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OCTOBER 2024

THE AUSTRALIAN VEHICLE DEALER'S NEWS SOURCE



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ROBERT BARRY

EDITOR | AUTOTALK AU



Hello there,

New vehicle registrations in September 2024 confirmed the market slowdown many people have been expecting.

Sooner or later, the new vehicle market would show signs of cooling off as post-COVID order banks were satisfied through a fully functioning supply chain. It was a certainty.

Although September 2024 was the first time the industry exceeded 900,000 new vehicle sales in the third quarter of the year, the monthly total of 97,020 was 12.4% down on the same period last year.

Further proof of the strong market leading up to the end of September is the result of Suzuki Queensland, which recorded its best year-to-date sales performance in over a decade.

According to VFACTS, Suzuki Queensland's sales leapt 40.1% over the corresponding nine months of last year.

It was spurred by an 81.5% increase in year-to-date Jimny sales and a 34.8% increase in Vitara sales.

Suzuki Queensland's sales so far this year have already exceeded last year's total by almost 14% in a state market that is up by only 3.1%, the same percentage increase as for Australia

The Suzuki Swift range holds second place in outright sales for the light car segment, with sales approximately on par with last year.

Suzuki Queensland's outstanding sales performance so far in 2024 also has helped propel Suzuki's overall Australian sales performance to a 20.3% increase in the nine months to September 30.

The Northern Territory was the only

market to see an increase in new vehicle sales in September 2024. All other states and territories saw a decline between 3.8% to 23%.

There were 24.6 selling days in September 2024 compared to 25.6 in September 2023, which decreased 380.4 vehicle sales per day in September 2024.

The passenger vehicle market was down by 4123 vehicle sales (-22.2%) over the same month last year; the sports utility market is down by 7612 vehicle sales (-11.9%); and the light commercial market was down by 2225 vehicle sales (-9.4%).

Still, the heavy commercial vehicle market is up by 278 vehicle sales (6.5%) compared to September 2023.

In September, Toyota was again the market leader, followed by Ford and Mazda. Toyota led Ford with a significant margin of 9807 vehicle sales and 10.1 market share points.

Sales of hybrids and plug-in hybrids were strong. Still, demand for battery electric vehicles has tapered off, although not to the same levels as in New Zealand, where distributors are now slicing \$30—to \$40,000 off the list price to move ageing and unwanted stock.

This came about due to the removal of all subsidies on EVs by the National-led New Zealand government at the beginning of 2024.

Will rental sales increase in October as tourism operators renew their fleets for the summer market? It's hard to know, but we'll be eagerly awaiting October's VFACTS results in November.

Enjoy your reading this month.

Kindest regards,

Robert Barry
EDITOR **AUTOTALK**



DEALERSHIP USED CAR PRICES DOWN TO 2021 LEVELS

According to the **Cox Automotive Australia (CAA) Price Index**, August 2024 was the sixth consecutive month in which dealership-used vehicle selling prices cooled.

The Price Index, which started at 100 points in December 2019, is now at 130.7, down 7.4% from the same point in 2023 and 11.7% over the past two years.

CAA collects retail data on most dealer-listed used cars in Australia, mainly through its digital inventory management platform, **SmartPublisher**.

DEALER USED VEHICLE SUPPLY FOR AUGUST 2024

Dealer inventory in the CAA database declined slightly in July but remains 6.1% greater than in 2023. Of more significant note, the number of listed vehicles used has increased by more than 30% in the past 24 months.

The greater availability of used vehicles is partly due to all-time sales records in the new market, driven by backorders and robust pipelines. The most stocked used vehicles in dealers are the Ford Ranger, Toyota Corolla, Toyota Hilux, Toyota RAV4, and Mitsubishi Triton.

Because trends in the new market eventually impact the used market, dealer-used inventories increasingly contain fewer traditional passenger cars (hatchbacks, sedans, etc.) and more SUVs.

As of August 2024, passenger vehicles had a circa 30% share of used inventory, down from 39% at the start of 2020. SUVs have trended in the other

direction, with a 49% inventory market share in August 2024 versus 41% at the beginning of 2020.

While still a tiny percentage of overall stock, second-hand EVs and PHEVs supply is up 65% year over year and 120% over the past two years.

DEALER USED VEHICLE DEMAND FOR AUGUST 2024

While dealer-used supply levels are up, so are sales, with the August tally up 11.2% YoY, the most significant result since November 2020.

The industry's Market Days' Supply measure declined from 62 days in August 2023 to 61 days in August 2024. The MDS figure was 64 days as recently as January 2024.

Used SUV sales were up 13.5% YoY, and ute sales were up 16.4%, but passenger car sales were largely stagnant over the past 12 months, up a modest 1.6%. This is down to relative scarcity rather than lack of demand, with passenger vehicles having the shortest average selling days (38) of any vehicle type.

While overall EV and PHEV sales remain small, sales have increased by 138.6% this year. The Tesla Model 3 is doing much of the heavy lifting, with sales up 88.6% in August 2024 (over July) and tracking up 50% YTD.

The top-selling vehicles in the dealer-used market for the month were the Ford Ranger (up 5.6% MoM), Toyota Hilux (up 13.8%), Toyota Corolla (up 6.4%), Toyota RAV4 (up 5.6%), and Hyundai i30 (up 2.8%).

DEALER USED VEHICLE PRICES FOR

AUGUST 2024

The CAA Price Index is now back at February 2021 levels and has declined for 17 of the previous 18 months. The average dealer discount was 7.1% per vehicle in August, with 41.7% of all delisted cars receiving one or more price changes online.

Two overarching patterns are emerging regarding used car pricing: The first is that traditional passenger cars hold more inflated prices relative to pre-COVID levels than SUVs and light commercials.

Passenger Cars (hatches, sedans, wagons, etc.) are more elevated relative to pre-COVID, with a Price Index of 145.7 compared to 122.2 for SUVs and 128.0 for Utes. The Index for Passenger Cars has also declined slower over the past 12 months than other vehicle types.

Another point of note is that the relative prices of older vehicles tend to be more inflated compared to pre-COVID levels than those of younger ones. For example, sedans and hatchbacks aged 2-4 have been up 24.6% on their Index since December 2019, whereas those aged 8-10 have been up 54.6%.

Two factors are likely behind this: First, there's a great deal of market demand for older and cheaper vehicles due to current household cost-of-living pressures, and second, there's a lot of supply of new cars now, which naturally compresses what a dealer can charge for, a late-model used car.





MANHEIM REPORTS SOLID EX-LEASE GROWTH AND A NEW HIRE

Manheim Australia is processing and selling more fleet lease vehicles at its weekly wholesale auctions, driven by increased business from major fleet management organisations (FMOs).

It also recently appointed **Daniel Colina** from BMW Australia to be the company's new Head of Fleet, Government, Corporate & Rental. Manheim Australia has strengthened ties with organisations such as the **National Automotive Leasing and Salary Packaging Association (NALSPA)**. YTD sales of fleet lease vehicles have doubled at Manheim compared to the same time in 2022, representing one of the fastest-growing segments of the business.

July and August 2024 are the two biggest-volume sales months for ex-fleet lease vehicles at Manheim dating back to 2000.

Significant players such as **LeasePlan, SG Fleet, Custom Fleet, and Summit** are the predominant sources of these vehicles, reflecting the market's increasing uptake of things like novated leases unmanaged by FMOs.

Manheim is stepping up its cadence of FMO-focused auctions and putting more excellent resources into working with this sector. For example, the first dealer-only national auction for LeasePlan and SG Fleet since before COVID yielded an 86% successful sales rate on 151 late-model vehicles offered.

MANHEIM IN AUGUST AND YTD

Overall, Manheim wholesale car volume—excluding salvage and industrial—was up more than 30% in August YoY and is 42% higher compared to the same January to August period in 2023 (YTD). August was the second-largest sales month this year after July, with volumes running at four-year highs.

In addition to the strong fleet lease sales growth (up 47% YoY), Manheim is also observing strong volume upticks in vehicles being sold on behalf of OEMs (up 71%, including dealer-only and public auctions), dealers (up 48%), government departments such as QFleet (up 47%), and rentals (up 56%).

