies and engines, were confirmed by driving roughly 800km over the five-day endurance test.

"Based on the original strength of the all-new Triton, the handling performance, stability on rough roads, and ride comfort are further improved



as a rally competition car," Masuoka says.

**"In addition, the turbocharger has been improved to increase engine response throughout the entire rally range from low to high rpm, resulting in a powerful rally car that can handle any road conditions."**



# MY2024 POLESTAR 2 SPECS AND PRICING FOR AUSTRALIA

**P**olestar has improved the range, efficiency, and performance of the 2024 model year Polestar 2 which is priced from \$67,400 and on sale now.

**The car can now travel up to 22% further, consume up to 9% less energy, and charge up to 34% faster, thanks to hardware upgrades including larger batteries and new motors.**

Single-motor variants are now rear-wheel drive, powered by a newly developed permanent magnet motor and silicon carbide inverter.

The new motor develops up to 220kW (increased from 170kW) and is optimised for maximum efficiency and high torque (490Nm, up from 330Nm).

**The 0-100km/h sprint time is 1.2 seconds faster, 6.2 seconds.**

The dual-motor version now has a rear-drive bias thanks to a completely re-balanced drivetrain set-up and

torque-ratio. The new rear motor is the primary drive source, supported on the front axle by a new asynchronous motor.

The set-up produces higher total system output of 310kW and 740Nm (increased from the original 300kW and 660Nm).

**Polestar says traction is “vastly improved”, and the car has greater overall efficiency and higher performance – 0-100km/h is achieved in 4.5 seconds.**

The front motor can now be disengaged completely when not needed. When the driver wants more power, the front motor re-engages instantly.

Up to 350kW are available with the optional Performance Pack, delivering a 0-100km/h sprint time of 4.2 seconds.

The increase in power, performance and driving enjoyment can be bought as a downloadable over-the-air software upgrade for any eligible long

range dual motor cars. **Standard equipment in the Polestar 2 has been revised and driver awareness features are now standard.**

They include Blind Spot Information System (BLIS) with steering support, Cross Traffic Alert with brake support, and Rear Collision Warning and Mitigation, along with the 360-degree surround view camera, and automatically dimming exterior mirrors.

A wireless phone charger is now also standard on all versions.

All Polestar 2s get upgraded lithium-ion batteries, with a positive impact on efficiency and capacity as well as charging times.

**Long-range versions now feature 82kWh batteries from CATL with 27 modules. The battery for standard-range versions retains a capacity of 64kWh with 24 modules, and is now supplied by LG Chem.**

VARIANT	DRIVETRAIN	BATTERY CAPACITY	MAX CHARGING SPEED, DC	RANGE, WLTP	POWER	TORQUE	CARBON FOOTPRINT	PRICING
Long range Dual motor with Performance Pack	AWD	82 kWh	205 kW	Up to 591 km	350 kW	740 Nm	23.1 tCO2e	\$85,400
Long range Dual motor	AWD	82 kWh	205 kW	Up to 591 km	310 kW	740 Nm	23.1 tCO2e	\$76,400
Long range Single motor	RWD	82 kWh	205 kW	Up to 654 km	220 kW	490 Nm	22.4 tCO2e	\$71,400
Standard range Single motor	RWD	69 kWh	135 kW	Up to 532 km***	200 kW	490 Nm	22.5 tCO2e	\$67,400





# VW LAUNCHES WARRANTY-BACKED AMAROK ACCESSORIES

**V**olkswagen has launched a range of warranty-backed accessories for its new double-cab Amarok ute.

**All accessories can be fitted by the more than 100 Australian VW dealers nationwide.**

Volkswagen Commercial Vehicles director **Ryan Davies** says the new accessories "truly complete" the new Amarok picture.

"Every accessory has been designed with customer lifestyles in mind, and that includes the seamlessness of their purchase, their ability to buy accessories or finance them from the dealership as part of buying their Amarok," he says.

"From off-road lift kits to roof-top camping tents to an Australian-designed integrated canopy, every Volkswagen accessory gets a factory backed five-year, unlimited kilometre warranty..."

**Headlining the Off-Road Expedition Range is a 40mm-lift front and rear suspension package to increase ground clearance.**

The range includes two front suspension packages depending on the engine, for \$1515 each.

The rear suspension system includes standard (\$2315) or 300kg constant loading (\$2510) options.

**Available across the range, it will suit offroad explorers and complement the multi-terrain 18-inch tyres of the adventure-focused Amarok PanAmericana TDI600.**

Underbody protection (\$1660) is a

unique design to suit this Volkswagen ute, complete with Amarok insignia and manufactured from UV stabilised crosslink polymer for ultra-durability.

