

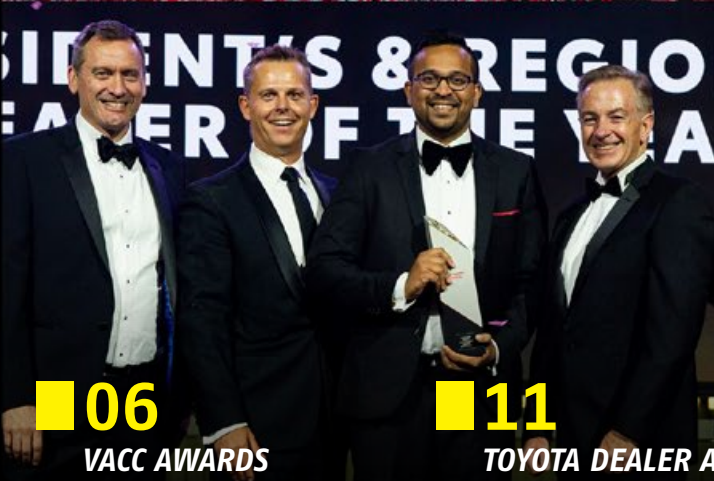
autotalk

JULY 2024

THE AUSTRALIAN VEHICLE DEALER'S NEWS SOURCE



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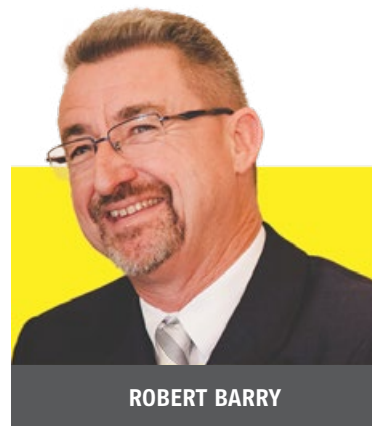
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WATCH THE NEW ZEALAND MARKET CLOSELY



ROBERT BARRY

Hello there,

The New Zealand market witnessed a significant downturn in new vehicle registrations in June, marking the lowest figures for that month in over a decade. This decline holds substantial implications for the automotive industry on both sides of the Tasman Sea.

The total in June 2024 also reflected a surge in new vehicle sales a year earlier, as buyers hurried to capitalise on a government subsidy on hybrid and plug-in hybrids, which was due to end on July 1, 2023. This context is crucial in understanding the Kiwi market's current state.

According to the Motor Industry Association of New Zealand, June 2024 had 9423 registrations, 60% lower than June 2023 (23,560 units). However, that was the highest month ever recorded due to pending changes to the Clean Car Discount, which is now finished.

Year-to-date in the New Zealand new vehicle market, 2024 is 26.2% lower than 2023 (22,235 units) and 23.5% lower than 2022 (19,329 units).

The top three market leaders in June 2024 were Toyota, with a 20.8% market share (1964 units), followed by Ford, with 14% (1319 units), and Mitsubishi, with 11.8% (1116 units).

The registration breakdown was as follows: 6067 for light passenger vehicles, 2762 for light commercial vehicles, and 594 for heavy commercial vehicles.

There were 6533 registrations of petrol/diesel vehicles, accounting for a 69.3% market share. This was followed by 2155 hybrids (22.4% share), 548 battery electric vehicles (5.8% share), and 227 plug-in hybrid vehicles (2.4% share).

There have been many contributing factors to the last four months of declining new vehicle sales in New Zealand, chiefly the cost-of-living crisis, high mortgage interest rates, and the previous government subsidies on electric and low-emission

vehicles that saw many new car purchases brought forward to capitalise on this.

Apart from fleet and government purchases, sales of battery electric vehicles and plug-in hybrids have tanked in New Zealand, leaving distributors with little choice but to offer massive discounts to move ageing stocks. Hybrids without a plug still seem to move, albeit in smaller numbers than before.

The one caveat is that top-end brands such as BMW and Mercedes-Benz are still moving metal in reasonable numbers and holding their own. Each has a 2% market share; in context, recent mass-market entrants GWM and MG have a 3% market share in New Zealand.

One dealer friend who specialises in used exotics such as Aston Martins, McLarens, GTS Porsches, and the like says he is still busy trading cars as buyers in that space still seem to have cash to play with.

However, at retail, franchise dealers are already retrenching staff and looking for cost savings, but for some, the drop in sales and mounting fixed costs has meant closing the doors.

One privately owned multi-franchise dealer in Greenlane, Central Auckland, closed its doors on June 30 after trading for more than a decade. Thankfully, another multi-franchise dealer group operating on the same stretch of road rehomed the four brands and 53 staff members.

The rising cost of commercial rent on property in Central Auckland and Wellington has also caused some dealership groups to terminate leases and franchises outright or consolidate their operations to cheaper sites in the outer suburbs, which are still on the commuter belt.

The next half of 2023 will be a rough patch for the New Zealand market, and it would be a good time for Australian dealers to examine what led us to this point.

Enjoy your reading this month.

Kindest regards,

Robert Barry
EDITOR **AUTOTALK**

USED CAR MARKET ACTIVITY RAMPS UP AHEAD OF EOFY

The May edition of the Automotive Insights Report (AIR) shows the number of used cars for sale in Australia continuing to grow, putting downward pressure on prices and, in turn, leading to an uptick in sales.

Used car listings grew in recent months, increasing by 7.2% from the previous month, while used car sales increased by 4.4%.

'Ongoing strength in the new car market means that we are seeing an increased supply of used vehicles coming to market, providing consumers with more options at more affordable prices,' says Australian Automotive Dealers Association (AADA) chief executive James Voortman.

'We expect this trend to continue, particularly in the next few months leading into the end of the financial year, which traditionally sees increased activity in both the new and used car market.'

'Over the past month, we have seen a marked reduction in used cars listed by Dealers as more Australians seek to sell their vehicles privately. With the prevalence of online scams, odometer fraud and the lack of statutory protections when buying privately, consumers must exercise due diligence when engaging in a private-to-private used car transaction.'

'We are also seeing solid sales results for lower emissions vehicles with Hybrids (+6.6%), EVs (+8.0%) and PHEVs (16.6%) growing above average. EVs were the only fuel type to experience a reduction in supply, which is to be expected given the significant mismatch between demand and supply of used EVs.'

'The average time to sell a used car has increased slightly to 45.5 days, a likely product of the improving supply situation, which also reduces retained values across all segments.'

'Vehicles with the most vital retained values are primarily sought after and reliable Japanese makes in both the passenger car and SUV segments and in

the 2-4 year and 5-7 year categories.

'The Ford Ranger has built on its impressive lead as Australia's top-selling used vehicle and is close to breaching the 6,000 monthly sales mark. The Toyota Hilux comes in second well ahead of the rest of the pack, which includes four utes in the top 10,' he says

MAY 2024 AIR HIGHLIGHTS

- 296,542 vehicles are listed for sale, an increase of 7.2% compared to the previous month.
- Listings grew in every state and territory, with South Australia experiencing the highest increase at 8.5% and Tasmania being the lowest at 2.0%.
- 191,625 used cars were sold in May, an increase of 4.4% from the previous month.
- Sales grew in every state and territory, with Queensland and the ACT experiencing the most significant monthly increase in sales of 7.3%.
- Petrol and Diesel vehicles dominate the used car market, but there have been strong growth in lower emissions vehicles, such as hybrids, EVs and PHEVs.
- The average time to sell a used car is 45.5 days, an increase of over a day from the previous month.
- Retained values continue their gradual decline, with passenger vehicles holding their value best in the 2-4 year age bracket (84.1%) as well as for the older 5-7 year category (69.8%).
- The Ford Ranger remains Australia's best-selling used car, followed by the Toyota Hilux.

USED CAR PRICES DECLINED IN MAY AS DEALER STOCK GREW

According to the latest Cox Automotive Australia (CAA) data, average used car sales prices in Australian dealers fell another 0.9% during May 2024 and are now 6.8% lower on average than last year.

While sales of dealer-listed used vehicles grew 6.7% for the month and



JAMES VOORTMAN

are up by 4.9%

for the year, dealer inventory hit the second-highest level in the past 12 months and is up 16.1% year-over-year (YoY).