The volume increases YoY are consistent across Australia, with the most significant incremental volume coming through Melbourne (up 46%) and Brisbane (up 51%). Manheim is also seeing strong percentage growth in Adelaide (43%), Darwin (86%), Hobart (20%), Newcastle (30%), Perth (43%), and Sydney (20%).

One thing vendors and buyers alike should be aware of is the cooling of average wholesale prices, down 7.6% this year and around 20% since the middle of 2022, when vehicle shortages drove up transaction prices.

Overall, though, auction prices are still up 32% since December 2019, meaning vendors should expect reasonable returns for their assets. This is particularly the case for older assets. For example, the average prices of 2–4-year-old passenger cars have been up 39.6% since late 2019,

whereas those aged 5–7 are up 50%.

Traditional passenger cars (hatchbacks, sedans, wagons, etc) remain much more elevated on the Manheim Price Index than SUVs, which are in more excellent supply, with light commercial utes and vans somewhere in the middle.

From a fuel-type perspective, sales of hybrid vehicles are up almost threefold (192.1%) YoY, led by an influx of ex-fleet Toyotas, coinciding with the arrival of new stock.

Electric vehicles (EVs) currently make up a small portion of the overall vehicle market, and there are well-known concerns about their resale values.

However, Manheim predicts a significant increase in EV sales starting in 2025. To address consumer confidence, it will offer battery state-of-health testing and EV-exclusive auctions for sellers.

Some other recent company highlights include the return of fortnightly Adelaide auctions, the launch of a simpler new Online Invoice Portal, and Manheim's car buying service, **Sell My Car**, passing 50,000 cumulative car sales over ten years in operation.

TOP FIVE MODELS SOLD AT MANHEIM YTD 2024

- Ford Ranger ↑ 39.6% YTD
- Toyota Camry ↑ 68.8%
- Isuzu D-Max ↑ 79.5%
- Toyota Corolla ↑ 87.8%
- Toyota Hilux ↑ 43.6%

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8/152 Quay Street, P.O. Box 10 50 10,
Auckland City, NZ 1030.



EDITOR – AUTOTALK AUSTRALIA
Robert Barry
robert@automediagroup.co.nz



ASSISTANT EDITOR
Geoff Dobson
geoff@automediagroup.co.nz



MANAGING EDITOR
Richard Edwards
richard@automediagroup.co.nz



BUSINESS MANAGER
Dale Stevenson
dale@automediagroup.co.nz



GROUP GENERAL MANAGER
Deborah Baxter
deborah@automediagroup.co.nz

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MATT SAKHAIE

IAL APPOINTS SAKHAIE AS PRODUCT DIVISION CHIEF

Isuzu Australia Limited (IAL) has promoted **Matt Sakhaie** to product division chief in preparation for an all-new vehicle range that begins arriving in 2025.

He joined IAL in 2010 and brings experience from its broader engineering division, the off-highway Isuzu Power Solutions team, and, most recently, the brand-wide product portfolio.

Sakhaie now leads IAL's growing product division. Its remit includes product development, homologation engineering, and in-house, second-stage manufacturing at IAL's Melbourne-based product development centre (PDC) and Isuzu production centre (IPC).

"We deliver a huge range of truck models and variants to a diverse range of customers across light, medium and heavy-duty requirements," IAL director and chief operating officer **Andrew Harbison** says.

"It's a task we expect to become increasingly more complex in the coming years.

"In this respect, Matt's experience of the industry and IAL's business is invaluable, and his promotion reflects this. In 2025, Isuzu will bring its

first all-new model line-up to the Australian market since 2008.

"This has required Matt and the product division to engage closely with our parent company in Japan and the wider customer network to ensure the right model mix will be heading our way," he says.

Sakhaie says the new Isuzu range represents a significant change. However, the philosophy of delivering on customers' needs remains the same.

"Isuzu has embraced the future of change with a commitment to supply a product range which offers operators compelling features and functionality, including advanced safety systems, more innovative and more efficient powertrains and ergonomic enhancements," Sakhaie says.

"We are also proactively working with our parent company, Isuzu Motors Japan, in the market development of fuel-agnostic powertrain platforms, including battery electric vehicles (BEV) and fuel cell vehicles (FCEV).

"To address the increasingly complex customer and regulatory requirements, IAL has recently enhanced the product team, including appointing product managers responsible for the lifecycle

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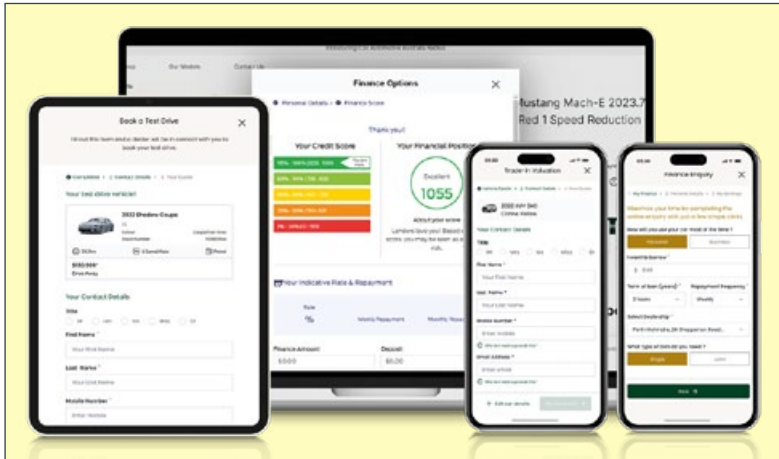
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RADIUS: TURNING WEBSITES INTO LEAD-GENERATION ENGINES



In today's digital age, automotive dealerships face the challenge of making their online presence a compliance necessity and a powerful tool for generating leads and driving sales.

Cox Automotive's new website platform, Radius, is set to transform dealer websites into dynamic sales engines.

Dealers' perceptions of their websites vary significantly. Some view them merely as mandatory elements required by franchise agreements, investing minimal time and resources. Others see the potential for these websites to generate enquiries and drive traffic into their sales funnels.

However, many dealers struggle to achieve the desired lead generation from their own websites.

Radius stands out by addressing these challenges head-on. Unlike traditional automotive websites, which are heavy on information and features but light on calls to action, Radius is designed to engage visitors at every touchpoint. The new platform ensures that every mouse scroll prompts car shoppers to take an action that can go into the sales funnel.

MAXIMISING CONVERSION OPPORTUNITIES

One of the advantages of Radius is its connected digital retailing solutions, which include tools such as Trade-in Valuation, Finance Enquiry, Finance Score, and Book a Test Drive.

Unlike many websites, Radius

integrates these tools to enhance the customer journey from initial enquiry to final purchase. This integration ensures dealers maximise lead generation and conversion opportunities by continuously presenting visitors with chances to interact and move further down the sales funnel, transforming passive visitors into active leads.

RETURN ON INVESTMENT

While some dealers may prioritise cost-saving, Radius offers value for money. It includes the tools and functionality needed to improve conversion rates so the dealer is making more money, not just cutting costs. Radius is designed to deliver a high ROI by significantly boosting lead generation and conversion rates. By turning more visitors into enquiries, dealers can expect a substantial increase in sales opportunities.

The website intends to create a far higher percentage conversion from visitors to enquiries than historically has been the case, presenting a real opportunity to make money, not just save it.

The Radius website platform was designed for dealers. It's all about ensuring that used car dealers, franchises, and OEMs give themselves the best opportunity to take anyone on their website and encourage them to interact to significantly increase their chances of converting visitors into leads and sales. The connected

digital retailing tools, speed, and online security in Cox Automotive's new automotive website platform allow dealers to do that.

RADIUS MASTERCLASS – OCTOBER 17, 2024

Cox Automotive lead product manager Callum Coe and product manager Hobey Bennett are inviting dealers to an online Masterclass for the Radius platform on October 17 at 1 pm AEST.

