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# WELCOME TO FLEETTALK



**RICHARD EDWARDS**  
MANAGING EDITOR

**W**elcome to the first issue of FleetTalk, New Zealand's new leader in information and insight for the fleet, government and rental vehicle trade.

**That's a big statement, but one the team here at Auto Media Group believes we can live up to.**

*Auto Media Group Limited* has been publishing for the automotive trade for decades, most recently with our *AutoTalk* publication.

We took our experience writing for dealers, distributors and importers, and applied it to *TransportTalk*, which has gone on to be a significant force in the broader transport trade.

More recently, we launched *EVs and Beyond*, which has generated content popular with both the electric vehicle industry and consumers.

**Who are we? I've been an industry journalist for 22 years, and am well known around the trade for my own work and my time as the president of the New Zealand Motoring Writers' Guild.**

Our editor **Robert Barry** has worked in fleet-vehicle media before, and is excited to get back in touch with old friends.

He brings a rare understanding of the market. He will be backed by experienced journalist **Mike Stock**, and digital editor **Matthew Hansen**, the latter responsible for many of our stunning photographic images. They're all happy to hear from you: just add **@automediagroup.co.nz** to their first names to get in touch.

The idea of *FleetTalk* has been around for a while. We believe our team's experience and publishing structures put us in a perfect

position to serve those who sell, finance, accessorise, and use fleet, rental and government vehicles.

People want more than just once-over-lightly reviews. They want discussion, intelligence, analysis and to understand the personalities involved.

That's what we'll bring in digital, print, online, video, and audio form.

**Our transport trade and electric vehicle experience will no doubt assist.**

I'm really excited about our first issue. We look at the multiple faces of the Ford Transit, chat with the NZ Police about why they chose Skoda for their frontline fleet, discuss the path to carbon zero with FleetPartners, meet Hyundai's fleet team, and check out the Mitsubishi Outlander, Hyundai Staria and other vehicles.

Plus we have business vehicle registration statistics and a price list, though we admit the last-mentioned is very much in development!

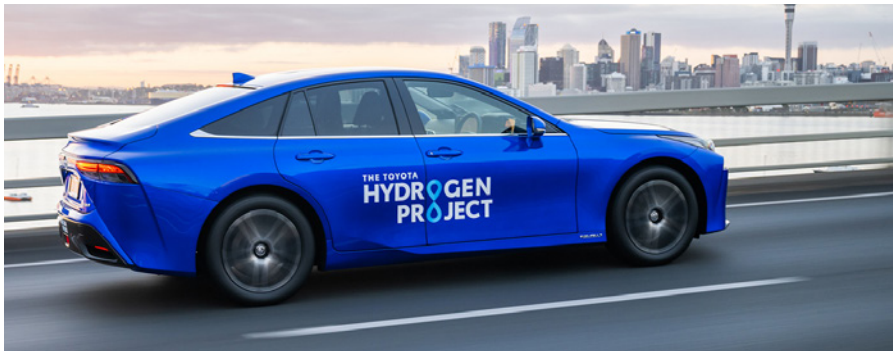
I have to thank the businesses that have backed *FleetTalk* before we have even gone to press: FleetPartners as a foundation sponsor, Teltrac Navman, Skoda New Zealand, Mitsubishi Motors New Zealand, and RVE. We're hugely appreciative of your confidence.

The best thing you can do to make sure you get all of the great content *FleetTalk* will include is register for email updates at **www.fleettalk.co.nz**.

You can also find us on **Facebook**, **LinkedIn**, **Twitter**, and **YouTube**.

If you have any feedback on *FleetTalk*, don't hesitate to drop me a line at **richard@automediagroup.co.nz** or **021 55 66 55**.

*Richard Edwards*  
MANAGING EDITOR



# TOYOTA NZ'S AUCKLAND HYDROGEN FLEET PARTNERSHIP

**T**oyota New Zealand has announced the Hydrogen Project which it calls the first commercial application of hydrogen fuel-cell technology in the country.

**Eight companies will take part in the Auckland-based trial, sharing a fleet of hydrogen-powered Toyota Mirais.**

The companies are The Warehouse, Air New Zealand, Saatchi & Saatchi, TVNZ, Beca, Westpac NZ, Spark, and Z Energy.

"Hydrogen fuel cell technology is another step in the journey to a zero-emissions transport eco-system," says Toyota New Zealand CEO **Neeraj Lala**.

"The commercial application of this technology is vast and Toyota has the means to explore new technologies

**"These Kiwi companies have joined together to demonstrate the commercial possibilities of hydrogen technology in a real-world car-sharing trial. Toyota and our Hydrogen Project members are committed to a carbon-neutral future."**

Lala says the programme is also about the merits of large corporates sharing fleets.

"This trial also showcases the ability for large companies to join together to share their fleets, which in the future could lead to a larger reduction in carbon emissions when you are talking about sharing say 100 cars," he says.

"Car-sharing with hydrogen cars isn't common anywhere in the world and we're all keen to see how this will work in practice, and how we can utilise this technology further."

The news came amid prime minister

**Jacinda Ardern's** trade mission to Singapore and Japan. Lala was among those in the PM's delegation, and he confirmed that presenting "the hydrogen opportunity" and growing "the hydrogen economy" in New Zealand are on the agenda.

Companies, including Meridian Energy and Contact Energy, are keen to see NZ become a green hydrogen producer.

Although Toyota NZ has had hydrogen-fuelled Mirais on its fleet before, for many it'll be the first time seeing them in public.

**Toyota says the Mirai can travel 500km in urban environments with 4.6kg of hydrogen on board. Its only tailpipe emissions are water.**

The programme will use the outgoing generation and the current generation Mirai that's sold in Japan, Europe, and North America.