Meanwhile, the wholesale auction market continues to recover in terms of sales volume, with Manheim Australia recording the highest monthly passenger and light commercial tally in almost four years.

Strong OEM, fleet management, government, and dealer asset volumes drove Manheim's monthly auction sales results, up 10.3% MoM and 40.6% YoY. Manheim auction sales volume is further up 40.3 per cent year-to-date YTD.

DEALER-USED CAR SUPPLY

The number of used and demonstrator vehicles actively listed in retailers grew 2.3% month-on-month (MoM) in May as inventory swelled to its highest point since November 2023.

The used vehicle numbers cited come from the CAA retail database powered by its various dealer-facing SaaS inventory and retail solutions, comprising a statistically significant proportion of Australia's total dealer-used vehicle market.

Almost half of all dealer-used and demo listings (47.7%) are SUVs, 30.2% are traditional passenger vehicles, and 21.6% are light commercial utes and vans. Just 0.55 billion listings are EVs or PHEVs, as the market awaits the first significant wave of pre-owned vehicles.

Despite the inventory growth, Market Days' supply (MDS) ended in May at 64 days, down from 65 days in April and below the CAA benchmark of 70 days. As recently as December 2023, the MDS figure was 68 days.

The top five most common vehicles in dealer-used inventories are the Ford

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MANHEIM ENJOYS A HEALTHY SUPPLY

Manheim auctions had a strong May result in sales volumes, driven by a healthy supply of desirable ex-government vehicles, onboarding several new customers, and healthy volumes from fleet management organisations (FMOs) that use Manheim auctions for asset disposal.

The May 2024 result was the strongest since mid-2020, as physical and digital auction volumes returned towards pre-COVID levels. The most significant sources of vehicles sold through Manheim's national auctions came from dealers, OEMs, FMOs, and government fleet departments such as councils.

This latter point is not surprising given government fleet sales are up 32.4% in the new market, almost three times the pace of the overall market. That means there is a more significant inflow of assets for disposal.

Meanwhile, Cox Automotive Australia's public-facing car buying service, Sell My Car, achieved its best result in volume delivered to auctions since September 2017.

This drives much of the vibrancy in Manheim's clearance lanes, focusing on older and more affordable stock.

Meanwhile, average wholesale transaction prices slowly return to



earth after spiking during COVID. The Manheim price Index sits at 136, denoting an average 36% price increase on wholesale vehicles of all types and ages since December 2019.

This Index is down 8.4% year over year and 18.9% since the wholesale market peaked in May 2022. The message to vendors and prospective wholesale auction buyers (dealers and the public)

is that average purchase prices in this market are down almost 20% over the past two years.

The top five most purchased vehicles at Manheim auctions in May were the Ford Ranger (up 17.7% MoM), Toyota Camry (up 19%), Isuzu D-Max (down 9.5%), Toyota Corolla (even), and Holden Colorado (up 2%).

...from page 03

Ranger (stock up 3.7% MoM), Toyota Hilux (down 1.3%), Toyota Corolla (up 11.4%), Toyota RAV4 (up 13.7%), and Mitsubishi Triton (up 4.6%).

Reflecting the return of supply into the new vehicle pipeline, availability of late model used Toyota RAV4s increased significantly, with inventory swelling 16.1% MoM for examples under two years and 23.9% for those aged two to four years.

Dealer-used car sales

Dealer used and demo vehicle sales were up 6.7% Month over Month and 4.9% year over year, and on a YTD basis, they are 9.3% higher than the same period in 2023. This aligns quite closely with new market sales growth of 12.2% YTD.

Driven by growing inventory levels and more discounts on the new vehicle side, dealer-used transaction prices fell for a third straight month and, on a market-wide basis, are the lowest they have been on average since late 2021. CAA measures price changes through

the CAA Dealer Used Vehicle Delisted Price Index, which tracks average sale prices compared to a baseline period of 100 points in December 2019.

The Index currently stands at 134, denoting an average 34% increase in used sale price (volume-weighted and adjusted by new MSRP), including inflation, between December 2019 and May 2024.

For context, the Index is down 6.85 YoY and 9.5% from the all-time high Price Index of 148.1, hit during August 2022 when COVID-era shortages were biting most challenging.

Some 47.8% of dealer-used sales in May were SUVs, 30.9% were passenger cars, 21% were light commercials, and 0.3% were BEVs and PHEVs.

Across all segments, 39.7% of sold used vehicles received a price cut between listing and sale by an average of 7% per unit.

The top five used vehicles sold regardless of age were the Ford Ranger (up 12.9% MoM), Toyota Hilux (up

13.5%), Toyota Corolla (down 2.7%), Toyota RAV4 (up 10.6%), and Mitsubishi Triton (up 10.8%).

Digging a little deeper, sales of used Toyota RAV4s under two years old hiked by 19.2% MoM, sales of Toyota Camrys aged five to seven years increased by 32% MoM, and sales of Ford Rangers aged eight to 10 increased by 20.9%.

As has become a familiar trend, the CAA Price Index of vehicles varies depending on their age and segment, with older cars and traditional low-riding passenger hatches and sedans the most inflated relative to December 2019.

Overall, passenger cars have risen 44.7% since December 2019, and SUVs have risen 25.9%.

Older vehicles tend to remain proportionately more inflated relative to pre-COVID prices, driven partly by household cost of living pressures spurring demand for cheaper cars.

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BMW AUSTRALIA ACHIEVES 9.1% SALES INCREASE IN FIRST HALF

In spite of an 8% sales decline in the premium segment for the first of 2024, BMW Australia says it continues to lead the market and enjoyed an increase in sales.

From January to June, BMW sold 13,641 vehicles – an increase of 9.1% over its figures compared to the same period last year (12,502 units).

The X SUV range, consisting of nine models, has driven BMW's growth. 8139 vehicles have been sold, representing almost 60% of the total sales.

The BMW X1 became the best-selling model, with 2255 vehicles sold. More than half of these sales were attributed to the fully electric iX1 (1237 units).

Following the BMW X1, the X3 was the second best-selling model, with 1884 vehicles sold, 29% of which were the iX3 (545 units). The X5 secured the third position with 1604 vehicles sold.

BMW Australia has sold 8846 electric vehicles since introducing the first fully electric BMW i3 model in 2014. In the first six months of 2024, Australians

purchased 3740 fully electric BMW vehicles, with the iX1 leading the way with 1237 units sold, followed by the i4 with 1177 units sold.

"Our commitment to the Australian market has never been more substantial in our 45 years of business operations," BMW Australia chief executive **Wolfgang Buechel** says.

"We have an outstanding team that works closely with our independently owned nationwide retail network of 49 dealers who continuously bring BMW's innovation to life across our entire business chain.

"Success is not only about the exceptional products we get into the market but also about every link in our business chain working together to prioritise our customers' experience **with our brand.**

"The outlook for the remainder of the year looks bright as we gear up to build on our successful momentum," he says.

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VICTORIAN AND TASMANIAN DEALERS WIN BIG AT INDUSTRY AWARDS

The top Victorian and Tasmanian automotive businesses and apprentices have been revealed at the 2024 Automotive Industry Awards.

Four of the 16 businesses, business people, and apprentices announced as leaders in their field came from the dealership sector.

Patterson Cheney won the President's Award – Employer of the Year, sponsored by Denso.

Warragul Nissan & Mitsubishi was awarded Best Large Business (Regional Victoria), which Podium sponsored.

JMC Automotive Group was awarded the Best Large Business (Tasmania), which was sponsored by MotorTech partner HaynesPro.

Luke Johnstone from the Harrison Motor Group received the VACC Apprentice of the Year award, sponsored by Spirit Super.

Dealerships also played an essential part in fostering the next generation of automotive talent, with seven apprenticeship winners working at dealerships across Victoria and Tasmania, including Rex Gorell MG, Cranbourne Mitsubishi and Kia, Werribee Kia, Volvo Cars Geelong, Ferntree Gully Hyundai and Kia, Essendon Mazda and Tilford Group.