Coe and Bennett will share the international and Australian research that has shaped the approach to frictionless conversion, the importance of seamlessly connecting digital retailing tools, the science behind speed, and how a Radius website can sit at the heart of a modern digital and physical retailing approach.

The experts will showcase via a live demo the following insights:

- Research-backed features are needed to increase conversions on a website.
- What connected retailing tools work to help visitors take the next step
- How Radius offers conversion opportunities at every touchpoint and seamless LeadDriver integration.

The Masterclass will benefit sales managers, dealer principals, and marketing professionals eager to learn how the new Radius website platform can accelerate conversions with a fast and secure website prioritising online security. You can register [here](#). ■

... continued from page 05

management of specific model ranges," he says.

"This level of knowledge ensures that our portfolio of products continues to

meet our customer's needs and that we maintain a superior solution offering compared to our competitors.

"The other crucial part is our in-house

production capability or second-stage manufacturing. This function adds significant value to our product line-up," he says. ■



Radius
COX AUTOMOTIVE

Join our Masterclass

ACCELERATE CONVERSIONS WITH A RADIUS WEBSITE



Callum Coe
Lead Product
Manager

Join our Masterclass to explore our next-generation website platform and understand how research has shaped our approach to frictionless conversion.

Our team will share the science behind the speed, the importance of seamlessly connecting digital retailing tools and how a Radius website can sit at the heart of a modern digital and physical retailing approach.



Hobey Bennett
Product Manager

Thursday 17 October 2024
1:00 pm AEDT | Online Event

REGISTER NOW

TOYOTA APPROVES SALES OF RIGHT-HAND-DRIVE TUNDRA

Toyota Motor Corporation Japan has approved the right-hand-drive re-engineering project for the Tundra pick-up truck, which will go on sale in November 2024.

Toyota Australia partnered with Walkinshaw Automotive Group to re-engineer the US-built Tundra, which is produced in right-hand drive at Walkinshaw's manufacturing facility in Melbourne.

It is the first time Toyota has worked with a third-party organisation on such a project anywhere in the world. It is the culmination of six years of development to ensure that the right-hand drive Tundra meets Toyota's quality, durability, and reliability standards.

Toyota Australia spokesperson **Sean Hanley** says this momentous achievement sets a new benchmark for re-engineering quality to give customers an even more excellent choice of vehicles to meet their needs. "This is not just simple left to right-hand drive conversion," Hanley says. "The Tundra has been entirely re-engineered by Toyota engineers working closely with Walkinshaw and uses many parts and components from other Toyota vehicles, such as the

LandCruiser 300 Series, to ensure the highest quality.

"We couldn't have done it without the cooperation of Walkinshaw, Toyota North America, and the hundreds of customers evaluating and reporting on the vehicle's performance in real-world conditions as part of the Tundra Insider Program that kicked off in September last year.

"It was a massive effort on behalf of everyone involved, and I'm proud that we have been able to gain final approval from our parent company for what a global Toyota is," he says.

The new Tundra will be launched in Limited grade with a new Australian top-of-the-range premium version to join in the second quarter of 2025.

Both versions sit on the TNGA-F platform that underpins the LandCruiser 300 Series and are powered by a 3.5-litre twin-turbo V6 powertrain that generates 326kW of power and 790Nm of torque and drives through a 10-speed automatic transmission.

The Tundra's engine is mated to a part-time 4WD system with a dual-range transfer case and offers a 4.5-tonne braked towing capacity. In Limited guise, the Tundra will be equipped with 20-inch alloy wheels, LED lights,

leather-accented seats with power adjustment, heating and ventilation for the driver and front passenger, a 14-inch multimedia touchscreen with a 12-speaker JBL audio system and wireless Apple CarPlay and wired Android Auto compatibility, a 12.3-inch digital instrument cluster, dual-zone climate control, and a trailer brake controller.

The new premium grade is distinguished outside by its unique grille, black-painted alloy wheels, black-accented tailgate, panoramic moonroof, and other cosmetic changes. Standard equipment includes leather-accented front seats with a massage function, heating and ventilation for the rear outboard positions, a power-adjustable steering column and heated steering wheel, and a 10.9-inch head-up display.

Customers participating in the Tundra Insider Program will continue to drive and provide feedback on their vehicles until the program's 12-month end date.

Further information on the new Tundra will be released closer to the launch.



TOYOTA TUNDRA



PREMCAR CELEBRATED 28TH BIRTHDAY IN SEPTEMBER

An Australian automotive company that began life as **Tickford Engineering** in 1996 became **Prodrive Automotive Technology** Australia in 2001 and **Premcar** in 2012, celebrate 28 years of operations in September 2024.

Following a management buyout by the company's current two Australian owners 12 years ago, Premcar's sales are 15 times in size today, and its local team has grown from 25 to around 200 people.

Premcar has reflected on some significant milestones from the past 28 years.

It was responsible for the secondary manufacture of more than 210,000

new cars in Australia and has been involved with more than 5,000 vehicle programs and projects.

It has employed many of Australia's experienced, skilled, talented engineers, designers and new-car manufacturing staff, and the team continues growing. It has partnered with many of the biggest global OEMs, some of which remain clients.

At the end of May 2024, Premcar celebrated its 10,000th new car production milestone for its Epping assembly plant in Melbourne. The vehicle was a 2024 Nissan Patrol Warrior.



LEAPMOTOR TO CONFIRM DEALERSHIPS IN OCTOBER

Leapmotor Australia has confirmed that its all-electric C10 mid-size SUV, with a driving range of up to 420km, will arrive in November 2024. Local dealerships will be confirmed in October.

Leapmotor, headquartered in Hangzhou, Zhejiang Province, China, was established in 2015 by its founder, Mr. Zhu Jiangming, an electrical engineer with 30 years of technical experience.

In May 2024, **Stellantis** signed a joint venture with the Chinese EV manufacturer to create Leapmotor International to grow its global footprint rapidly.

The C10 will launch in Australia with two grade variants.

The C10 Style features 18-inch black double five-spoke alloy wheels, a 14.6" high-definition central display, and 17 ADAS features, including a 360-degree camera and over-the-air update capability. It has a seven-year,

160,000km warranty on the vehicle and an eight-year, 160,000km high-voltage battery warranty.

The C10 Design adds larger 20-inch Trident sporty wheels, multi-colour interior ambient lighting, heated steering wheel and front seating.

Customers who register their interest at leapmotor.com/au by November 30, 2024, can win a Leapmotor C10 for a month. All Leapmotor C10s ordered and delivered before March 31, 2025, will receive one year of free charging via the Chargefox network.



LEAPMOTOR C10



KGM TORRES SUV

SSANGYONG VEHICLES REBRANDING AS KGM IN AUSTRALIA

Following other international markets, the **SsangYong** brand in Australia is being retired in favour of **KGM (KG Mobility)** for the all-new **Torres** SUV and existing vehicles in the local line-up.

All KGM vehicles will retain the familiar SsangYong winged logo as a nod to the brand's heritage.

The distributor, **KGM SsangYong Australia**, says the new Torres medium-size SUV will be offered from a driveaway price of \$38,000.

The SsangYong Motor Company is Korea's oldest car company, building 4x4 vehicles and SUVs since 1954.

SsangYong's history in Australia dates back to the mid-nineties when the brand was first introduced. It has been operating as a factory-owned and backed operation since 2019, with a head office and a national parts distribution centre in Melbourne.

In 2022, Korean industrial company KG Group made a significant investment in the SsangYong Motor Company, becoming the majority owner and looking to take the brand into the future.

The KGM Australia range includes the Musso dual cab ute and Rexton 7-seat large SUV with 4x4 turbo diesel drivetrains and a 3.5-tonne towing capacity.

KGM SsangYong Australia is introducing the MY25 Torres SUV range in three variants: ELX from \$38,000, Adventure from \$43,000 and Ultimate from \$47,000.

MG MOTOR ANNOUNCES \$30,990 DRIVE AWAY PRICE FOR MG4 51 EXCITE

MG Motor Australia has announced a new limited-time offer on all MG4 models.

The entry-point model, the MG4 Excite 51, starts at \$30,990 drive away.