Lala says Toyota remains committed to supporting numerous low-emission solutions on the road to emissions reduction, stating that the hydrogen push "is not a distraction from BEV application", adding that it's difficult to predict the future.

**"The use of green hydrogen as a fuel for transport is also about having cleaner air to breathe in our cities by reducing other gases and polluting particles from combustion engines.**

"It's more important to adapt to changes in the future than trying to predict the future.

**"With the pace of change accelerating due to technological innovation, predicting the future becomes increasingly difficult,"** Lala adds.

## fleettalk



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# CREATING A SUSTAINABLE FLEET PARTNERSHIP

*The decision by the New Zealand Police to choose Skoda as its preferred supplier of the Prime One (P1) patrol vehicle following Holden's market exit wasn't made quickly or lightly. Police fleet service group manager Inspector **Brian Yanko** explains that an "extensive and robust" process was involved in the decision.*

**P**olice have chosen the front-wheel-drive 162kW Skoda Superb wagon, the 206kW all-wheel drive version, and the 132kW Skoda Kodiaq all-wheel drive SUV for frontline duties.

**Skoda New Zealand had tendered for the police business before and missed out, but this time the brand meant business.**

It worked with the Czech factory to build two cars that met the requirements prescribed by the NZ Police tender and airfreighted them to New Zealand for evaluation.

Since winning the preferred supplier status for the P1 patrol vehicle just over a year ago, Yanko says Skoda NZ has come on board as a true partner with specialist fit-out company Wade Group and the police.

That ensures a smooth and continuous supply chain of vehicles, in spite of the challenges of operating during a global pandemic.

"The team at Skoda New Zealand have gone above and beyond to understand the needs of our staff and the demands on the vehicle," Yanko says.

"And they have even joined our frontline staff on patrol to experience the vehicle in use.

**"We've been extremely pleased that they're continuing to make tweaks to the vehicle from frontline feedback.**

"And I've been quite amazed at the ability of the factory to quickly make changes to evolve the cars to make them even more fit for purpose."

Yanko says Skoda NZ works closely

with both partners to ensure clarity around the forecasting of production and delivery of vehicles to ensure a continuous supply.

**Skoda and the Wade Group delivered 250 vehicles up to mid-January and Yanko expects that more than 400 will roll out this year.**

Wade Group can fit out between two to three vehicles each business day at its Waikato factory and can increase production further when required.

"So far the feedback from people using the Skoda vehicles has been very positive," Yanko says.

"The staff are enjoying the vehicles, they're performing to expectations, and we're also enjoying considerable savings on running costs."

*Continued on the next page*



SKODA'S RODNEY GILLARD (LEFT) WITH NZ POLICE'S BRIAN YANKO AT THE TAUPO RACETRACK.

Continued from previous page

### HOW IT ALL BEGAN

Holden had become the preferred supplier of P1 patrol cars in 2003 in an agreement announced by then police minister **George Hawkins** and police commissioner of Police **Rob Robinson**.

**But in February 2020 Holden announced it was quitting from the NZ market and said it would stop selling vehicles by the end of that year, though most were gone by mid-year.**

That provided the opportunity for the Police Fleet Service Group to revamp the process involved in renewing the supply of vehicles.

Yanko says the process was audited independently to ensure it was robust and adhered to all the rules of government procurement.

Police operate one of New Zealand's largest fleets with more than 3500

vehicles of which about 2200 are P1 patrol units.

P1 cars are refreshed annually at the rate of up to 500 units, providing newer and safer cars to frontline officers.

Police (including the former Ministry of Transport traffic patrol units) had swapped among Holden, Ford, and some other vehicle brands between the 1960s and 1990s.

Replacing the Holden patrol vehicles which were popular with frontline staff was going to be a challenging for the Police Fleet Service Group, given the length of the relationship with the brand and existing service suppliers.

### MORE THAN FITNESS FOR PURPOSE

The team conducted a procurement process which encapsulated not only

the usual parameters of performance, fitness for purpose, and total cost of ownership, but also serviceability, environmental footprint, and most importantly desirability and user engagement with the vehicle.

**Police also had to factor in the Government's targets, goals and expectations around carbon emissions from vehicles operated by all of its agencies.**

"This can be challenging within the police operational environment (but) remains a critical factor when introducing any new vehicle model into the police fleet," Yanko says.

Fourteen vehicle manufacturers submitted more than 21 different models for Police consideration, and 12 were shortlisted and tested.

The most important criterion was

Continued on the page 07...



**ŠKODA**



# IN BUSINESS THERE ARE MOMENTS WHEN STRENGTH IS REQUIRED

The ŠKODA passenger vehicle range combines robust beauty with intelligent design. Inside, wireless charging\* and Smartlink keep you connected on the move. Add to this our wide range of driver safety technologies and a ŠKODA is the natural selection.

\* Wireless charging is available on select models.

[www.skoda.co.nz](http://www.skoda.co.nz)

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the vehicle supplied for the test and evaluation process must be the exact version which police would buy, and supply of the vehicle must be guaranteed for the four years of the contract.

Then the vehicle had to pass radio frequency testing before being considered for an on-road and performance evaluation.

**It's mission-critical that the vehicle doesn't interfere in any way with police radio communications and other equipment says Yanko.**

At this point, he says some of the shortlisted vehicles failed to meet the stringent requirements and didn't proceed to on-road and performance testing.

Two teams were involved in the on-road and performance testing of the remaining vehicles.

**To ensure that there was a broad reflection of opinion, police enlisted members of the fleet service team and frontline staff from a variety of roles to conduct the driving evaluation.**

"We initially didn't consider frontline staff to test the vehicles, but we were corrected by an independent audit process that suggested it would be better to have a good cross-section of our staff from across the country to evaluate the cars and give their feedback," Yanko says.

"It was a great addition and something that's now embedded within our process.