Bold wheelarch flares (\$1640) in matte-black deliver a bolt-on appearance and are provided to customers who want to upgrade the wheel and tyre packages of their Amarok. It also matches the matte-black body side mouldings on four doors (\$1075).

**A nudge bar (\$1600) with Amarok insignia is available in silver or black, featuring an integrated LED light bar to suit rural customers.**

A snorkel for TDI600 variants (\$1180) is styled to blend with the vehicle side profiling. It carries Amarok insignia and has a reversible air ram designed to help prevent snow, dust, and water ingress.

Recovery boards (\$350) and snatch kit recovery bag set (\$225) round out the Volkswagen OEM accessories. All prices quoted include GST.

The Canopy Range is part of an Amarok-exclusive accessory penned by the same Australian designers who completed the exterior of the vehicle, to ensure it transforms seamlessly from a ute with a tub, to a ute with an SUV look.

Available in all colours to match the exterior, three designs are available: with twin sliding side windows (\$5550), a left sliding window and rear swing-up window (\$5730), or twin swinging side windows (\$6100).

The design integrates with the Amarok's

remote central locking and features push-button opening for the rear hatch and side windows.

**The canopy includes tinted side and rear glass, a pop-up air vent, Amarok insignia and can fit an internal drawer system or cargo slide (\$3995 and \$3045 respectively).**

Both are available with electric, manual or soft tonneau tub covers. A toolbox (\$965) or fridge slide (\$780) are available.

High static mounting allows integration with a selection of roof bars (from \$465 to \$605 depending on overhang), a platform mount (\$1440), and a genuine, Amarok-branded two-person rooftop tent (\$3345).

**An alternative line-up within the Rollcover Range features a Volkswagen-designed, electric roll cover in powder-coated black finish (\$4690). The Aventura already features an electric roll cover in silver.**

A manual roll cover in aluminium or black (\$4255), soft tonneau cover (from \$1145), and modular bedliner (\$865) for Core, Life, and Style models are also in the range.

A styling bar above the tub is optional on Core, Life, and Style in stainless steel or black matte (\$2810).

**Auxiliary battery kits including portable dual battery system and towing mirrors are in development (ETA Q4 2023), to match the additional accessory switch bank kit (\$1025).**



TOYOTA HILUX

## HIGHEST JUNE SALES SINCE 2018

**A**ustralians bought 124,926 new vehicles during June to mark the end of the 2022–2023 financial year.

**That's an increase of 25% over June 2022 and an 8.2% increase compared with the six-month period of January to June 2022.**

It's the highest June result since 2018.

**Toyota** led the market with a total of 20,948 vehicles sold. **Mazda** recorded 9706 sales followed by **Hyundai** (8215), **Ford** (7753) and **Kia** (7551).

The Toyota **HiLux** was the best-selling model in June with 6142 registrations.

It was followed by the Tesla **Model Y** with 5560 sales, then the Ford **Ranger** (5334), the MG **ZS** (3756) and the Toyota **RAV4** (2858).

FCAI chief executive **Tony Weber** says the continuing sales growth in June 2023 was encouraging, especially considering ongoing issues with vehicle supply.

"The end of the financial year has traditionally been a strong month for vehicle sales," Weber says.

"Indications from our members are that demand for new vehicles remains solid, but the supply isn't yet at a point to meet this demand.

"To put it simply, if we could have

landed more vehicles, this would have been a record June result.

"Also, we'll monitor the broader economic conditions and their potential to impact on vehicle purchasing decisions by fleets, businesses, and families during the second half of this year."

Sales of zero- and low-emission vehicles continued to grow with 16.6% being battery electric, hybrid or plug-in hybrid models.

Battery electric vehicles accounted for 8.8% of June sales and make up 7.4% of new vehicle sales during the first half of 2023.

The Tesla **Model Y** recorded 5560 sales, making it the second best-selling vehicle behind the Toyota **HiLux** (6142).

Sales across every state and territory increased apart from the Northern Territory which recorded 1085 sales, a reduction of 2.7% compared with June 2022.