The other four trim lines offer a factory bonus of up to \$8,000. Until October 31, all offers are available nationwide in Australia at all MG dealers.

MG Motor Australia's chief commercial officer, **Giles Belcher**, says value for money will help Aussies weather the rising cost of living and bring peace of mind to those who buy an EV.

"We know that people may have been considering an EV but potentially have held off due to the cost. Now, we're allowing everyone to own an MG4," he says.

"The current campaign starts with our MG4 Excite 51, which starts at \$30,990. Factory bonuses of up to \$8,000 can be availed across our other trims, including the Essence 64, the Long Range 77, and the X-POWER.

"MG is a brand committed to giving its customers value; we introduced a 10-year, 250,000km warranty on our

entire range.

"What does this mean in the real world? Well, the average person keeps a car for around 6-8 years, which means there is still a warranty that can transfer to the next owner, ensuring peace of mind for one or more owners over a decade," he says.

MG Motor Australia also offers a capped-price service program. Under the Precise Price Servicing program, owners will have pricing locked in for the first seven years of maintenance through authorised dealers. ■

ISUZU UTE, FINALIST IN TRAINING AND DEVELOPMENT AWARD



ISUZU UTE

Isuzu Ute Australia's (IUA) technical pathway program has been named a 2024 finalist in the annual Australian Institute of Training and Development (AITD) Awards.

Nominated for the first time since the program commenced in 2022, the Brisbane-based distributor is the only automotive brand out of 19 finalists in contention for the Blended Learning Solution category.

Open to all industries in Australia, the Blended Learning Solution category

recognises organisations that apply a combination of learning delivery mechanisms and methodologies to improve the quality of participants' outcomes.

IUA's Technical Pathway Program has paved the way for 500 dealership technicians, who have completed one of the dozen online and in-person technical training courses at the brand's training facilities in Melbourne and Brisbane.

"We are constantly evolving the

training curriculum and are honoured to be recognised as one of the finalists of this year's AITD awards," Isuzu Ute Australia's senior aftersales learning and development manager, **John Jones**, says.

"A finalist nomination is an amazing level of recognition that reflects both the effort of the training department and also the dedication of IUA to deliver such robust training to our network."

"While the nomination is quite the honour, it reflects the calibre of training facilitated by our team. We owe it to our technicians to offer the highest level of training, as we owe that same commitment to the thousands of Isuzu drivers who trust our technicians to keep their vehicles on the road through our service centres," he says.

Australia's top training programs will be named at the 2024 Australian Institute of Training and Development Excellence Awards Ceremony, which will be held on October 10 in Sydney, New South Wales. ■

LEFT TO RIGHT: SEAN HANLEY; BARCLAY NETTLEFOLD; SHANE HOWARD; RYAN WALKINSHAW



WALKINSHAW ANDRETTI UNITED TO RUN TOYOTA GR SUPRA IN 2026 SUPERCARS CHAMPIONSHIP

Walkinshaw Andretti United (WAU) has confirmed it will cease its relationship with Ford at the end of the 2025 Repco Supercars Championship and begin a new homologation partnership with **Toyota Australia**.

Toyota Australia will field at least four Gen3 GR Supra models in the 2026 Repco Supercars Championship.

WAU will run two GR Supras in 2026, with Supercar drivers Chaz Mostert and Ryan Wood behind the wheel.

Toyota Australia has begun initial design work on the GR Supra race car through its in-house design team based at Altona. The design team used CAD and VR technology to produce a scale clay model.

The GR Supra will use Toyota's 2UR-GSE aluminium quad-cam V8 as its baseline engine. This engine is also used in a range of performance production cars and the 2019 Dakar-winning Hilux.

Toyota is committed to racing in the Supercars Championship for five years.

Toyota Australia spokesperson **Sean Hanley** says Toyota's participation in Supercars would showcase its GR performance cars and extend career opportunities for talented drivers and the design and engineering crews that support them.

"At Toyota, we have been toying with the idea of competing in Supercars for more than 20 years, and now, with the right car, the right team, and a powerful partnership with the Repco Supercars Championship, the time is right," Hanley says.

"Our GR brand and performance cars were built on the knowledge that we

gain from participating in top-level motorsport, and our entry into the Supercars Championship will cement that connection and allow us to showcase Toyota Gazoo Racing to a wide audience," Hanley says.

"It will also provide an opportunity for a continuous career pathway for drivers and teams that we established when we launched the one-make Toyota 86 Series nine years ago as a support series at select Supercars Championship events nationwide.

"For proof, you only need to look at this year's Supercars grid with Broc Feeney, Will Brown and Cameron Hill all cutting their racing teeth in Toyota 86s, with many more 86 alumni racing in Super2.

"With our entry-level Scholarship Series, and what is now branded the TGRA GR CUP continuing as a support category for Supercars, our joining the Supercars Championship was a natural extension of our support for Australian motorsport at all levels.

"And with our strong and ever-growing partnerships with Walkinshaw Andretti United and Supercars, we are in it to win it," he says.

Repco Supercars Championship chief executive **Shane Howard** welcomed Toyota's announcement that would bring a new level of competition to Australia's premier motorsport category.

"This is an incredible honour to welcome Toyota to the Repco Supercars Championship from 2026," Howard says.

"There couldn't be a more fitting time to make this historic announcement than in the lead-up to the Repco

Bathurst 1000, our premier event that captures the attention of fans worldwide," he says.

Walkinshaw Andretti United (WAU) has a successful history in Supercars with seven Bathurst 1000 wins, six Drivers Championships, and 191 Championship race wins.

Team directors **Ryan Walkinshaw**, **Zak Brown** and **Michael Andretti** are thrilled to partner with Toyota as its homologation team and build on the growing partnership.

"To announce our future with Toyota Australia, as it enters the Supercars Championship from 2026, is a fantastic honour and privilege for everyone at Walkinshaw Andretti United," **Walkinshaw** says.

"Toyota's commitment to our team and the sport is a historic moment that shouldn't be underestimated.

"We have developed a fantastic relationship with Toyota Australia through the Walkinshaw Group, and we are delighted to extend that partnership into Walkinshaw Andretti United – we can't wait to share success in 2026 and beyond.

"While the future is certainly exciting, our immediate focus is on the remainder of 2024 and the 2025 seasons, winning races, and sending off our relationship with Ford the right way," he says.

"Today is a massive day for Walkinshaw Andretti United and Supercars, and we are delighted to partner with Toyota Australia as it enters the sport in 2026," **Brown** says.

"To have a third OEM enter Supercars shows the sport's strength now

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NEW 'SHOP GUMTREE' CAMPAIGN FEATURING EXTENSIVE AUTOMOTIVE FOCUS

Online marketplace **Gumtree** is revving up its presence with the launch of its second million-dollar brand campaign this year.

The campaign, which will run for ten weeks, is designed to reach a broad audience through nearly 200 large-format sites and over a thousand bus shelters in metro and regional areas.

This will be accompanied by a digital screen campaign, bringing the total investment to nearly \$2 million.

Following the success of the national campaign launched in February 2024, the second phase highlights the range of goods and services available on Gumtree, with a strong presence in the automotive sector.

Gumtree chief executive **Tommy Logtenberg** says the automotive category is paramount to Gumtree's business strategy and growth.

"The automotive sector is a key part of our business, and we have featured cars heavily in the campaign executions, plus standalone car-specific executions. 'Ute-opia' is a personal favourite," Logtenberg says.

"This campaign demonstrates our ongoing commitment to investing in the brand across all our platforms, ensuring that Gumtree remains on top of mind for Australian shoppers," he says

Senior marketing manager **Aaron Thomas** says the campaign's creative direction builds on the momentum of the first phase.

"Our February brand campaign got Australians thinking about Gumtree before shopping elsewhere. This time, we wanted to go further by



AARON THOMAS

TOMMY LOGTENBURG

showcasing the wide range of items, especially vehicles, that can be found on Gumtree. We've done this through 12 different executions designed to surprise and delight," Thomas says.

"The campaign will also run a 12-month brand screen campaign highlighting the variety within our verticals with a special focus on automotive offerings."