"We've got to be objective in the whole process, and what the frontline staff tell us is objective, so that takes subjectivity out of it.

**"Even if you weren't a Skoda fan, based on the test result and staff feedback, you would've been hard pressed to justify selecting any other vehicle tendered.**

"It was the extensive testing regime that chose the vehicle as did our staff," he says.

"We were confident initially that like the local market trend, an SUV would be the winner, but the feedback said a wagon was the preferred option as it has better handling.

"It must also be considered that due to the nature of our work and the equipment our vehicles carry, we can blunt the performance of an internal combustion engine (ICE) vehicle by up to 30%," he says.

The police teams drove the vehicles from Wellington to Taupo via a circuitous route around the Central North Island including the Gentle Annie road (between Taihape and Napier) to see how the vehicles performed in varying road conditions.

At the Taupo racetrack, three drivers conducted two phases of testing to see if vehicles could maintain consistent lap times under demanding dynamic driving conditions.

**Yanko says the vehicles were given percentage scores for price and total cost of ownership, desirable features, size, comfort, interior space, road test performance, and performance during track testing.**

He says the system was set up to meet the specific list of police requirements for P1 patrol vehicles.

## THE NEXT STEP

The Police have taken the next step towards an emissions-free fleet in the next decade with the arrival of two plug-in hybrid electric (PHEV) Skoda Superb iV wagons.

**The Superb iV wagon combines a 115kW 1.4-litre four-cylinder petrol engine with an 85kW electric motor and a 13kWh traction battery, to produce a combined output of 160kW and 400Nm of torque.**

More importantly for police use, the Superb iV has up to 62km of pure electric driving range, combined fuel efficiency of 1.4 litres/100km, combined CO2 emissions of 33grams/km, and a zero to 100km/h sprint in 7.8 seconds.

**Police commissioner Andrew Coster and his staff now drive a Superb iV PHEV, and another has been fitted out as a P1 Patrol Vehicle for further testing in an operational environment.**

Yanko says the Superb iV PHEV has been subjected to and passed the same stringent radio frequency and road and dynamic testing as its non-hybrid siblings.

"We're very excited about the fleet potential for a PHEV but we recognise that because it requires charging time, it will be best suited to a role in suburban or rural applications where there's more operational down-time, unlike a metro station where vehicles are in constant use 24/7.

**"We believe there are areas within our organisation where a PHEV such as the Superb iV will be perfectly fit for purpose."**



# GUIDANCE FOR THE CARBON ZERO PATH

It's clear to everyone in business that lowering their operation's carbon footprint is the right thing to do.

**It's essential for reasons ranging from altruistic, to environmental, to bottom-line fundamentals.**

But when it comes to your fleet is it as simple as selling your petrol or diesel vehicles and buying some electric ones?

Not really. It can be a far more complex road than that, but thankfully there's plenty of help for people ready to make the change.

One of those could be your existing fleet suppliers.

In the case of FleetPartners, help comes in several forms, from guides, drive days, to direct assistance from its team of experts.

One of them is **Brian Elmes**, a Business Development Manager from FleetPartners.

Helping him is a five step plan FleetPartners uses under the name "Get on the Journey to Carbon Zero". The plan was created from the years of expertise of the FleetPartners team transitioning businesses from ICE vehicles to low carbon alternatives. It talks about the key areas a business needs to consider when transitioning their fleet to electric vehicles.

The steps are:

## **Step 1: Your carbon strategy**

The first step is to look at what your

business is trying to achieve in terms of emissions reduction and over what timeframe.

## **Step 2: Your fleet mission**

Understanding the fundamental purpose of your fleet and how it's being used.

## **Step 3: Vehicle selection**

Selecting your vehicles is an important step to ensure that they work for the purpose that they're intended. There are several things to consider when selecting more sustainable vehicles.

## **Step 4: Charging and infrastructure**

Charging keeps your vehicles moving and your drivers on the road.

## **Step 5: Vehicle policy and employee engagement**

Introducing hybrid vehicles into your fleet is generally relatively straightforward. However, some staff can be reluctant to use pure electric vehicles because of their perceived limitations in range and features.

More details of the plan are available through your FleetPartner's representative, or at [fleetpartners.co.nz/carbonzero](https://fleetpartners.co.nz/carbonzero).

But why get on the path? Elmes, says the starting point is fundamental.

**"I think everybody's got a vested interest in making sure the planet lasts as long as possible," he says.**

But beyond that, for many businesses having at least a plan or real change



BRIAN ELMES

within their carbon footprint, particularly their fleet, is becoming an increasing requirement for customers, particularly on corporate or government contracts.

"Often, it can mean the difference between being considered as a business partner for another business or being excluded."

So how does the process to shift to electrified vehicles work?

**Elmes says that generally, FleetPartners will get contacted asking either how a fleet can look at reducing its carbon footprint, or sometimes simply asking for quotes on EVs.**

"Now you have to have that discussion: 'Well, where are you at in terms of the process?'"

"Have you looked at your infrastructure, your requirements, do you know what you need?"

"Have your staff got the ability to be able to charge at home?," he says

"Often, the response is: 'No, we haven't' or 'Really, you can't do that?'"

**"They think it's as easy as just getting some battery EVs and then that's it.**

"They may not really give consideration to the fact that some of their staff, particularly the younger staff, might live in apartment buildings.

"The car's parked out in the street, there's no ability to be able to charge, other than at work during working hours, which is probably when the car's required.

**"There is a structure. We've got our own 5 step journey to carbon zero.**

"The first two components of that journey are the most critical, because that's when you're really engaging with the customer and going, 'okay, well,



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where are you now in your journey?  
 "In order to go on this journey, do you understand what your carbon footprint is now? Then what are your aspirations?"