Victorian Automotive Chamber of Commerce (VACC) chief executive **Geoff Gwilym** says the awards demonstrate



member and apprentice commitment to quality and customer service.

"It is a huge accolade to be named the best in Victoria and Tasmania. These winners go above and beyond and have proved themselves more than worthy of these titles," Gwilym says.

An independent judge evaluated entries based on business management, workplace practices, customer service and environmental impacts. Finalists were randomly audited to ensure only the best of VACC and TACC's 5,000 members would be crowned.

Winners were announced at the VACC President's **Gala Dinner**, a formal



evening that combined industry awards and apprentice graduation festivities. On June 29, attendees heard from the master of ceremonies, VACC Ambassador **Shane Jacobson**, and a string of entertainers at the Palladium at Crown, Melbourne.

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AUTOTRADER GROUP BRINGS BOOM CRASH OPERA TO AADA 2024

The Autotrader Group is bringing Australian pop-rock band **Boom Crash Opera** to the AADA 2024 welcome function at the Showtime Events Centre, South Wharf, on July 24 at 8.30 pm.

Entrance is free for registered members and \$195 for non-registered members.

This event underscores AADA and Autotrader Group's dedication to nurturing connections and propelling growth within the automotive community. With an electrifying performance by Boom Crash Opera, anticipate a night brimming with vibrant music and memorable experiences.

Spanning over three decades, Boom Crash Opera is a household name. Their rock tunes have resonated globally, garnering awards and building a loyal following. From hits like "Onion Skin" to their live shows, Boom Crash Opera continues to push Australian music's boundaries.

THE FUTURE OF AUTOMOTIVE RETAIL AT AADA 2024

"Automotive retail – the next five years" is the theme discussed by the Cox Automotive keynote session feature panel at the 2024 AADA Convention and Expo.

According to the AADA, the automotive market is at a crossroads. Seventy car makers compete for a share of 1.2 million new car sales each year, making the landscape more dynamic than ever.

It says the new car franchised network is crucial, delivering over 2 million new and used vehicle sales and completing 48 million car services annually. This industry employs 61,000 people, trains nearly 6,000 apprentices, and contributes \$18.6 billion to the national economy.

As the industry navigates seismic changes driven by decarbonisation, digitisation, rationalisation, the rise of China, and disintermediation, it is vital to stay informed and prepared.

Five industry leaders will share their insights on the challenges and opportunities ahead.

The panel, moderated by AADA chief executive **James Voortman**, includes



Autotrader Group



Jack Hobbs, VP of Toyota Motor Corporation Australia; **Samantha Johnson**, CEO of EV Council; **Stephen Lester**, CEO of Cox Automotive Australia; **Stephen Moir**, CEO of MTA-WA; and **Tim Reuss**, CEO of CADA (Canada).

Conference delegates will gain valuable insights into the trends shaping the automotive industry and learn about the policy directions and strategies impacting the next five years.

PODIUM PRESENTS REPUTATION MANAGEMENT WORKSHOP

Podium ecosystem lead **Ed Tapley** will present a "Delivering Excellence in Sales, Service, and Parts with Two-way Text" workshop at the AADA Convention and Expo on July 25 at 2:30 p.m.

Allan Dabbagh, Group General Manager of Sydney City Toyota; **Matt Cotterill**, after sales manager of Brisbane BMW; and **Lee Casbolt**, Group Parts Sales Manager of Jefferson Ford Parts, will chat with Tapley about how they use SMS across their businesses.

The session will reveal how these dealerships book more test drives, sell more finance, improve their CSI scores



in service, get found online, and grow their parts businesses all through the power of text.

The session will include an overview of how Podium enables dealerships to get more leads and make more money, the platform features the panellists use to drive results, and how a dedicated communications platform can do much more than the one-way text solutions in legacy systems.

FIND BETTER FINANCE™ AT STAND 96

Since 2014, better finance™ has

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...from page 08

become the most prominent vehicle finance broker in New Zealand. Now, the company is offering its expertise in Australia to help dealers sell more vehicles and help their clients find the right loan for their needs.

AADA 2024 delegates will find better finance™ at Stand 96.

As a non-bank lender better finance™ works with hundreds of vehicle dealerships. The Australasian team includes over 30 vehicle loan specialists and dealer account managers. It has served 50,000 customers and settled more than \$900 million in lending.

To assist dealer partners, the team at better finance™, is available seven days a week.

Dealer partners in Australia can expect competitive rates for their clients and their business, such as fast commission payouts for cash flow (it operates weekly commission payouts as standard practice).

The non-bank lender works to the needs of smaller yards and dealer groups. From one-to-one service to in-depth reporting for groups across multiple yards, salespeople, the better finance™ processes, and tech deliver optimal performance and insight at every level.

From loan application to final settlement, the better finance™ Portal gives dealers real-time access to track loan progress, view status updates, check settlements, and more. No waiting for updates or wondering how the loan is progressing – complete transparency from start to finish. Moreover, the Portal gives dealers easy access to keep track of commissions due and total commissions to date.

The finance experts at better finance™ are skilled at matching specific needs with the right loan. They are committed to negotiating competitive rates and working quickly.

Customers and dealers are updated throughout the loan journey with eComms, SMS and calls. Dealers don't need to chase or field queries about loan progress from their customers.

From dealer website forms and QR codes on the yard for loan enquiries 24/7, dealership collateral and signage, to partnering on bespoke campaigns, better finance™ supports its dealer partners with various marketing tools and resources.

IMPEL AI PRESENTS A MARKETING WORKSHOP

Impel APAC general manager **Michael Clarke** will host a workshop about

unleashing the transformative power of AI in dealerships.

Dealers will learn how AI optimises personnel productivity, transforming how their teams work – while automating processes and driving customer engagement at a scale impossible to replicate with human personnel.

Clarke is passionate about driving the adoption of integrated AI solutions tailored for the automotive retail operations supply chain. With a nearly three decades career, he has honed his expertise in optimising the interconnections between system, process and cost optimisation across lead generation, sales, and customer retention within the automotive industry.

His experience affords him a unique perspective on implementing cutting-edge technology effectively across business operations while focusing on user adoption, risk management, customer engagement, and ensuring robust return on investment.

Clarke's approach combines strategic innovation with practical execution to help dealerships achieve operational excellence and superior customer service without the need for excessive personnel or fragmented applications.

As a respected professional, Clarke's contributions have consistently led to transformative changes within the industry, setting new standards for how technology can enhance business efficiency and customer interaction.

UNLOCK YOUR POTENTIAL WITH SEBASTIAN TERRY

The Castrol Closing Session at AADA 2024 features speaker **Sebastian Terry**, who founded the 100things movement.

Terry is an Australian whose passion for life is evident through his famed bucket list journey, which he unleashed onto stages with every keynote that he performs.

Shocked by the death of a close friend in his mid-twenties, Terry experienced a moment in his life when he asked himself a simple question: 'Am I happy?' The answer was NO, so he created a list of 100 things he hoped would bring him closer to a sense of happiness, if not purpose, in life.

Abandoning the familiar, Terry has dedicated the past 16 years to pursuing and achieving his most audacious goals, transforming his own life and creating a ripple effect of positive change in others.

From Marrying a Stranger in Vegas



(Goal #2) and Delivering a Baby (#23) to Living on a Deserted Island for one week (#63) and Helping a Stranger (#26) by pushing a quadriplegic man in his wheelchair to complete a half marathon, his story has been turned into a best-selling book, his reality show, and a keynote that has seen him speak on all seven continents.

Recognised for his unique approach in combining brilliant humour, piercing insight and real-time action, Terry's compelling storytelling and interactive teaching style have inspired millions of individuals worldwide to take action on their most significant personal and professional goals, linking passion and purpose with limitless imagination.

He has delivered keynote speeches to Fortune 500 clients such as Google, Berkshire Hathaway, Bank of America, and McKesson, equipping audiences with the tools to adapt to change and create it.

The impact of time and experience has helped shape Terry's journey from pursuing fun and exciting life goals to a framework and methodology that allows individuals and teams to unlock limitless possibilities in their professional and personal lives.

It will be an unforgettable afternoon as Terry takes the stage to share his remarkable journey and insights on unlocking potential in both professional and personal spheres.