Logtenberg says this is just the tip of the iceberg for the Gumtree business. "Investing in brand marketing is just one part of our broader strategy to make Gumtree one of the most loved Australian brands."

"Over the next six months, we're rolling out a total overhaul of the Gumtree user interface and experience, launching a new jobs experience, introducing a wide range of new payment methods, announcing a new real estate partnership which will provide nearly 200,00 new listings,

a new CDP, plus we're deploying new safety measures to protect our buyers and sellers from scams."

"The automotive segment is growing, with CarsGuide continuing its dominance as the No.1 editorial source for the year to date," he says.

The 'Shop Gumtree' campaign is expected to deliver 91 million impressions in metro Australia and regional areas, further solidifying Gumtree's position as a destination for buying and selling vehicles and much more.

Gumtree Group connects people as they buy, sell and transact across over two million live listings. Together with CarsGuide and Autotrader, Gumtree creates a network of three brands, reaching more than six million Australians monthly while generating over \$3B in gross listing volume.



... continued from page 11



GR SUPRA GEN3 CONCEPT

and into the future, and it's going to be pretty special to see all three manufacturers battle it out.

"We've got some races to win with Ford before that; they have been fantastic to work with, and we are fully committed

to finishing that relationship the best way," he says.

"We are incredibly excited to announce our future with Toyota Australia, and it's a great honour to be the homologation team working with it and

Supercars to bring it to life," **Andretti** says.

"Being a homologation team is a massive part of our DNA and history, so this next chapter ahead of us is enormous for us and the sport. We can't thank Toyota Australia enough for its belief in us.

"Having said that, we also need to acknowledge Ford and thank it for its partnership to date, and we are all committed to ending on a high note," he says.



VOLKSWAGEN AUSTRALIA CELEBRATES 70TH BIRTHDAY WITH GUINNESS WORLD RECORD

Volkswagen has uniquely celebrated its 70th birthday in Australia with a 33,545km road test of an ID.4 GTX electric vehicle.

At an event attended by the German Chamber of Commerce and Industry, Volkswagen Financial Services, Ampol and Kumho Tyres, driver **Rainer Zietlow** received the Guinness World Record certificate for the biggest GPS image made by a vehicle.

Volkswagen Passenger Vehicles director Michal Szaniecki says the immense scope of this journey reflects the ambition shared by all of VGA's brands for electromobility.

He says few countries have such a challenging diversity of conditions as sand, snow, and flooding rain encountered at the same time of year.

"The fact that this ID.4 GTX had been driven more than 50,000km even before it was brought to Australia to do this massive drive tells customers that Volkswagen offers the highest quality, durability, and range capability and has a nationwide network to support them," Szaniecki says.

Driving the ID.4 GTX over 42 days, Zietlow and his co-driver, photographer **Marius Biela**, inscribed "70 years of VeeDub" across remote parts of Victoria, New South Wales, Queensland, and the Northern Territory. They then framed this with a circumnavigation of the country.

The message was drawn at 23,901km of the 42-day journey that involved 132 charging points, often in outback

regions where BEVs are seldom seen.

A pictorial account of this ultimate test drive can be seen at:

<https://www.volkswagen.com.au/en/brand-experience/70-Year-Anniversary-of-Volkswagen.html>

Volkswagen Group Australia (VGA) managing director **Karsten Seifert** says the 70th birthday event and celebration of a singular record marks the commencement of the next seven decades for all VGA brands in this country.

Volkswagen Group Australia consists of Volkswagen, Audi, Skoda and Cupra.

"VGA will become the most important European supplier of BEVs in this market," Seifert says.

"We will soon go from four models across our brands to four times that number.

"VGA's is implementing a multi-faceted BEV Strategy, a plan that provides customers with a comprehensive ownership package including the installation of home charging to make the transition to electric mobility seamless."

The ID.4 and the ID.5 GTX are en route to Australia. Pricing will be announced shortly.

The Volkswagen ID. Buzz Electric People Mover and ID. Buzz Cargo are also coming to Australia. Skoda's Enyaq SUV Coupe went on sale in September. They will join Audi's Q4

and CUPRA's Tavascan, which will be delivered by the end of the year.

"Australia's relationship with electric vehicles is maturing, but this country has a long-standing love affair with utes," Seifert says.

"So we are also announcing another endurance effort, this time in the Amarok," he says.

Zeitlow will commence another driving marathon through the Australian outback in a Volkswagen Amarok Style V6 with accessories fitted by Volkswagen and ARB to showcase the twin-cab ute's toughness.



SUZUKI QUEENSLAND SALES UP 40% YEAR TO DATE

Suzuki Queensland has recorded its best year-to-date sales performance in over a decade.

Spurred by an 81.5% increase in year-to-date Jimny sales and a 34.8% increase in Vitara sales, the Queensland and Northern Rivers distributor of Suzuki cars has a sales chart rapidly heading north for 2024.

According to VFACTS, the industry's sales monitor, that chart shows a 40.1% leap in Suzuki Queensland's sales over the corresponding nine months of last year.

Suzuki Queensland's sales so far this year have already exceeded last year's total by almost 14% in a Queensland automotive market that is up by only 3.1%—coincidentally, the same percentage increase as for Australia.

The Suzuki Swift range, which now includes the Swift Hybrid released mid-year, continues to hold second place in outright sales for the light car segment, with sales approximately on par with last year.

"It's a great result that reflects across the range," Suzuki Queensland general manager **Paul Dillon** says.

"It is not just a one-model sales spurt but demonstrates improved sales performance across the range.

"Suzuki S-Cross sales are up 384% year-to-date, but admittedly, that is of a relatively modest sales base, and the brand's super economiser, the compact Ignis SUV, has continued to



attract sales from those in the budget vehicle and size-conscious market.

"Feedback from our dealer network, all of whom are multi-franchised, is that the Suzuki value proposition, which includes delivering outstanding reliability and fuel economy, is helping drive this sales performance.

"The reality is that times are tough at a consumer level, so when we have two of our technicians visit our Bundaberg dealership this week, and they record 2.9l/100km in their Swift Hybrid CVT – that's an incredible 80 miles per gallon in old-speak – it strikes a chord.

"They are excellent drivers, but the economy is still better than the motorcycle, which our Service and Training Manager also rides," he says.

The Suzuki Hybrid CVT's published combined cycle fuel economy is 4l/100km or 59 mpg.

The sales position of Suzuki's northern distributor is more impressive considering the VFACTS data reviewed here only applies to the state of Queensland but that the managing entity, Suzuki Auto Co., also distributes vehicles into northern New South Wales, which then are amalgamated by VFACTS into the NSW state report.

Suzuki Queensland's outstanding sales performance so far in 2024 also has helped propel Suzuki's overall Australian sales performance to a 20.3% increase in the nine months to September 30.

CHANGAN APPOINTS INCHCAPE AUSTRALIA AS DEEPAL DISTRIBUTOR

Chinese manufacturer Changan Automobile has appointed Inchcape as the Australian distributor for its Deepal EV brand. Changan believes Australia is a strategic market, which it has evaluated for several years.

Deepal will join the forthcoming Foton Ute in Inchcape Australia's current portfolio of the Peugeot and Subaru brands.

Inchcape will launch the fully electric Deepal S07 SUV into the Australian market in the fourth quarter of 2024. This partnership will leverage both parties' strengths, including Deepal's research and development capability, competitive products and supply chain, Inchcape's local market insight, experience in distribution and retailing, and digital capabilities in delivering

customer experiences.

"We welcome Deepal to the local market and look forward to offering Australian consumers a range of all-electric vehicles that deliver a compelling combination of style, performance and innovative technology," Inchcape Australasia managing director **Colin Christie** says.

"As we continue to diversify and grow our local portfolio, the Deepal distributorship in Australia further demonstrates Inchcape's commitment to delivering on our Accelerate strategy and strengthening our global presence as the undisputed number one distribution partner of choice."

"We are delighted to have Inchcape as our partner in the Australian market", Changan Automobile Asia Pacific region president **Mr Shen Xinghua** says.