**"Do you want to go from emitting 100% to being carbon zero within a period of two years, three years?"**

"Is it one cycle of replacements or is it the next two or three cycles of replacements?"

"Then how are the vehicles you have being used?"

"Do you have staff that are covering large territories where it may not be totally practical to put them into a BEV, whereas maybe a PHEV could be a more practical solution."

"The structure of the guide is designed to force people to think about situations."

Elmes says a huge part of the shift is talking to people across the business.

"We can get you a BEV that's got a 550-kilometre range, and it's an Audi for your sales staff to roll around in."

"The only people that are going to be happy with that are the sales staff, maybe the sales manager. Meanwhile, the financial controller is getting worried. More and more we are having engagements with other departments like HR, Property and Finance to ensure all objectives are met."

Pure electric vehicles may not be the only solution for many operators.

"We've got customers where, let's say in the construction industry, where they're using utes."

**"You no longer need to have a 3.2-litre Ranger, you can go to a 2.0-litre Ranger. You don't necessarily have to go to a full commitment for a BEV."**

"You could go plug-in hybrid. You might reduce your emissions by 30% just by doing that."

What Elmes is reluctant to see is companies taking away fleet vehicles without thought to get emissions off their books.

"One of the frustrating points for me... is we're seeing some companies cash their employees out of their vehicles."

**"Now, that could be a valid strategy to try and cap costs to move vehicles from ICE to BEVs."**

"Personally, I view this a bit more cynically... Some organisations are just allocating, the ownership of those emissions to a private individual."

## Types of Electric Vehicles in New Zealand

Get pricing on options for hybrid and electric vehicles covering different price points and capabilities such as range, charge speed, seating and cargo capacity.

STEP 3: VEHICLE SELECTION



Hybrid Electric Vehicle (HEV)

### 1. Hybrid Electric Vehicle (HEV)

A hybrid electric vehicle (HEV) is a type of hybrid vehicle that combines a conventional internal combustion engine (ICE) system with an electric propulsion system (hybrid vehicle drivetrain). The presence of the electric powertrain is primarily intended to achieve either better fuel economy than a conventional vehicle or better performance.

### 2. Plug-in Hybrid Electric Vehicle (PHEV)

A plug-in hybrid electric vehicle is a hybrid electric vehicle which battery can be recharged by plugging it into an external source of electric power, as well as by its on-board engine and generator. PHEVs use electric motors and motor controllers as well as an internal combustion engine.



Plug-in Hybrid Electric Vehicle (PHEV)

### 3. Battery Electric Vehicle (BEV/EV)

A battery electric vehicle (BEV), pure electric vehicle, or all-electric vehicle is a type of electric vehicle (EV) that uses chemical energy stored in rechargeable battery packs. BEVs use electric motors and motor controllers instead of internal combustion engines (ICEs) for propulsion. They derive all power from battery packs and thus have normally no internal combustion engine, fuel cell, or fuel tank. Some BEVs do have a petrol powered range extender which can provide further range if required through generating additional charge to the battery system.






Battery Electric Vehicle (BEV/EV)

## Electric Vehicle Charging Solutions

\* Times are based on a Kona Electric, which has a 64kWh battery. For comparison, the current model Nissan Leaf has a 40kWh battery. The current Tesla Model 3 Long Range AWD has a battery capacity of 82kWh.

STEP 4: CHARGING & INFRASTRUCTURE

Charger Type	Charging Time*	Best For
 Evinex AC charger 7.4kW 7.4kW single phase AC Inexpensive <\$2,000	~ 9.5 Hours ~ 50km Range/hour	Home charging, pool fleets, commuting to work vehicles.
 ABB Terra AC Wallbox 22kW 22kW three phase AC	~ 3.5 Hours depending on the capacity of the vehicle on-board charger circuit.	Faster, commercial charging. Most vehicles limited to <22kW so charge may not be better than above.
 ABB DC Fast Charger 50kW to 250kW DC More expensive + might require electrical upgrade	~ 80% charge in less than an hour at a 100kW station ~ 300km Range/hour	Fast charging of vehicles that are off site most of the day (eg. sales vehicles)

"So, they can say on paper, 'we have reduced our emissions by 50%'. All they've done is shifted ownership of the emissions."

**EV charging infrastructure is important to the process, and the FleetPartners team works with partners to assess how and when vehicles need to be charged and what hardware will be required.**

Elmes says the near-emotional debate on reducing emissions from utes is complex.

"The decision needs to be made: Is this a work requirement or is it a personal lifestyle requirement?"

"If the vehicle's being provided by the company, then whose job is it to make a vehicle available to that individual so they can tow the boat?"

Angering staff by taking them out of vehicles they're comfortable with is good for no-one, and FleetPartners is assisting with that part of the process as well.

"The fifth point in our journey to carbon zero, is bringing your staff along for the journey."

Elmes suggests getting involved with the end-users early in the process, with the provision of long-term test vehicles, training, and guidance.

"It's also explaining to the staff why you're doing this. In most cases, it's not a cost cutting exercise. It's completely the opposite."

**"It can incur more costs. Why are we doing it? We're doing it so that your kids, your grandkids and their kids can enjoy the planet as much as we did."**

# TRANSIT IN TWO DIFFERENT DIRECTIONS

BY ROBERT BARRY

Ford's mid-size Transit Custom van has been produced since 2012 and received a significant facelift a couple of years ago.

Most recently, Ford introduced two additional variants to broaden the model's appeal in two quite different markets.

We've driven the versatile long wheelbase (LWB) Transit Custom Sport Double Cab in Van (DCiV) and the commercially focused short wheelbase (SWB) Transit Custom plug-in hybrid electric vehicle (PHEV).