TOYOTA SURPASSES 100,000 NEW HYBRID SALES IN 12 MONTHS

Toyota says it is the first brand to sell more than 100,000 Hybrid Electric vehicles (HEVs) in Australia in the 12 months to June 30, 2024.

The distributor says its dealers delivered 100,761 HEVs in the last financial year.

The RAV4 led the hybrid charge over the past 12 months with a new high of 38,632 deliveries, representing 93.1% of the SUV's record 41,512 sales.

Strong hybrid totals were also recorded by Corolla (20,375), Camry (16,872), Corolla Cross (7876), Kluger (7311) and Yaris Cross (6077).

Toyota Australia spokesperson **Sean Hanley** says the latest sales figures reflected the vast improvement in supply by global production teams over the past 12 months.

"We knew that supply constraints were masking the true level of demand for Toyota vehicles, particularly hybrids," Hanley says.

"Substantially higher production this year has enabled us to deliver 121,298 vehicles by the end of June – 31.5% than the 92,235 vehicles we delivered in the same period last year.

"The significance of this improvement is that our dealers have been able to satisfy an average of 1117 customers a week by delivering their new Toyota vehicle in the first half of 2024," he says.



Average wait times for hybrid models are now around three months for C-HR, four months for RAV4, five to six months for Corolla and Yaris Cross, and seven to eight months for Kluger and Yaris.

Among other models, Hilux has also improved to three to four months, and the LandCruiser 300 is under six months. These times can vary depending on a customer's location and the vehicle specification they have chosen.

Hanley says Toyota's order intake had confirmed that demand for hybrids would inevitably push their sales to 100,000 vehicles in a year.

"Importantly, the stock keeps coming – and our order intake remains strong," he says.

In the first half of 2024, HEV deliveries reached a record high of 56,759 cars, accounting for 46.8% of Toyota's total

sales. Adding the bZ4X BEV and Mirai FCEV brings Toyota's electrified share to 47.3% in 2024. In June, Toyota delivered more than 10,000 electrified vehicles or 48% of its 20,903 tally for the month.

The RAV4's sales in 2024 have risen 88% to 25,404 vehicles, of which 23,934 or 94.2% are hybrids. In June alone, the RAV4 hybrid share was 96.6%.

Toyota announced last month that, due to customer demand, it is no longer taking orders for petrol-only variants of RAV4 and all other models where HEVs are available.

The Hilux remains Toyota's best-selling vehicle this year, with 28,515 sales made in the first half of 2024, including 24,980 Hilux 4x4 variants. The Hilux led Toyota's June result with 5,630 deliveries.

TOYOTA FAREWELLING V8-POWERED LC 70 SERIES

Toyota is farewelling the V8 engine that has powered the LandCruiser 70 Series since 2007 while introducing a five-speed manual gearbox for most four-cylinder variants.

Order-taking for the 4.5-litre turbo-diesel engine, which has been paused for two years, will not be reopened as Toyota continues to deliver V8-powered vehicles to as many customers as possible.

Final production of the V8 Wagon, Troop Carrier, WorkMate, and GX pick-ups will take place in September. The vehicles are expected to be in customer hands late this year or early next year.

Production of the bent-eight is scheduled to continue into next year, enabling Toyota dealers to provide

customers with 79 Series GXL single and double cabs through to the final quarter of 2025.

The new five-speed gearbox will be available from October production on all body styles and grades, except for single cabs and Workmate Wagon.

Since its 1985 introduction, Australians have bought 346,742 examples of the 70 Series, with almost half – 171,010 vehicles – powered by the V8 introduced in 2007.

The new five-speed gearbox is derived from the V8 manual and adapted for the 2.8-litre turbo-diesel four-cylinder engine.

It has been calibrated with shorter first, second, and third gears to aid



off-the-line performance. A triple synchronisation mechanism has been added to the first gear to promote smoother changes. A longer fifth gear helps improve fuel economy and reduce engine noise at highway speeds.

Most other standard features are shared across both four-cylinder powertrains. A front console box and Downhill Assist Control are available only on automatic variants.

More information, including pricing and fuel economy, will be released closer to the introduction.

TOYOTA DEALER OF THE YEAR AWARDS

Toyota Australia has celebrated its dealer network's outstanding support and commitment at annual awards nights nationwide.

The company's president and chief executive, **Matthew Callachor**, said dealers are Toyota's strength because they represent the brand daily.

Callachor congratulated the winners, saying their dedication and partnership with Toyota were the envy of the industry.

"The strength of our partnership is the source of our future growth and security," Callachor says.

EASTERN REGION:

Newcastle Toyota (Metropolitan) and Dubbo City Toyota (Rural) are the Dealers of the Year for the Eastern Region (covering most of NSW and the ACT).

Newcastle Toyota CEO **Ben Fitzgerald**, who took over the role from his father, **Mark Fitzgerald**, the founder and owner of the Australian Motor Group, accepted the award.

At Dubbo City Toyota, the award was accepted by Dealer Principal **Ben Thompson**—an integral part of the team for over 14 years—who succeeded **David Hayes** in 2022. Hayes remains a director and shareholder. Both dealerships have previously won Toyota dealer awards.

CENTRAL REGION:

Cornes Toyota (Metropolitan) and Peter Kittle Toyota Port Lincoln (Rural) are the Central region's Dealers of the Year. Cornes Toyota dealer principals **Ben Coleman**, **Mel Coleman**, and **Tracey DeCoster** accepted the awards for Peter Kittle Toyota Port Lincoln.

NORTHERN REGION:

Motorama Toyota won the Metro Dealer of the Year award for the Northern Region for the second consecutive year, and dealer principal **Aki Phukle** accepted the trophy on behalf of the team. Toowoomba Toyota won the Rural Dealer of the Year award in the Northern Region for the first time, with dealer principal **Brett Mottom** uplifting the trophy for his team.





FIFTH QUADRANT PREVIEWS 2024 CORPORATE FLEET INSIGHTS REPORT

Fifth Quadrant is preparing to release its 2024 Corporate Fleet Insights Report and has shared a preview of the themes shaping corporate fleet management in Australia.

This year's report, again run in partnership with the Australasian Fleet Managers Association (AfMA), offers a view of corporate fleets' current state, highlighting key trends, challenges, and opportunities for fleet operators and service providers.

The corporate fleet market (20+ vehicle fleets) comprises approximately 23,000 businesses operating 2.4 million vehicles. The growth rate for larger fleets, with 250+ cars, is expected to taper off, reflecting increased pressure on fleet managers to maximise asset utilisation. In contrast, smaller fleets, with 20-49 vehicles, anticipate growth, likely driven by underlying business expansion.

In 2024, regulatory compliance has emerged as a top priority for fleet managers, reflecting a heightened focus on Chain of Responsibility (CoR) and other regulatory requirements. While business efficiency and cost reduction remain critical, there is a noticeably larger focus on ensuring compliance and enhancing safety standards. Larger fleets, in particular, prioritise vehicle and driver safety, reduce their environmental footprint, and improve service delivery to end customers.

Many fleets implement vehicle safety checks, driver training programmes, and advanced monitoring systems. Larger fleets are particularly proactive

in adopting safety technologies and training initiatives to mitigate risks and ensure the well-being of their drivers. ANCAP safety ratings also play an important role in vehicle selection, providing a clear framework that helps fleets adhere to strict safety standards and policies.

The adoption of data analytics and Business Intelligence (BI) tools is also increasing among fleet managers, driven by the need to manage costs, safety, and risk more effectively. Larger fleets are leading the way in leveraging these technologies, using them extensively for cost management, safety, and risk management, along with vehicle performance analysis.

However, challenges remain, especially for smaller fleets that need help translating data insights into actionable strategies. While larger fleets are better served on the interpretation side, they face data quality and integration issues, highlighting the need for better tools and skilled technical personnel.

Looking ahead, fleet managers are committed to increasing their investment in data analytics over the next 12 months, with 72% of larger fleets expecting to enhance their data capabilities. This trend underscores the growing recognition of advanced analytics's value to fleet management, from optimising operations to improving safety and compliance.