"We have studied the Australian market for several years as Changan sees Australia as a strategic market. Collaborating with Inchcape and introducing our successful Deepal brand and product, we are confident that we can deliver new energy mobility and better services to Australian customers," he says.

MATTY HILL

SNAP-ON TOOLS 'SOCKET TO BREAST CANCER INITIATIVE

Snap-on Tools new partnership with the **McGrath Foundation**, aims to raise a quarter of a million dollars (\$250,000) for breast cancer awareness this October.

This fundraising initiative will be powered by the sale of Snap-on's limited-edition Pink Tool Sets, with a portion of the proceeds directly supporting the McGrath Foundation's mission.

Professional motorsport driver and Snap-on Tools ambassador **Matty Hill** says this cause is deeply personal.

"Breast cancer affects so many lives, and I'm honoured to use my platform in motorsports with Snap-on Tools to raise much-needed funds for the McGrath Foundation," Hill says.

"My wife's auntie battled breast cancer, and we lost her to this terrible disease. It's a pain that so many families have faced, and it's why I've partnered with Snap-on Tools to help try and raise a quarter of a million dollars.

"The Snap-on Pink Tool Set is a symbol of support and a practical way for people in the automotive community to contribute to a cause that has impacted so many lives in Australia," he says

A portion of the proceeds from every Pink Tool Set sale will go directly to the McGrath Foundation, helping to fund **McGrath Breast Care Nurses** and ensure that individuals experiencing breast cancer and their families receive care and support from the time of diagnosis.

"We appreciate corporate partners like Snap-On Tools who help the McGrath Foundation work towards our mission of ensuring that no one goes through breast cancer without care," McGrath Foundation director **Tracy Bevan** says.

A huge thank you to all those in the community who choose to support the Snap-on Pink Tool Set," she says.

Most Australians know someone diagnosed with or impacted by breast cancer. The 'Socket to Breast Cancer' initiative is part of Snap-on Tools'

commitment to giving back to the community and driving positive change through the automotive network. It's a cause close to the heart of the Snap-on business and its employees.

"As someone whose Mum has been affected by breast cancer, this partnership is significant to me. It goes beyond business, and it's about supporting families like mine who have faced the emotional and physical challenges of breast cancer," Snap-on national sales manager **Paul Lynch** says.

"I'm genuinely proud that Snap-on is raising vital funds to help ensure more families have access to a McGrath Breast Care Nurse. It's a cause that hits home for many of us, and I'm grateful to be part of a company committed to making a real difference."

The McGrath Foundation has supported 143,000 families in Australia.

WIESNER APPOINTED MOTORCYCLE HOLDINGS CHIEF EXECUTIVE

Matthew Wiesner will succeed the retiring **Dave Ahmet** as the chief executive of Motorcycle Holdings Limited in December 2024.

Wiesner brings 20 years of senior leadership experience in the wholesale and retail automotive industries and an extensive background in OEMs.

He has successfully led and transformed businesses across Australia, New Zealand, and internationally.

Wiesner has served as managing director for various retail and wholesale organisations and has held key executive and strategic roles in publicly listed and privately held entities.

He will join the company from his most recent role as managing director of Sime Darby Motors Group Australia.

"The Board is confident that Matthew's expertise, vision, and strategic acumen will be invaluable as the company strengthens its position in the market and pursues new growth opportunities," MotorCycle Holdings

chair **Rick Dennis** says.

"It's an exciting time to join the Motorcycle Holdings team as we look to the next phase of development and growth while the broader mobility industry continues to evolve at pace," Wiesner says.

MotorCycle Holdings has appointed **Michael Poynton** as the Group's chief operating officer, effective immediately.

He joined the Company in 2022 following the acquisition of Mojo Motorcycles and brings over 20 years of experience in the motorcycle industry. He is currently the executive director and general manager of Mojo. As the incoming COO, he will lead the group's operations and continue to lead the Mojo business.

After 13 years as chief executive and managing director, Ahmet will transition from his executive role to a non-executive director in December 2024. He will continue to be actively involved in shaping the company's



MATTHEW WIESNER

strategic direction and provide counsel to Wiesner, ensuring a smooth handover while retaining a significant shareholding.

"The Board thanks Dave for his outstanding service to the Company over many years. As founder, Dave succeeded in building the company to be the leading and most successful motorcycle and accessories company in Australia, with a turnover of over \$500m per annum. As Board members, we look forward to Dave's continuing involvement and guidance over the years to come," Dennis says.



BRIDGESTONE SELECT TYRE & AUTO OPENS 200TH STORE

Bridgestone Select Tyre & Auto Werribee is the newest addition to the national network and has become the 200th location to open since the franchise was launched in 2006.

Franchisee Marco Licalsi brings three decades of industry experience to the network and has served the Werribee community for the past 16 years under another brand.

He says the transition to Bridgestone Select Tyre & Auto has brought new energy and initiatives to his store. "It's special to be part of a milestone for the network and celebrate not only a new beginning for my store with Bridgestone but also be part of something so significant to the brand's history," Licalsi says.

"Australians trust Bridgestone more than any other tyre brand; they set the standard in our industry, and I've always been a fan of their product," he says.

Licalsi's rebrand to the Bridgestone Select Tyre & Auto name occurred almost 16 years after he opened his business on the corner of Bridge Street and Princes Highway. He says Bridgestone's commitment to customer service resonated with him.

"Becoming a Bridgestone store means I can offer more to my customers, including e-commerce and the Bridgestone Tech Check video platform. These are two things that have been so well received by customers and make

a huge difference to their experience," he says.

Bridgestone Australia & New Zealand managing director **Heath Barclay** says the opening of the 200th store comes at a time when trust, transparency, and customer service are more critical than ever.

"We understand that tyres and mechanical servicing can be tasks that many motorists dread, so we're committed to delivering the best possible experience for Australians through our network of 200 Bridgestone Select Tyre & Auto stores," Barclay says.

"I'm thrilled to welcome Marco and his team into the network as our milestone 200th store. I know they will further strengthen our footprint of local, trusted experts for tyre and mechanical needs," he says.

The launch of the Bridgestone Select franchise model in 2006 went against industry conventions. Bridgestone's ambition to make the showroom more welcoming and remove tyres stunned the industry.

Bridgestone's retail offering became even more convenient with the introduction of mechanical servicing, which led to the brand's evolution to become Bridgestone Select Tyre & Auto. Bridgestone Select Tyre & Auto introduced its e-commerce platform in 2019.

The online offering allows customers to select their ideal tyre online and book

at their nearest store, with flexibility in payments either on the website or in-store, including buy now, pay later options through Afterpay and Zip Pay.

The network set another new industry benchmark in 2023 with the nationwide rollout of the Bridgestone Tech Check platform, which gives motorists a mechanic's perspective through a short video outlining what needs fixing now and what can wait.

Bridgestone Australia sales director **Claudio Sodano** says that Bridgestone Select Tyre & Auto's growth has come from its customer-focused offerings.

"Bridgestone Select Tyre & Auto has evolved significantly since the opening of the first store, to the opening of store number 200, but our commitment to customer service has remained the same," Sodano says.

"We've continued to put the customer first, and in doing so, we've grown to be one of the most extensive networks in the country and one of the most trusted providers of tyre and mechanical services in Australia," he says.

Bridgestone Select Tyre & Auto is Bridgestone's primary retail channel, with stores in all capital and major cities throughout the country. The network of 200 Bridgestone Select Tyre & Auto stores is complemented by 150 Bridgestone Service Centres in regional areas of Australia.

UAE TRADE AGREEMENT BOOSTS AUTOMOTIVE MANUFACTURER OPPORTUNITY



STUART CHARITY

The Australian Automotive Aftermarket Association (AAAA) has welcomed the Australia-UAE Comprehensive Economic Partnership Agreement (CEPA).

According to the AAAA, this trade deal with the United Arab Emirates (UAE), delivered by Senator **Don Farrell**, Minister for Trade and Tourism, gives Australian businesses unprecedented access to that market.

Under the agreement, 99% of Australian products, including manufactured goods, will benefit from reduced or eliminated tariffs when exported to the UAE.