*Continued on the next page*



## 2022 Ford Transit Sport DCiV

Price: **\$68,990**

Engine: **Euro 6.2 2.0-litre four-cylinder Bi-turbodiesel**

Power: **136kW**

Torque: **405Nm**

Transmission: **six-speed automatic**

Economy: **8.4litres/100km**

Emissions: **219g/km (rightcar.gov.nz)**

Tyres: **215/60 R17**

Towing: **1800kg (braked)**

Gross vehicle weight: **3400kg**

Gross payload: **1149kg**

## 2022 Transit Custom PHEV

Price: **\$89,990**

Engine: **1.0-litre three-cylinder Ecoboost petrol**

Power: **93kW**

Torque: **355 Nm**

Transmission: **CVT**

Economy: **2.9litres/100km**

Emissions: **60g/km**

Towing: **N/A**

Gross vehicle weight: **3400kg**

Gross payload: **1053kg**

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These two recent range additions transit in quite different directions but show the breadth of the Blue Oval's light commercial portfolio.

The Sport DCiV targets buyers looking for a well-equipped, comfortable, good-looking workhorse that can do double duty as family vehicle after hours and on weekends.

The PHEV is an urban-focused low-emission last mile delivery warrior.

Both are suited perfectly for their assigned roles.

### THE RANGE

In addition to the Sport DCiV and the PHEV, buyers can choose from a Sport SWB which seats three people in the cabin, or the more workaday SWB and LWB Transit Custom panel vans with cloth seats and steel wheels.

**The Custom SWB and LWB panel vans have a 125kW/390Nm version of the 2.0-litre Eco Blue turbodiesel engine.**

The SWB and LWB Sport models run a 136kW/450Nm bi-turbodiesel engine. All come with a six-speed automatic transmission.

The SWB Transit Custom PHEV has a completely different powertrain. Its 1.0-litre three-cylinder petrol engine is used as a generator to provide energy to the batteries to power the electric motor once the 56km of electric range from mains electricity has been depleted from the 13.6kWh lithium-ion traction battery pack.

### THE LOOK

**In 2019, the Transit Custom range received a significant exterior update and the interior and dashboard received significant changes.**

Both the Transit Custom and its sibling the Tourneo people mover received a more aggressive-looking front fascia with newly designed headlights and foglights, and a bolder five-bar chrome trapezoidal grille.

Making a statement with racing-inspired stripes and unique decals, the DCiV Sport comes in two exclusive colours, Blue Metallic as pictured on the cover page and Orange Glow.

It's further distinguished from workhorse focused Transit Customs by 17-inch black machined alloy wheels and a body styling kit with unique front and rear bumpers and side skirts.

**Body coloured mirrors and a gloss black grille are joined by Bi-Xenon HID headlights that also feature static bending and LED Daytime Running Lights.**

The PHEV like its workaday ICE siblings, rolls on 16-inch steel wheels, and has black plastic front and rear bumpers, side mouldings and mirror



housings.

It's distinguished externally from the diesels by the Type 2 charging point inset into the left-hand side of the front bumper.

### INSIDE

Standard equipment inside the DCiV Sport and the PHEV includes Ford's SYNC3 full colour eight-inch touchscreen with Apple Car Play, Android Auto and satellite navigation.

A 4.2-inch full colour instrument cluster is also standard and joins MyKey, a programmable key that can be used to restrict vehicle settings like speed, driver assist technology, and the sound system.

**Both variants have a heated windscreen and mirrors, seat heating for the driver and front passenger, manual air-conditioning, leather trimmed adjustable steering wheel, FordPass connect, four-speaker audio, and two USB ports.**

The PHEV provides cloth upholstery and manual seat adjustment while the DCiV Sport offers a 10-way power adjustable driver's seat and partial leather seat trim to complement the textured leather steering wheel.

Design details in the Sport include

gloss black applique and detailing, and chrome vent surrounds.

**A standard reinforced rear bulkhead in the six-seat DCiV Sport is located behind the second row of seats, which provides 4.4-cubic metres of cargo space.**

The bulkhead behind the single row of three seats in the PHEV, means there are six cubic metres of cargo space.

Both offer rear barn doors which open to 180 degrees allowing forklift access.

The DCiV Sport can swallow one standard Euro-sized pallet and the PHEV can manage two.

The rear load area has compartment lighting (halogen in the PHEV, LED in the DCiV Sport), sidewall trim board, tie-down points, and load floor protection.

### THE DRIVE

Both the DCiV Sport and the PHEV offer a commanding driving position and great visibility.

**In spite of being different lengths, both have a decent turning circle and are easily manoeuvred into parking spaces thanks to the reversing camera and front and rear sensors.**

But the driving experience is quite different from one to another.

Continued on the next page

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The turbodiesel DiCV Sport feels quiet and refined around the city and on the open road but offers decent response and good fuel economy.

**Rightcar.gov.nz** quotes fuel consumption of 8.4 litres/100km, and the CO2 emissions are 219 grams/km under the three phase worldwide harmonised light vehicles test procedure (3P-WLTP).

Under the Clean Car legislation buyers of a new Transit Custom DCiV Sport will have to pay a penalty fee from April 1, as the van exceeds the limit of 192g/km. Indicative pricing would suggest a fee of \$1552.50.

**The PHEV is much quieter than the turbodiesel in urban operation, so much so that's it hard to discern when the petrol engine kicks in to generate more power for the traction battery to deliver to the electric motor that drives the front-wheels.**

Using B mode will elevate the strength of the PHEV's regenerative brakes, allowing one pedal driving.

Ford quotes an electric range of 56km around town, and you can normally expect 40 to 45km in pure EV mode.

However, drivers can let the vehicle choose which mode it wants for peak efficiency or can force the petrol engine to recharge the battery for use later.

The combined range of stored mains power and range extended power is just over 500km, Ford says.