**Sales in the Australian Capital Territory increased by 24.9% (1856); New South Wales 15.6% (37,020); Queensland 27.5% (28,029); South Australia 28.3% (7974); Tasmania 22.3% (1923); Victoria 31.8% (33,966), and Western Australia 33.2% (13,073).**

## TOP 10 BRANDS



1. TOYOTA 20,948



2. MAZDA 9706



3. HYUNDAI 8215



4. FORD 7753



5. KIA 7551



## 4X4 UTES



1. Ford Ranger  
**4895**



2. Toyota HiLux  
**4815**



3. Mazda BT-50  
**2002**



4. Isuzu Ute D-Max  
**1977**



5. Mitsubishi Triton  
**1883**



6. GWM Ute  
**1210**



7. Toyota Landcruiser  
**1162**



8. LDV T60/T60 MAX  
**1069**



9. Volkswagen Amarok  
**747**



10. Nissan Navara  
**501**

## SUV SMALL &lt;\$40K



1. MG ZS  
**3756**



2. Subaru Crosstrek  
**1481**



3. Kia Seltos  
**1234**



4. Mazda CX-30  
**1159**



5. GWM Haval Jolion  
**1065**



6. Volkswagen T-Roc  
**1060**



7. Hyundai Kona  
**724**



8. Toyota Corolla Cross  
**664**



9. Toyota C-HR  
**632**



10. Chery Omoda 5  
**603**

# TOP 10 BRANDS



6. TESLA 7018



7. MG 6016



8. MITSUBISHI 5187



9. VOLKSWAGEN 5125



10. SUBARU 4920



# EVS PUSH THE PACE IN NEW VEHICLE SALES

**Z**ero- and low-emission vehicle sales continue to grow in Australia with 16.6% being battery electric, hybrid, or plug-in hybrid.

**Battery electric vehicles (BEVs) accounted for 8.8% of June sales and make up 7.4% of new vehicle sales during the first half 2023, says the Federal Chamber of Automotive Industries (FCAI).**

The Tesla Model Y's 5560 sales made it the second highest selling vehicle behind the Toyota HiLux (6142).

"The early adopters of the new powertrain technology continue to push up the sales of electric vehicles across the country," says FCAI chief executive **Tony Weber**.

"The steady introduction of new battery electric models across all model segments at more competitive price points is critically important as we deal with the challenges of supplying electric vehicles that meet business and personal consumer needs at prices mainstream buyers can afford."

**Australian customers bought 124,926 new vehicles during June to mark the end of the 2022-2023 financial year – a 25% rise on June 2022 and the highest June result since 2018.**

Issues relating to vehicle supply continue and if more vehicles had landed it would have meant a record June result, says Weber.

All up, electrics (11,042) were third

behind petrol (nearly 60,000) and diesel (37,497) but recorded the highest increase of 871.2% in June comparisons (137 in June 2022) and 345.2% year-to-date (YTD), from 9680 to 43,092.

BEV growth was best in the popular SUV category, up more than 999% in June comparisons (from 555 to 8763) and 784.2% YTD from 3209 to 28,373.

**In the same category, plug-in hybrids (PHEVs) were up 32.1% on June comparisons (from 521 to 688) and 21.2% YTD (2749 to 3332).**

The passenger vehicle sector saw electrics climb 292.7% from June 2022 to the month just gone (574 to 2254) and 127.1% YTD (6447 to 14,641).

PHEV sales were slightly down (minus 4.1%) in monthly comparisons and marginally up (4.2%) YTD.

Another sector seeing a switch is light commercials. Here electrics went from eight to 26 in June comparisons – up 212.5% – and from 24 to 78 YTD (225%).

Hybrids appear to be less favoured overall, up about 40.6% in June comparisons (6414 to 9020) and down 6.7% YTD (41,074 to 38,313).

Hydrogen is relatively unchanged and having no impact on the market.

**The June results also indicate that fossil fuel vehicles are beginning to lose popularity.**

ELECTRIC, PHEV AND HYBRID SALES					JUNE 2023			
Total Market	Month		YTD		Variance +/- Vol. & %			
	2023	2022	2023	2022	MTH	YTD	MTH	YTD
ELECTRIC								
Passenger Private	2,254	574	14,641	6,447	1,680	8,194	292.7%	127.1%
SUV Private	8,763	555	28,373	3,209	8,208	25,164	>999%	784.2%
Light Commercial Non-Private	25	8	78	24	17	54	212.5%	225.0%
Sub Total	11,042	1,137	43,092	9,680	9,905	33,412	871.2%	345.2%
HYBRID								
Passenger Private	2,417	2,172	10,045	14,017	245	-3,972	11.3%	-28.3%
SUV Private	6,603	4,242	28,268	27,057	2,361	1,211	55.7%	4.5%
Sub Total	9,020	6,414	38,313	41,074	2,606	-2,761	40.6%	-6.7%
PHEV								
Passenger Private	47	49	200	192	-2	8	-4.1%	4.2%
SUV Private	688	521	3,332	2,749	167	583	32.1%	21.2%
Sub Total	735	570	3,532	2,941	165	591	28.9%	20.1%
TOTAL	20,797	8,121	84,937	53,695	12,676	31,242	156.1%	58.2%