Alongside these significant technological changes, the transition to electric and hybrid vehicles is also gaining momentum, with a noticeable increase in adoption among larger

fleets. Over two in five corporate fleets already have hybrids, while one in five are now operating EVs. However, infrastructure, vehicle availability, and cost hinder widespread adoption. Despite this, many fleets are laying the groundwork for electrification by identifying charging infrastructure needs, engaging with stakeholders, and training drivers.

Global vehicle supply shortages have significantly impacted corporate fleets, particularly larger ones, with 46% saying they have been substantially affected.

Many fleets are extending the life of existing vehicles, increasing maintenance investments, and adopting strategic order planning to navigate these challenges. The shortages have prompted fleets to explore alternative vehicle makes and models and even consider second-hand purchases to meet their needs.

The 2024 Corporate Fleet Insights Report provides invaluable insights into Australia's evolving fleet management landscape. As fleet operators navigate regulatory compliance, technology adoption, safety, and electrification, they face challenges and opportunities.

This report is a critical resource for providers looking to tailor their offerings to meet corporate fleets' unique needs and expectations.

For more information and to discuss purchasing the Corporate Fleet Insights report, <https://www.fifthquadrant.com.au/contact>.

CHERY PASSES 10,000 SALES, PARTNERS WITH ALLIED FINANCE

Following its market launch in March 2023, Chery Australia celebrated two significant milestones in June 2024.

The distributor surpassed 10,000 sales in Australia and achieved more than 1000 monthly sales for the first time in June 2024 (1,079 units – June VFACTS).

"As a growth market, we are proud to reach these milestones in Australia so soon after celebrating our first anniversary," Chery Australia chief executive **Lewis Lu** says.

"Achieving 10,000 sales is a testament to the hard work and dedication of our local team, dealership network, and the ongoing support of our customers. Reaching 1000 sales in a single month for the first time demonstrates the increasing demand for our vehicles and the strong market acceptance of Chery in Australia," he says.

Over the past year, Chery has introduced three new models: the crossover-style SUV Omoda 5, the medium-sized Tiggo 7 Pro, and the seven-seater Tiggo 8 Pro Max. Additionally, Chery plans to launch its first electric vehicle, the Omoda E5, later this year.

"Our goal is to continue growing our

market share and enhancing our brand's reputation and awareness in Australia," Lu says.

FINANCE PARTNERSHIP WITH ALLIED CREDIT

Chery Australia has partnered with Allied Credit, a non-bank lender, to offer captive automotive finance to new vehicle buyers starting July 1, 2024.

The white-label partnership operates under the Chery Motor Finance brand.

Most of Chery Australia's dealers have been fully accredited and are ready to offer finance for new vehicle purchases.

"Partnering with Allied allows us to elevate the Chery Motor Finance brand," says chief executive **Lewis Lu**.

"The launch will involve some finance programs to help set the stage for a full Chery Motor Finance brand experience. This will include a guaranteed future value product, a clear focus on our dealer network, and customer centricity that will redefine the Chery motor vehicle ownership lifecycle," he says.

Allied Credit's managing director, **Jon Moodie**, says the new relationship with Chery illustrates the importance the non-bank lender places on establishing and building long-term partnerships.



"We have always been committed to adding value to our partners' businesses and collaborating to drive the best possible experience for their customers," Moodie says.

"Chery is proliferating and is keen for Allied to leverage our integrated solutions to support their dealer network and customers.

"We do this by offering branded experience across the customer journey and providing regular opportunities for dealers to enhance their product knowledge, systems capabilities and customer engagement strategies," he says.

POLESTAR APPOINTS SCOTT MAYNARD TO LEAD THE BRAND IN AUSTRALIA

Polestar has appointed 35-year automotive industry veteran **Scott Maynard** to lead its Australian operation from July 18, 2024.

Maynard replaces **Samantha Johnson**, who left Polestar last month after overseeing the brand's launch into the Australian market in 2021.

His appointment comes as the brand prepares to expand its line-up from one to three models with the arrival of Polestar 3 and Polestar 4 SUVs later this year.

According to Polestar, Maynard brings

a wealth of knowledge to the brand following a career across various business functions and experience at several luxury car brands, including Audi and Jaguar Land Rover.

"We are delighted to welcome Scott to the Polestar family. To have someone of his calibre and experience joining the team during unprecedented transformation in the industry is invaluable," says Polestar global sales head **Kristian Elfvefors**.

"Scott not only brings extensive operational experience to the brand but is highly respected by his peers and



retailers. Australia is a key market for Polestar, and we look forward to seeing the brand go from strength to strength as we expand from a one to three-car company," he says.

FRANCHISE NEW CAR DEALERS MUST FOCUS ON RETENTION

AutoGrab's chief commercial officer, **Saxon Odgers**, says that despite expanding into the European and UK Markets, the company is still focused on growth in the Australian market and wants to become the industry's platform of choice.

He says AutoGrab will continue to innovate and support the automotive industry through data, technology and innovation to encourage effective buying and retailing within a dealer's digital platform.

Odgers says the AutoGrab platform is agnostic and agile and will integrate with any existing lead management and DMS systems, making it easy to use and accessible.

He also believes that franchised new car dealers must focus their efforts on customer retention and positive equity identification in the current market.

"We are currently seeing more COVID-era cars returning to the market as finance terms are coming to an end, and we can provide an accurate valuation thanks to being able to access factory build sheet data for those vehicles through our fitted options price service," he says.

"With this clearer information, dealers will have a better idea of the car's value and appeal to consumers when deciding to sell it in their used car department."

Odgers says that the service would require retailers less time to review the car once it is in stock. It enables them to have more information during the appraisal process, helping manage trade-in value and customer expectations.

He says dealership staff often struggle to accurately assess the value of factory options installed on a specific vehicle.

"If the car is heavily optioned, we can provide a level of context. We know everything about the car, right down to the colour of the brake callipers in some instances. It is very comprehensive and has been something the industry has been asking for over many years."

"It helps dealers with transparency, cost management, maximising profits, and pricing vehicles effectively, enhancing their overall vehicle strategy.

"This will be included in our CarAnalysis reports soon. Dealers can provide this information to customers at the point



SAXON ODGERS

of sale in the dealership and on dealer websites if it's enabled," he says.

Odgers notes that dealers in the United Kingdom hold 70% of the used car market, whereas in Australia, they hold only around 40%.

"The UK dealers are doing a much better job of retention, but used cars open up an opportunity for Australia dealers to better control their destiny, provided the volume is consistent," Odgers says.

"Dealer groups are using AutoGrab to identify opportunities in the private market which offer them a solid margin opportunity.

"The industry has been quite volatile with demo and driveaway pricing offers, and the used car market is also robust at the moment, but there are green shoots of resilience as we approach mid-2024," he says.

FROM AUSSIE START-UP TO JATO DYNAMICS PARTNERSHIP

Chris Gardner and **Daniel Werzberger** conceived the AutoGrab platform when they realised that gaps in vehicle evaluation were making it difficult for market participants to value vehicles accurately.

The platform scans the internet for all vehicles for sale in Australia, analysing pricing and calculating the time vehicles are listed for sale. This enables AutoGrab to provide current and accurate valuations for used cars.

AutoGrab provides its subscribers with the vehicle's sale history, including previous sale prices. Those subscribers include OEMs, franchise dealers, financiers, insurers, and other industry stakeholders.

The company recently partnered with JATO Dynamics to support an expansion into Europe and to further enhance the platform's evaluation capabilities. The JATO Dynamics partnership allows AutoGrab to provide details on vehicle features and damage history.

AutoGrab has also announced its recent expansion into the UK market.

To help Australian businesses and consumers manage the cost of living in a rapidly changing market, AutoGrab shares its latest industry insights monthly in the Automotive Insights Report (AIR) for used vehicles with the Australian Automotive Dealers Association.

CHALLENGING FIRST HALF YEAR FOR MOTORCYCLE AND OHV SALES

The Federal Chamber of Automotive Industries says sales of new motorcycles and off-highway vehicles (OHV) have challenged the sector in the first half of 2024.

From January to June 2024, 42,541 motorcycles and OHVs were sold, a decrease of 5.6% compared to 2023.