This trade barrier reduction offers Australian automotive manufacturers—particularly those producing 4WD and high-performance vehicle upgrades and accessories—an opportunity to

expand their reach into the UAE and the broader Middle East region.

"The UAE is an important market for Australia's automotive sector, and this agreement gives our industry the confidence to explore opportunities on a larger scale within the region. We commend the Federal Government and Senator Farrell for concluding this deal," AAAA chief executive **Stuart Charity** says.

Nearly 20% of all Australian automotive manufacturing exports are destined for the UAE. Removing tariffs will further strengthen this trade relationship.

AAAA's 4WD Industry Council Convenor, **Nigel Bishop**, welcomed the announcement.

"We're especially excited for our 4WD manufacturing members, whose

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AAAA CALLS FOR MVIS AMENDMENTS

The AAAA calls for amendments to the **Motor Vehicle Information Scheme (MVIS)** in response to concerns from independent workshops regarding the accessibility and cost of manufacturer diagnostic tools.

Since its introduction in July 2022, the MVIS has given independent repairers access to essential vehicle manufacturer information at a fair market price, improving competition and consumer choice.

"This law has been an absolute game changer, but we need to ensure it continues to meet the needs of independent workshops," Charity says.

"The number one challenge workshops are finding with the new law is the lack of uniformity in obtaining information from the various OEM portals and the lack of access to use a universal pass-through interface, such as J2534, for diagnostic software or programming files," he says.

Independent repairers must subscribe to 60 car brand portals, each with a unique process and brand-specific tools.

The **Australian Automotive Service and Repair Authority (AASRA) Portal**, which allows a single credential to log into 30

OEM portals, has simplified this process for subscribers. However, it must address the expense of purchasing specific diagnostic hardware for every brand.

"For all-makes-and-models' workshops, the burden of navigating multiple subscriptions and paying exorbitant fees for brand-specific diagnostic tools—some charging up to \$510 per day—is unsustainable," Charity says.

The AAAA wants to amend the MVIS to require all manufacturers to adopt the SAE-J2534 protocol. This would allow workshops to use a single tool across all vehicle brands, reducing costs and simplifying the repair process.

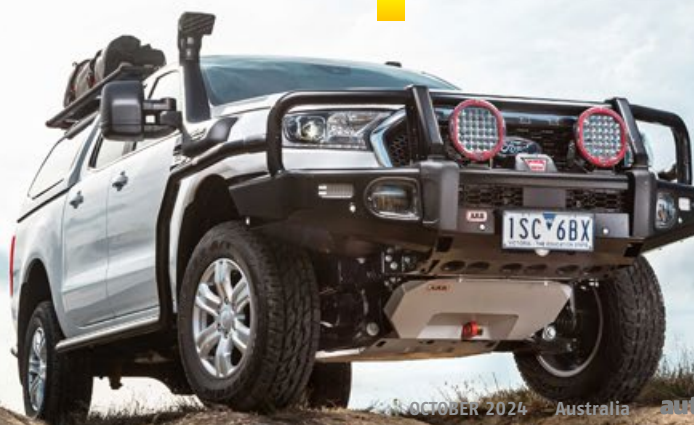
"The J2534 amendment is crucial—it will ensure the law works as intended and delivers impactful change for independent workshops across

Australia," Charity says.

Another concern with the law relates to data aggregators, who provide essential service and repair information for multiple car brands. Under the current scheme, manufacturers are not required to license all technical service bulletins and other critical repair data to aggregators.

"Data aggregators are key players in supporting multi-brand repairers, but they're being denied full access to vital information. We will push for changes to ensure car companies share all relevant data with aggregators," Charity says.

He has communicated with **Andrew Leigh**, Assistant Minister for Competition, Charities, and Treasury, requesting a dialogue about minor improvements that could impact the law's ongoing effect.





CADILLAC OPENS LYRIQ ORDER BOOK

Cadillac has revealed the pricing and vehicle specifications for the new, fully electric MY25 Lyriq SUV, with the www.cadillacanz.com website opening this month to commence accepting customer orders.

TWO MODEL GRADES—LUXURY AND SPORT—ARE AVAILABLE IN AUSTRALIA.

The MY25 Cadillac Lyriq Luxury is \$117,000 and the Sport is \$119,000. Pricing for both variants includes GST and LCT but excludes government charges, on-road costs, and optional extras.

"The Lyriq sets the standard for the future of Cadillac in the region, and we are thrilled to be officially taking customer orders this month," says GM Australia and New Zealand managing director **Jess Bala**.

"This is a significant milestone for the launch of Cadillac in Australia, with customers able to order their new Lyriq online.

"It is the perfect vehicle to launch the Cadillac brand in Australia. It delivers a uniquely Cadillac experience, with refined luxury and technology for

which the brand is famous worldwide," she says.

Manufactured in right-hand drive at the Spring Hill Manufacturing Plant in Tennessee, USA, Australian customers can specify and order the Lyriq online at www.cadillacanz.com or Experience Centre locations in Sydney and Melbourne with support from Cadillac Ambassadors.

POWER AND PERFORMANCE

The Luxury and Sport offer near-instantaneous torque and 388kW of power delivered via an all-wheel drive electric powertrain featuring a 102kWh battery capable of 530km between charges.

Both models showcase features, including 21-inch alloy wheels, a curved 33-inch diagonal advanced LED display, an AKG Studio 19-speaker audio system, and an entire glass roof with a power sunshade.

In both models, the driver is well catered for thanks to Lyriq's Ultium battery, which enables a near 50/50 weight distribution and a lower centre of gravity for a sporty, responsive, and

spirited drive.

LUXURY OR SPORT

Key differences between the two models are primarily found in their aesthetic signatures. Luxury is crafted for a sophisticated journey, while Sport is designed for expressive power and presence.

Luxury is adorned with chrome characteristics associated with understated elegance, while Sport is more performance-oriented and features more dark trim.

"Passengers are equally well looked after, with the interior of the new model a place of beauty and luxury, ensuring passengers are safely cosseted in luxurious surrounds whenever they take to the road," Bala says.

The additional elements on the Sport model are a different grille treatment with a dark grille-bar finish, unique wheels with dark inserts, obsidian chrome finishes and dark accents on the front and rear fascia, windows, and bodyside mouldings, and body-colour door handles. ■

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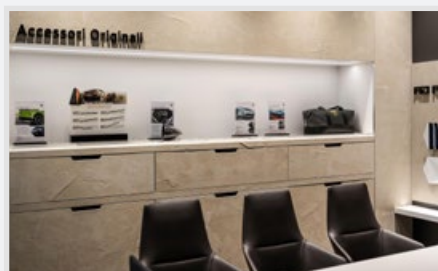
products are highly regarded in the UAE for their durability and engineering excellence. The timing is perfect as we prepare to lead a trade mission to **Automechanika Dubai**," Bishop says. The AAAA will host an Australian Pavilion at Automechanika Dubai, featuring local manufacturers such as

Redarc, Powerdown Australia, Zeder Corporation, Pfitzner Performance Gearboxes, and Leisure-Tec Australia.

These businesses will showcase various products, from high-performance transmission components to heavy-duty 4WD/off-road electronics, accessories, and suspension systems.

"We're proud to help our members take advantage of these new opportunities and look forward to supporting their growth in the UAE and the broader Middle East region," Charity says. ■

LAMBORGHINI CONTINUES GERMAN NETWORK EXPANSION



Lamborghini has opened a new dealership in Hannover, Germany, with local partner **Auto Nagel**.

Auto Nagel is a family-run dealer group with 19 locations nationwide and 850 employees.

The new showroom and service department at Industrieweg 32, 30179 Hannover, is styled and designed using the latest corporate identity, reflecting the brand's global signature.

Lamborghini Europe-Middle East-Africa director Francesco Cresci and Auto Nagel managing director Anna Nagel hosted the official opening event.

In the evening, it pulsated to the rhythm of the music collective EVERSO. Light artist Alex Dowis accompanied it, visualising the company's 60-year history and providing an outlook on the brand's future.