**We noted that when running in hybrid mode when the battery was nearly flat the PHEV did appear to struggle a little with steep inclines on the open road.**

Priced at \$89,990 the Transit PHEV doesn't qualify for the Government's

Clean Car rebate, but it does offer a solution for business operators needing a urban-focused low-emission tool-of-trade vehicle.

#### **SAFETY**

Building on its five-star ANCAP rating the Transit Custom's driver assist technology includes autonomous emergency braking (AEB) with pedestrian detection, adaptive cruise control (ACC), traffic sign recognition (TSR), and lane keeping aid (LKA) with driver alert.

**There are also blind spot information system (BLIS), rear cross traffic alert, and automatic headlights with auto high windscreen wipers.**

There are six airbags (driver, front passenger, front side curtain, front side seat), and dynamic stability control (DSC) with roll-over mitigation and trailer sway control.

Other safety tech includes side-wind stabilisation, load adaptive control and hill launch assist, full colour rear-view camera, front and rear parking sensors, and SYNC emergency assist.

In January 2020, ANCAP recognised Ford's progress in equipping its vehicles with advanced driving assistance systems, awarding a silver rating to the Transit Custom range for its collision avoidance performance.

#### **OUR VIEW:**

These two Transit Custom variants sit in a very niche part of the light commercial market and there's not a huge amount of competition.

Direct competitors to the DCiV Sport with two rows of seating and a bulkhead behind them are the Mercedes-Benz Vito Crew Cab (formerly known as the Valente) and the Volkswagen T6.1 Transporter Delivery Van plus.

Until the other brands offer a PHEV mid-size commercial van, the Transit Custom PHEV has the market to itself.

**The fully electric LDV eDeliver3 (\$55,000) is probably the closest vehicle dimensionally to the Ford and it offers the full \$8625 Clean Car discount. But it offers up to 400km of driving range versus the Transit PHEV's more than 500km.**



# ARE VANS THE ANSWER?

BY RICHARD EDWARDS

Though they're not necessarily a named target of the new Clean Car Standard legislation, utes are set to be the biggest "victims" of the change.

**They'll attract significant levies (in some cases more than \$4000) because of their relatively high emissions levels.**

Ute-loving faithful have expressed plenty of vitriol over the impending changes, coming out in force at events like last year's Groundswell protests.

But there's also an undercurrent of people who believe the changes are well overdue.

**Ute cynics, and those happy to kneecap them over their poor emissions chops, are quick to say that though the segment is one of the most popular in New Zealand, it's also been propped up by widespread fringe benefit tax (FBT) exemptions and huge marketing spend from local distributors.**

With these benefits looking to be cancelled out by green incentives and few plug-ins on the horizon, the question is whether the new-vehicle market is in for radical change that could maybe see chippies, sparkies, and brickies trade their utes for vans?

It's not that vans are unpopular in New Zealand, but most are outsold by their ute equivalents by two or more.

**The Ford Ranger and Toyota Hilux outsold the Transit and Hiace by factors of about four and 10 respectively in 2021.**

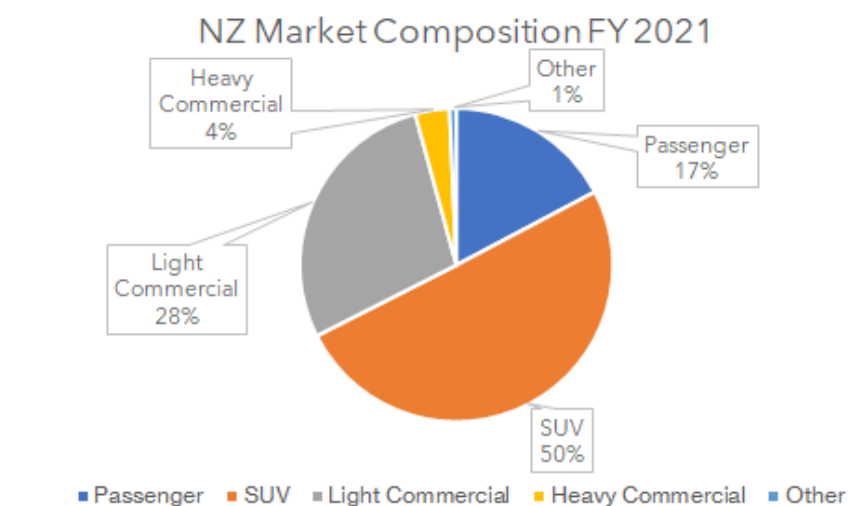
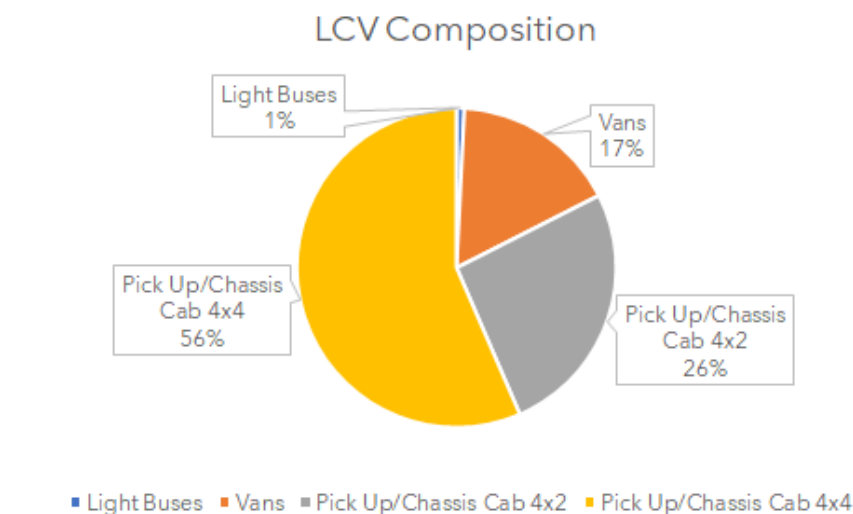
It's a stark contrast to Europe which is much further down the line with carbon emissions regulations. It had no pick-ups in its light commercial vehicle top 10 best-sellers last year.