Yamaha remains the number one-selling brand, followed by Honda, Kawasaki, and KTM.

Road motorcycles represented 39% of total sales, with 16,568 units sold, a 5% decrease from the 2023 figures.

OHVs comprised 16.8% of total sales, with 7155 units sold, representing a 12.2% decrease from the 2023 figures.

Off-road bikes (ORB) accounted for 38.2% of total sales, with 16,248 units, a 3.8% decrease from the 2023 figures.

Scooters accounted for 6% of total sales, with 2,570 units, a decrease of



1.8% compared to 2023.

"The results highlight the economic pressures impacting Australian households, including increases in cost of living and rises in interest rates. We continue to monitor economic conditions and their potential impact on sales across all market segments," FCAI chief executive **Tony Weber** says.

"Despite their typically steady performance in recent months, the

Segment	YTD 2024	YTD 2023	Change
OHV	7,155	8,151	-12.2%
Off Road	16,248	16,884	-3.8%
Road	16,568	17,432	-5.0%
Scooter	2,570	2,618	-1.8%
Total	42,541	45,085	-5.6%

slight decline in scooter sales suggests that consumers are feeling the pinch more acutely this year."

NEW ZEALAND TO FOLLOW AUSTRALIA'S EMISSION STANDARD

The New Zealand government is abandoning its CO2 targets for the light transport fleet under the Clean Car Importer Standard and will instead follow the Australian target.

Transport Minister **Simeon Brown** says aligning with Australian emission standards is logical.

"New Zealand and Australia are effectively one car market – so it makes sense to have the same approach to CO2 emissions standards between our two countries," Brown says.

For passenger cars, next year's weight remains the same at 112.6 grams before rising to 108 grams (over 84.5 grams) in 2026, 103 (instead of 63.3 grams) in 2027, and the Australian targets of 76 grams in 2028 and 65 grams in 2029.

The gap in commercials is massive. The target for 2025 rises to 223 grams (over 155 grams), in 2026 to 207 grams (over 116.3 grams), in 2027 to 175 grams (over 87.2 grams), and then the Australian targets of 144 grams in 2028

and 131 grams in 2029.

The move eliminates the penalties expected to hit Utes in 2025.

In addition to the realignment, the minister says they will pass legislation to provide more flexibility in using emissions credits and charges. The government has already confirmed it will pass the cost of using the system to importers.

It is still being determined if the penalties or credit costs will change. The current rate for New Zealand's penalty grams is NZ\$45 for fleet average users and NZ\$36 for pay-as-you-go, while used vehicle importers pay half.

In Australia, the credit cost is \$100.

The NZ government has confirmed it will commit to a promise to exempt disability vehicles as part of the changes.

Aside from making 'cleaner cars affordable,' Brown justifies the move by pointing out that, according to ministry

advice, the existing targets were unlikely to be met.

"Advice provided to me by the Ministry of Transport found that under current targets set by the former Government, CCS penalties are forecast to amount to approximately NZ\$800.6 million cost to consumers purchasing a new car in 2027, which is around NZ\$5,549 per vehicle," Brown says.

"The review found that the Standard's current targets are too stringent and are increasingly demanding for importers to meet, as they are out of step with manufacturing standards from leading vehicle manufacturers.

"The review found that the commercial targets for 2026 and 2027 are more stringent than every other country worldwide.

"If we don't change the path we are on, we will simply pile costs onto consumers while failing to make emissions reductions," he says.



MITSUBISHI MOTORS AUSTRALIA CELEBRATES 2024'S DISTINGUISHED DEALERS

Mitsubishi Motors Australia Limited (MMAL) recently celebrated another year of remarkable performance with dealers, their families, and regional staff.

Seven dealerships were honoured with MMAL's highest accolade, the Distinguished Dealer Award.

MMAL executive and senior management, Mitsubishi Motors Corporation (MMC) CEO **Takao Kato**, and VIPs hosted the dealer principals and senior dealership delegates at the annual national dealer conference.

MMAL chief executive **Shaun Westcott** and other executive members came to Melbourne to personally congratulate the seven winners, who travelled from around the country to celebrate on the night.

Established in 1981, the Distinguished Dealer Award is the highest accolade available to Mitsubishi dealers in metropolitan and regional areas.

The award celebrates success in sales, aftersales, and customer experience at a dealership. It represents the hard work and effort staff put in as part of a team throughout the previous year.

"The Distinguished Dealer Award sets a high bar for Mitsubishi dealers across

Australia as we seek to continually exceed our customers' expectations by demonstrating excellence across the business, MMAL chief executive **Shaun Westcott** says.

"Each year, these awards spur the Mitsubishi Motors national dealer network to even higher standards across all facets of dealership operations."

"This year is no different as we recognise a group of consistently high performers while rewarding new achievers for the first time. This is great news for MMAL and its customers, and we look forward to seeing what our dealer network will achieve in the future," he says.

DISTINGUISHED DEALER AWARD 2024 WINNERS

Wanneroo Mitsubishi

This is Wanneroo's seventh Distinguished Dealer Award, off the back of a clean sweep of the 2024 Diamond Awards.

Wayville Mitsubishi

Wayville Mitsubishi has also achieved seven Distinguished Dealer Awards since inception, with the latest coming 'back-to-back' after another strong

performance.

Australian Motors Mitsubishi Morphett Vale

This is Australian Motors Mitsubishi Morphett Vale's fourth Distinguished Dealer Award in the last five years. The Australian Motors Group has won the Distinguished Dealer Award 11 times in the past ten years.

Berwick Mitsubishi

Berwick Mitsubishi returns to the winner's list for the first time since 2020. The Berwick team won all four Diamond Awards earlier in 2024.

Blue Ribbon Mitsubishi

The 2024 Distinguished Dealer Award list saw Blue Ribbon Mitsubishi return for its second gong after last winning back in 2011.

Bendigo Mitsubishi

After first claiming a Distinguished Dealer award in 2018, Bendigo Mitsubishi returns to the list in 2024.

Dalby Mitsubishi

After commencing with the Mitsubishi network in 2018, Dalby Mitsubishi has claimed its first Distinguished Dealer Award after a strong performance.

BRIDGING THE HERE-AND-NOW OF AUSSIE TRUCK OPERATION

A line has been used frequently, relating to the theme of change as it applies to the Australian road transport sector.

Some experts refer to the transformation besieging our industry as the most significant revolution' in transport history.

They're referring, of course, to the evolution of alternate powertrain technology and the shift away from our centuries-old love affair with internal combustion engines. I must say, though, that I was a little taken aback when I first heard that line.

That said, when you take a moment to look at the trajectory of human 'mobility' more broadly, this assessment isn't too far off the money.

There's little doubt this seismic shift is underway, and understandably, the new and the unknown garner more column inches in the press. But what about the 'here and now?' How are transport operators going about their business right now, and how are they getting the best results from their tools of trade?

The 2024 Isuzu Future of Trucking Report sought to ponder exactly those queries among the wide range of topics covered. Interestingly, for people like me—employed to keep trucks on the road—the report has also highlighted some developing trends in the trucking service and maintenance space.

We'll crunch some of those findings shortly, but first, some geographical context.

THE LAND OF PLENTY

Having worked on, in, and around trucks for a long time, I'm perpetually surprised at how harsh the Australian operating environment can be on the capital equipment we employ to 'get the job done.'

The vast distances, unforgiving climate, road conditions and an ever-growing freight task make this country a unique and, at times, utterly unforgiving place to make a buck in the road transport business.

Put simply, and from a maintenance perspective, we need to be 'on our game' down here in Australia for various reasons.

From our comprehension of and adherence to compliance obligations to realising the efficiencies of regularly scheduled maintenance (not to

mention where to get that work done) – they all contribute to increased productivity and, ultimately, more cash in the back pocket.

NON-NEGOTIABLES

Our local Chain of Responsibility obligations, or CoR, is the holy in this heady mix.

Part of the Heavy Vehicle National Law (HVNL), CoR involves identifying risks involved in both on- and off-road activities, evaluating them, and, where possible, eliminating them.