Lamborghini Hannover offers more than 650 square metres of space for customers to browse new and pre-owned vehicles. The Ad Personam area allows customers to customise the Lamborghini of their dreams with an almost unlimited choice of colours, materials, and trims.

The service department takes up another 300 square metres.

Cresci says he is delighted to celebrate the opening of the new showroom with the brand's partner, Auto Nagel.

He says customers and enthusiasts can

now experience the new hybrid Super SUV Urus SE in Hanover. Together with the Temerario and the Revuelto, it concludes the hybridisation chapter of the Direzione Cor Tauri strategy.

Cresci says the Urus SE Super SUV offers revised aerodynamics, fresh design, and technological solutions.

Its combination of combustion engine and electric motor surpasses the Urus S in terms of comfort, performance, efficiency, emissions and driving pleasure. It achieves class-topping torque and power values and reduces emission values by 80%.

The revised four-litre V8 twin-turbo engine produces an output of 456kW and

800 Nm of torque. Added to this is the production of the electric drivetrain of 141kW and 483 Nm of torque. With a total output of 588kW, the system guarantees an optimal power curve in every driving mode and surface.

The lithium-ion battery, with a capacity of 25.9 kWh, enables a purely electric range of over 60 km.

In addition to Hanover, Automobili Lamborghini has a network of ten German dealerships in Berlin, Düsseldorf, Frankfurt, Hamburg, Cologne, Leipzig, Munich, Nuremberg, Stuttgart and Singen.

It currently operates 80 dealerships in the EMEA region and 185 worldwide.





SEPTEMBER'S NEW VEHICLE REGISTRATIONS REFLECT THE ECONOMY

Australia recorded 97,020 new vehicle sales in September 2024, marking the first time the industry had exceeded 900,000 sales by the end of the third quarter.

However, the September 2024 total represents a 12.4% reduction in sales compared to the same month in 2023. FCAI chief executive **Tony Weber** says that while the sales result to the end of September was solid, the easing in sales compared to the same month last year indicated challenging economic times.

"During the early part of the year, we witnessed record numbers," he says.

"However, the September result shows that the state of the economy is impacting purchasing intentions.

Weber says three clear trends in consumer preferences emerged, with one quarter remaining in the sales year. "First, SUVs and utes remain the vehicle of choice for around 80% of new car buyers," Weber says

"Nine of the top ten vehicles sold during September were in the medium or large SUV or light commercial segments. By contrast, the passenger segment was less than 15% of the market."

"Second, across the board, customers are willing to take steps towards lower emission vehicles, with sales of hybrid and plug-in hybrid cars continuing to increase.

"Third, recorded sales of battery electric vehicles are again disappointing this

month.

"This is despite a substantial supply of EVs, and several new brands and models being introduced into the Australian market. It is important to note that EVs are currently concentrated in limited market segments such as passenger medium and small and medium SUVs.

This trend in lower EV sales and increased hybrid and plug-in hybrids is reflected in markets worldwide as production and purchase incentives are being rewound," he says.

Toyota was the market leader with sales of 18,110 in September, followed by Ford (8303), Mazda (8201), Kia (7650) and Mitsubishi (6130).

The Toyota RAV4 was Australia's top-selling vehicle, with 5182 sales, followed by the Ford Ranger (4485), Toyota Hilux (4313), Ford Everest (2902), and Isuzu Ute D-Max (2612).

Sales in the Australian Capital Territory were down 23.1% on September 2023 to 1388; New South Wales was down 16.8% to 29,943; Northern Territory was up 5.6% to 910; Queensland decreased by 8.3% to 21,481; South Australia also reduced by 3.8% to 6420; Tasmania had a decrease of 11.1% to 1,754; Victoria decreased 16.5% to 24,573 and Western Australia decreased 0.2% to 10,551.

TOP 10 BRANDS



TOYOTA | 18,110



FORD | 8303



MAZDA | 8201



KIA | 7650



MITSUBISHI | 6130

4X4
UTES

1

Ford
Ranger
4187

2

Toyota
Hilux
3545

3

Isuzu Ute
D-Max
2018

4

Mitsubishi
Triton
1190

5

Toyota
LC-70
1071

6

Mazda
BT-50
1009

7

Nissan
Navara
739

8

GWM
Ute
696

9

Volkswagen
Amarok
663

10

LDV
T60
407SMALL SUV
(<\$45k)

1

MG ZS
1707

2

Hyundai
Kona
1260

3

Mazda
CX-30
1196

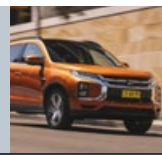
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GWM Haval
Jolion
1125

5

Subaru
Crosstrek
923

6

Mitsubishi
ASX
882

7

Chery
Omoda
5756

8

Mitsubishi
Eclipse Cross
751

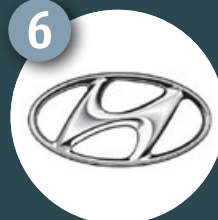
9

Kia
Seltos
731

10

Volkswagen
T-Roc
626TOP 10
BRANDS

6



HYUNDAI | 5633

7



ISUZU UTE | 3929

8



MG | 3841

9



SUBARU | 3169

10



VOLKSWAGEN | 3071

HYBRIDS A HIGHLIGHT

Australians are generally keen to lower their vehicle emissions. So says Federal Chamber of Automotive Industries chief executive Tony Weber, adding hybrid and plug-in hybrid (PHEV) sales continue to increase although battery electric vehicle (BEV) sales are again disappointing.

He is talking about the latest VFACTS figures for September.

Weber says BEV sales were disappointing in spite of a strong supply of EVs and a number of new brands and models being introduced into the Australian market.

"It is important to note that right now EVs are concentrated in limited market segments such as Passenger Medium and Small and Medium SUVs," he says.

"This trend in lower EV sales and increased hybrid and plug-in hybrids is reflected in markets across the world as production and purchase incentives are being wound back."

September figures show new hybrid sales overall rose 34.4% in September comparisons (13,574 in 2024 against 10,103 in September 2023) and 87% in year-to-date (YTD) comparisons (129,895 against 69,447) while PHEVs were up overall for the month by 6.5%

(4324 against 4246) and a massive 120.5% in YTD differences (15,546 against 7051).

Electrics overall declined in both September and YTD comparisons – down 59.6% the month (3561 from 8821) and down 6.8% YTD (61,262 against 65,743).

Petrol and diesel sales were generally down across nearly all categories.

Hydrogen was marginal – up from two to 10 in YTD sales but with no change from zero in September comparisons.

Passenger electrics were down in September comparisons (52.4% from 2714 to 1293) and up 27% in YTD differences (20,670 to 26,251).

Hybrids dropped 21.1% in passenger September differences (3038 to 2398) and rose 63% in YTD comparisons (20,021 to 32,641), while hydrogen went from two to nine in YTD differences but stayed at zero in September comparisons.

PHEV passenger sales were up 18.5% in September comparisons (54 to 64) and 74.4% in YTD differences (356 to 621).

Hybrids were more popular in the SUV category, rising 57.7% (7065 to 11,138) in September comparisons and 95.9% YTD (from 49,426 to 94,803).

PHEVs soared 92.9% (1247 to 3406) in September comparisons in the SUV category and 122.9% in YTD differences (6695 to 14,925).

In the same category, light commercial electrics rose 35.3% from 17 to 23 in September differences and 110.7% in YTD comparisons (140 to 295) while hybrids went from zero in September and YTD comparisons to 43 and 451 respectively.

Meanwhile, Electric Vehicle Council (EVC) figures show the Tesla Model Y remains a top seller with 1498 September sales – down 60.69% on September 2023 sales (3811) and down 36.07% YTD (23,457 to 14,997), followed by the Tesla Model 3 and then the Polestar 2.

The EVC says only a few brands are shown and that all car brands are welcome to provide their data for the free public report on a non-exclusive basis, while it strongly encourages the Federal Government to establish a public vehicle sales dashboard as a free source of data to inform policy, planning and research.



**THE TESLA MODEL Y REMAINED
A TOP BEV SELLER IN SEPTEMBER.**