Instead, the list was dominated by a wall-to-wall smorgasbord of vans, many of them packing a plug.

**This perhaps surprising statistic is part of a wider European eradication of diesel-powered vehicles.**

Vans are leading the commercial segment when it comes to introducing electrification through HEVs, PHEVs, and BEVs, but utes (save for the full-size trucks from America) are almost universally still diesel powered.

It may be a cliched yardstick, but



Norway remains a fascinating point of comparison.

Its efforts to phase out diesel in its new-vehicle market have been incredible.

**According to statistics by Robbie Andrew of the CICERO, the percentage of new diesel vehicles sold annually has shrunk from 40% to just 4% in six years. That number includes a high percentage of diesel passenger cars.**

A fashionable assumption one could draw would be to say that the market evolution in Europe is our probable future, trickling down as our emissions regulations grow more stringent and our new vehicle mix becomes more like Europe's almost organically.

But it's not necessarily that simple.

Market analyst **Anthony MacLean** of Boost Auto says the New Zealand

vehicle market differs greatly from what's offered in Europe, and not solely because of our "fascination" with utes.

Speaking to *FleetTalk*, MacLean, a former business manager for Mercedes-Benz Vans New Zealand and country manager for MG Motor New Zealand, underlines that there are significant differences between the Government's Clean Car legislation and Euro 6.

**The differences between the emissions frameworks have knock-on impacts on the regions where they've been applied.**

MacLean labels the Clean Car Standard and Clean Car Discount as relatively "blunt instruments" for making the national fleet greener.

Continued on the next page

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In only focusing on a vehicle's CO2 levels, CCS neglects the kinds of damaging particulates that come from a vehicle's tailpipe.

**Euro 6 factors in both of those elements, but since it's not used here (or in the countries that produce many of our commercial products) there's no incentive for brands to push for locally sold vehicles to be Euro 6 compliant.**

Until that bridge is crossed, it's hard to imagine the local product mix looking as van-heavy and diesel-free as Europe's.

And that connects to arguably the largest fly in the ointment when it comes to the thought that Clean Car rules will lead to drastic overnight LCV market change.

**Kiwi interest in EVs is booming almost exponentially: 6% of the country's new-vehicle sales were EVs in 2021, rising from a humble start to 15% in the month of December.**

Hyundai New Zealand just reported that interest in its EV range has quadrupled in the last 12 months, in terms of online traffic and enquiry.

But Boost Auto data says electric LCVs accounted for just 0.19% of last year's registrations.

Diesel remained dominant, making up 96% of commercial vehicle registrations.

**"Is it the market that's not ready for [electric LCVs], or is it product-led? I actually think it's product-led," says MacLean.**

LDV's eDeliver 3 and eDeliver 9 are the only two pure BEV vans on the market now, and both are solid performers with sharp pricing.

Electric vans from Mercedes-Benz and Ford are coming, with Chinese brands likely to also jump on the bandwagon.

**But range remains an issue for these models. The E-Transit has the largest battery of those confirmed, at 68kWh, giving it a 300km range on the WLTP cycle.**

MacLean believes this is a big issue, bigger even than the country's ute obsession.

"The ute thing which people focus on, I don't believe is a big issue," he says.

Though many pundits talk about ute popularity in terms of their position as a local cultural icon, MacLean believes this isn't on the minds of the corporate fleets that order utes in droves.

And if a change is to occur, he believes they will lead it. "I look on our street at the moment and there's a ton of

tradies doing work.

"Are you going to get him to shift from his Wildtrak or Raptor into an electric ute? Not in the short term.

**"But Auckland Council, who seem to have a fleet of Rangers, probably would. They don't do big kilometres, they don't carry heavy loads. Why shouldn't that be a van?"**

"That will be the shift; the sort of mundane, low, no tow, city use application, particularly if you're a large

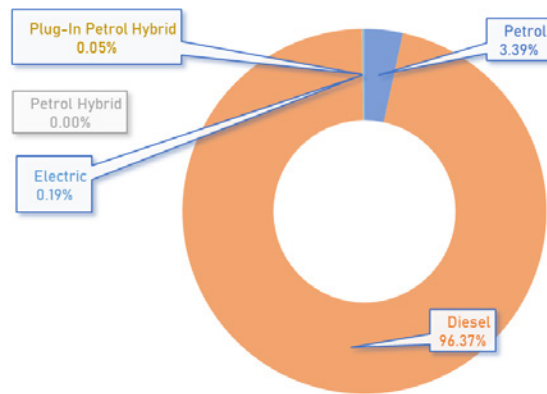
fleet and Clean Car is hammering you."

He notes that there's another stumbling block for electric vans, in that significant numbers are unlikely to be priced underneath the \$80,000 CCD threshold.

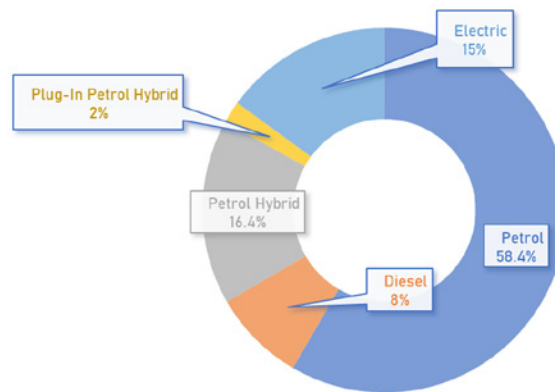
A short-term suggestion would be to flag GST for commercial EVs to allow more to qualify.