Isuzu's research confirms that Australian operators are doing a decent job of this, with 70% of truck-dependent businesses having effective CoR strategies firmly in place. This is an encouraging foundation, but there's always room for improvement as with anything.

Analysing the data further, we can see that some smaller operations still need to grapple meaningfully with compliance. Specifically, the 'owner-driver' sub-group surveyed in the report revealed the lowest levels of awareness and planning for their CoR responsibilities.

We must collectively address compliance as an industry for many safety-centric reasons if we continue to grow and prosper under current economic conditions.

One apt example is the attraction and retention of talent within our ranks. A compliant, safer, and more appealing work environment equates to recruiting and retaining quality candidates – it's a simple formula but one we must continue to adopt.

SMARTER TRUCKING

Findings relating to servicing and repair preferences build on the broader compliance theme.

Encouragingly, the report suggests that the vast majority of significant repair work within the Australian truck park is undertaken by OEM truck dealerships rather than third-party workshops or on-site. This is an important point.

For reasons of technical and product-specific know-how, as well as overall product knowledge, Australian operators are looking for lasting repair solutions that will reduce downtime and increase efficiencies.

An important aside in these findings is that the repair preferences of the



BRETT STEWART, ISUZU AUSTRALIA LIMITED HEAD OF AFTERSALES

National Fleet Operator subgroup (50+ trucks) are further influenced not only by the quality of workmanship (65%) but also by the quality of customer service and support (65%). The importance of workshops having the latest technical information and diagnostic tools also attracted substantial support within this group, at 65%.

All these preferences point to an Aussie operator with a firm grasp of the total cost of ownership (TCO) equation. They are looking for providers that can deliver the whole package from procurement to the completed lifecycle of a piece of equipment.

The report confirms, too, that this overarching sentiment extends through to issues such as the proximity to and location of servicing dealerships and a strong preference for genuine OEM parts and componentry.

ONWARDS AND UPWARDS

As has always been the case in the world of aftersales and service support, a range of factors are at play, all against the backdrop of a highly demanding operating environment.

Of course, the other side of this story is the unprecedented rate of technological change we're currently experiencing—a change that will present a unique set of challenges in the world of aftersales.

What we should take solace in, and what the latest Future of Trucking data confirms, is that Australian road transport operators are well-informed, proactive in their approach and generally well-positioned to respond, adapt and succeed.

Given Australia's dependency on road transport within almost every industry imaginable, our ability to harness the best thinking, strategy, and, indeed, the best people will enable us to continue to 'get the job done' right now and well into the future.

GUD REBRANDS AS AMOTIV

Automotive aftermarket giant GUD Holdings Limited (GUD) is rebranding itself as Amotiv Limited (Amotiv).

The business says the rebranding represents a renewed focus on the automotive aftermarket industry.

Amotiv managing director and chief executive **Graeme Whickman** says the new brand signifies its commitment to the automotive sector and determination to lead in industry innovation.

"We aim to be at the forefront of the automotive aftermarket, providing top-tier products and services to our customers," Whickman says

"From our early days, more than 85 years ago, when we manufactured chemicals and filters, we expanded and diversified through strategic acquisitions and continuous innovation," he says.

Amotiv is a pure-play automotive company with 1900 team members, 40 global locations, 16 manufacturing sites, three divisions, and more than 50 brands.



Its stable of automotive aftermarket brands includes Ryco, Narva, Projecta, Hayman Reese, Wesfil, DBA, Australian Clutch Services, Cruisemaster, Goss, Injectronics, ECB, Milford, Rola, Permaseal, and Infinitiv, which serve a customer base across Australia and New Zealand.

Amotiv has introduced a new divisional structure, aligning its businesses into three focused divisions:

- Lighting, Power and Electrical



GRAEME WHICKMAN

- 4WD Accessories and Trailing
- Powertrain and Undercar

"Our new divisional structure enhances our ability to deliver specialised products and services, driving efficiency and innovation across all sectors," Whickman says.

"This alignment supports our growth ambitions and helps us better meet the needs of our customers," he says.

REPCO REVEALS NEW BRANDING AND CORPORATE IDENTITY

Repco has revealed its new branding and corporate identity for the Australian and New Zealand markets.

The 102-year-old automotive aftermarket specialist has revitalised its logo, tagline and marketing with a new look and message.

Repco created the all-new marketing program with Melbourne-based marketing agency Thinkerbell.

Anchoring Repco's new corporate identity is the phrase 'Gets you goin'', which refers to the dynamism of the company's many passionate customers and its role in invigorating their shared love for cars.

"Repco's new brand line 'Gets you goin'', has been inspired by our customers," Repco chief executive **Wayne Bryant** says.

"Everything that our customers and

Repco Crew do with cars gets us goin', and our customers want us to join them in showing our love for cars.

"Repco has long been the trusted automotive parts and accessories go-to for workshops and people who love cars across Australia and New Zealand.

"For more than a century, we've been getting cars, people and automotive businesses goin', and we're celebrating this with our new voice," he says.

Repco supplied the engine parts for Australia's first Holdens. It also built the engine that powered Sir Jack Brabham to the 1966 F1 World Championship, and it created a one-of-a-type Research Concept Car called the Repco Record in the late 1950s.

Repco also enjoys an extensive local motorsports history, including success in Formula 5000. Sportscars and Sport



Sedan racing are now the naming rights partner of both the Repco Bathurst 1000 and the Repco Supercars Championship.

Repco has brought to life its passion for all types of cars in its newest series of advertisements. Repco team members own some of the project cars in the latest ads.



FROM LAWNMOWING TO BUYING NEW CARS, JIM'S GROUP PARTNERS WITH CARCONNECT

Australian mobile services franchise operator Jim's Group has formed a national partnership with the Carconnect new car-buying platform to provide its franchisees access to the best vehicles at the best price.

According to Jim's Group, it has 5,200 franchises and tens of thousands of workers nationwide.

It says Jim's Carconnect will be available to all Jim's franchisees, customers and the general public.

Nearly every franchisee has a vehicle, with some operating as many as five cars.

Jim's Group founder, **Jim Penman**, says the company is one of the country's largest consumers of vehicles. It is a mobile service provider that requires quality vehicles to deliver its services.

"Because of the nature of what we do, we buy a lot of vehicles, whether cars, utes, vans or SUVs; we need vehicles to provide our services. We are fundamentally a mobile service provider. We buy many cars and do a lot of miles," Penman says.

"This is why we have created Jim's Carconnect. We must ensure that our franchisees can access the best and most reliable vehicles for the best price.

"We can't afford to have vehicle

breakdowns or to spend more than needed on the best vehicle. We need the best value for our franchisees, and our new Jim's Carconnect partnership and services will make this possible.

"Jim's Carconnect also provides services such as servicing, new tyres and scratch and dent repair. Our vehicles must always be in tip-top shape as they are an extension of our brand."

Carconnect is a national service that connects buyers with new cars. It gathers information from the buyer about what vehicle they would like and their budget and then finds the best vehicle for the best price.

It also provides other services such as finance and insurance.

"Jim's Carconnect will revolutionise how the Jim's Group franchise network purchases cars. It is also open to customers of Jim's Group and the broader general public," says Carconnect's head of corporate and partnerships, Joe Malfitana.

"At Jim's Carconnect, purchasing a new car is easy. Not only do we find a new vehicle for you, but we also deliver it to your doorstep or to any of our dealer partners nationwide.

"We make the process of buying a new car simple. Say goodbye to wasting your weekends visiting countless

showrooms and car lots, and we handle all the details for you.

"Every year, we help thousands of customers save time, money and the hassle of buying a brand new car. From discovering your new ideal vehicle to handling your trade-in and negotiating fantastic deals, our services are accessible from anywhere," he says.

Malfitana says Jim's Carconnect service will save franchisees and their businesses time and money and help them fast-track their growth.

"Jim's franchisees need the best vehicle available for the best price. They can't afford to wait months for a car to arrive in Australia; they need the best vehicle for the best price delivered to their door immediately," Malfitana says.

"New brands and models of vehicles are arriving in Australia all the time. How do you decide which is better and what features to look for? We can help with this process too.

"Our service isn't just for Jim's franchisees; it is available for the general public, so we urge anyone wanting to trade in their vehicle, purchase a new vehicle or get their car serviced to reach out," he says.



FORD RANGER

STRONG NEW VEHICLE SALES IN FIRST HALF

According to the Federal Chamber of Automotive Industries (FCAI), Australian customers bought 119,659 new vehicles in June, marking the end of the 2023–24 financial year.

It says total sales for the first six months of 2024 were 632,412 vehicles, an 8.7% year-to-date increase over last year, surpassing the previous record of 605,522 in 2018.

However, the FCAI says sales in June 2024 declined by 4.2% compared to June 2023.

The Ford **Ranger** was Australia's top-selling vehicle in June 2024, with 6289 sales, followed by the Toyota **Hilux** (5630), Toyota **RAV4** (3907), Mitsubishi **Outlander** (3045), and Tesla **Model Y** (906).

The significant year-to-date milestone highlights the sustained demand for new vehicles across Australia, according to the FCAI.

FCAI chief executive **Tony Weber** said the yearly sales were encouraging, especially considering the ongoing economic challenges.

"The end of the financial year has traditionally been a strong month for vehicle sales, and achieving 632,412 sales in six months is a testament to the market's resilience," Weber says.

"Battery electric vehicles (BEV) saw a slight decrease in sales, accounting for 8% of new sales, down from 8.8% in the same month last year.

"However, Australia has experienced an increase in BEV sales year-to-date, accounting for 50,219 yearly sales compared to 43,092 at the same time last year.

"We hope to break the milestone of 100,000 EV sales in 2024. As customers increasingly turn to electric vehicles, governments must focus on delivering widespread recharging capability across

Australia," he says.

According to the FCAI, the demand for SUVs and light commercial vehicles continues to drive the market, contributing 54.5% and 23.3%, respectively, to the monthly sales figures.

It reports that hybrid and plug-in hybrid vehicles have increased in market share, capturing 14.4% of the market compared to 7.8% in June last year. This reflects a growing consumer preference for more sustainable vehicle options.

Toyota was the market leader with sales of 20,903 in June, followed by **Ford** (9493), **Mazda** (9483), **Kia** (8225) and **Mitsubishi** (7723).

Sales in the Australian Capital Territory were the same as June 2023 (1856); New South Wales decreased by 2.1% (36,246); Queensland decreased by 6.3% (26,265); South Australia decreased by 0.5% (7932); Victoria decreased by 4.7% (32,356); Western Australia decreased by 7.6% (12,079), Tasmania decreased by 1.4% (1897) and Northern Territory decreased by 5.3% (1028).

The June 2024 market of 119,659 shows a decrease in new vehicle sales of 5,267 (–4.2%) compared to June 2023 (124,926). There were 25.2 selling days in June 2023 compared to 24.5 in June 2024, resulting in a decrease of 73.3 vehicle sales per day in June 2024.

The passenger vehicle market is up by 668 vehicle sales (3.3%) over the same month last year; the sports utility market is down by 3811 vehicle sales (–5.5%); the light commercial market is down by 953 vehicle sales (–3.3%), and the heavy commercial vehicle market is down by 1171 vehicle sales (–17.6%) compared to June 2023.

TOP 10 BRANDS



1. TOYOTA 20,903



2. FORD 9493



3. MAZDA 9483



4. KIA 8225



5. MITSUBISHI 7723

4X4 UTES



1. Ford Ranger
5842



2. Toyota HiLux
4976



3. Isuzu Ute D-Max
2222



4. Mitsubishi Triton
1496



5. Mazda BT-50
1190



6. Toyota Landcruiser
70 PU/CC
1169



7. Volkswagen Amarok
1010



8. GWM Ute
890



9. LDV T60
726



10. SsangYong Musso
511

SUV SMALL <\$40K



1. MG ZS
1907



2. Hyundai Kona
1804



3. Mazda CX-30
1306



4. GWM Haval Jolion
1305



5. Subaru Crosstrek
1294



6. Mitsubishi ASX
1152



7. Mitsubishi Eclipse
Cross
959



8. Kia Seltos
903



9. Volkswagen T-roc
883



10. Nissan Qashqai
752

TOP 10 BRANDS



6. HYUNDAI 6552



7. TESLA 4683



8. SUBARU 4460



9. ISUZU UTE 4445



10. NISSAN 4293



EV SALES EXPECTED TO SURPASS 100,000 THIS YEAR

Battery electric vehicles (BEVs) saw a slight decrease in sales during June 2024, accounting for 8% of new sales, down from 8.8% at the same month last year.

So says Federal Chamber of Automotive Industries (FCAI) chief executive **Tony Weber**, also noting Australia has experienced an increase in BEV sales year-to-date, accounting for 50,219 yearly sales compared to 43,092 at the same time last year.

"We hope to break the significant milestone of 100,000 EV sales in 2024," he says.

As customers increasingly turn to EVs, it is critical that governments focus on the delivery of widespread recharging capability across Australia, the FCAI says.

Hybrid and plug-in hybrid (PHEV) vehicles have seen a notable increase in market share, capturing 14.4% of the market compared to 7.8% in June last year, reflecting a growing consumer preference for more sustainable vehicle options, it says.

The Tesla **Model Y** (2906) was the top selling BEV in June and the fifth top seller overall.

Total electric sales dropped from 11,042 to 9583 in June comparisons (down 13.2%) and were up 16.5% in year-to-date (YTD) comparisons (from 43,092 to 50,219).

Hybrids continue to grow in popularity overall, recording 15,336 sales in June 2024 compared to 8980 in June 2023

(70.8%) and from 38,270 to 81,613 in YTD comparisons (113.3%).

PHEVs went from 782 to 1949 in June comparisons (149.2%) and from 3592 to 8223 in YTD comparisons (129.8%).

Hydrogen-powered new vehicles recorded four in June 2024 and seven YTD against zero in both cases.

Electrics went up in the passenger vehicle category, recording 3775 in June 2024 against 2254 in June 2023 (67.5%) and 22,068 YTD against 14,641 (50.7%).

Yet they dropped in the popular SUV category, going down 34.1% (8763 to 5772) and down 1.5% YTD (28,373 to 27,952).

On the other hand, hybrids increased considerably in both categories – up

82.2% in June comparisons (2417 to 4403), and 126.5% in YTD comparisons (10,045 to 27,649) in the new passenger sector and 65.7% (6563 to 10,872) in June comparisons and 108.1% YTD (58,723 to 128,225).

PHEVs also increased in the two categories – 16.7% (54 to 63) in June comparisons and 106.3% YTD (207 to 427), 159.1% in June (728 to 1886) and 131% YTD (3375 to 7796) respectively.

Light commercials saw electrics go up 44% in June comparisons (25 to 36) and 155.1% YTD (78 to 199) while hybrids in that category went from zero to 61 in June and zero to 241 YTD.

ELECTRIC, PHEV AND HYBRID SALES					JUNE 2024			
Total Market	Month		YTD		Variance +/- Vol. & %			
	2024	2023	2024	2023	MTH	YTD	MTH	YTD
ELECTRIC								
Passenger	3,775	2,254	22,068	14,641	1,521	7,427	67.5%	50.7%
SUV Private	5,772	8,763	27,952	28,373	-2,991	-421	-34.1%	-1.5%
Light Commercial Non-Private	36	25	199	78	11	121	44.0%	155.1%
Sub Total	9,583	11,042	50,219	43,092	-1,459	7,127	-13.2%	16.5%
HYBRID								
Passenger Private	4,403	2,417	22,649	10,045	1,986	12,604	82.2%	125.5%
SUV Private	10,872	6,563	58,723	28,225	4,309	30,498	65.7%	108.1%
Sub Total	15,275	8,980	81,372	38,270	6,295	43,102	70.1%	112.6%
PHEV								
Passenger Private	63	54	427	207	9	220	16.7%	106.3%
SUV Private	1,886	728	7,796	3,375	1,158	4,421	159.1%	131.0%
Sub Total	1,949	782	8,223	3,582	1,167	4,641	149.2%	129.6%
Total	26,807	20,804	139,814	81,362	6,003	58,452	28.9%	71.8%