**Thankfully, there's an obvious get-out-of-jail card still in play.**

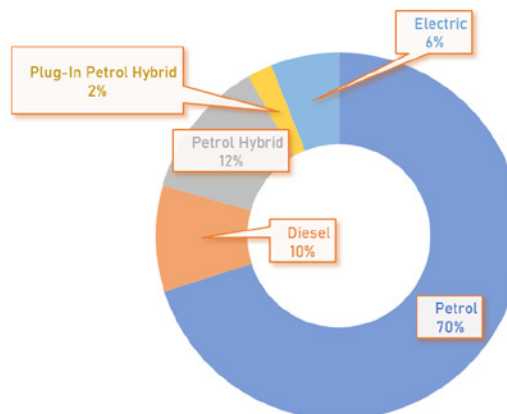
**LCV SALES BY FUEL TYPE  
FY 2021**



**VEHICLE SALES BY FUEL TYPE  
DEC 2021**



**VEHICLE SALES BY FUEL TYPE  
FY 2021**



# UNDERSTANDING THE NEEDS OF THE FLEET CLIENT

**E**bbett Group executive director **Richard van den Engel** says the company can offer fleet customers a mix of vehicle brands.

**But first and foremost, it's important to understand the bigger picture of what fleet customers are trying to achieve.**

The group operates multi-franchise dealerships in Pukekohe, Hamilton, Hamilton East, Tauranga, Morrinsville, Te Awamutu, Taupo, Rotorua, Hastings, Napier, Porirua, and Wellington.

Brands represented include Audi, Cupra, Kia, GMSV, GWM/Haval, Holden, HSV, Isuzu Ute, Lexus, MG, Nissan, Renault, Seat, Skoda, Toyota, Walkinshaw Special Vehicles, and Volkswagen passenger and commercial vehicles

**"Our approach is to understand what criteria are important to the customer such as fuel efficiency, emissions, total cost of ownership and fitness for purpose and then propose a product that fits best," van den Engel says.**

"It's important that fleet customers understand the options available to them and plan vehicle replacement in advance. Delivery time for some vehicles is out to nine months and therefore an alternative may have to be sourced if a replacement is needed sooner," he says.

Ebbett Volkswagen and Ebbett Toyota both have dedicated fleet specialists and for the rest of the group's brands, individual dealer principals or sales managers handle fleet enquiry.

For Volkswagen fleet customers, Ebbett offers, upon booking application, a mobile service unit for people who can't get to their nearest dealership or service centre.

## **EBBETT SUBSCRIBE**

**More and more vehicle retail groups are realising the benefits of offering private and business customers the option of a short-term car subscription service where all expenses, except fuel, are covered by a weekly fee.**

Ebbett Subscribe caters for fleet and private users who want to subscribe to a car from a minimum term of four weeks to 30 weeks or more if required.

van den Engel says the subscription offers greater flexibility than buying or leasing for short-term requirements.

A refundable bond of \$500 to \$2500 is required on the vehicle as well as the first week's subscription payment in advance.

Ebbett Subscribe has a freedom plan which allows fleet customers to subscribe and drive with no tie-in beyond a seven-day notice period after



RICHARD VAN DEN ENGEL

the third week of the subscription.

For a reduced weekly subscription customers can opt for the term plan which requires a minimum commitment of 30 weeks.

One Ebbett Group corporate customer regularly subscribes up to 40 vehicles annually for a four-month project where contractors are working in the field, driving long distances and working long hours.

To ensure its contractors were in safe and fuel-efficient vehicles that were fit for purpose, as well as manage its temporary fleet costs, the corporate customer turned to Ebbett to supply vehicles on subscription.

**That was instead of the contractors using their personal vehicles which may or may not have been safe or fit for purpose.**

# VALUE STILL IMPORTANT TO FLEET CUSTOMERS

**F**armer Autovillage managing director **Mike Farmer** says the value proposition of a new vehicle remains of key importance to fleet customers, as does its ability to attract and retain employees.

**He believes the provision of a company vehicle still plays a big role in staff retention, especially in a labour market short of manpower and skills.**

"Some businesses will accept the additional costs to retain a staff member by providing a nice vehicle for that person, as cars are remembered daily and long after a pay increase," he says.

Farmer notes that the Bay of Plenty has a growing new business sector as many companies move to the area because of the pandemic and the growing hybrid working culture.

**He says dealerships that pay due respect to sole traders and small medium enterprises making their first fleet vehicle purchases will bank that goodwill into the future as the business and the fleet grows.**

But Farmer warns that though the new vehicle market may slow down in April and May 2022 as people adapt to the Government's Clean Car policy implementation, fleets need to be ordering new vehicles at least a minimum of six months ahead of roll-

over.

And that timing could be longer for some passenger and commercial vehicles as the supply chain tightens.

He says the Russian-Ukraine war will put more pressure on the supply chain, as there will be fewer raw materials available to car manufacturers which could reduce production further.

The New Zealand market is also undergoing significant change with the Clean Car regulations coming into force on April 1.

**"Clean Car will become the norm and many of our new passenger vehicles will be cost neutral or will offer credits under the scheme," he says.**

"The vast majority of the Skoda range will offer credits as will Volkswagen Golf and Tiguan models," Farmer says.

He says the Haval and MG brands provide his company's highest volume of retail sales and offer the best value.

"There was always going to be one or two Chinese brands that would rise to the top and become market contenders," Farmer says.

"We've done very well with our representation of MG and GWM/Haval; timing is everything.

"The quality of the Chinese product is



MIKE FARMER

comparative to other offerings on the market.

"There is a significant product onslaught coming from these two brands, and it's a multifaceted offer, including internal combustion engines (ICE), plug-in hybrid electric vehicles (PHEV), and battery electric vehicles (BEV)."

Farmer believes supply and sales of electric vehicles in New Zealand will hit their stride in 2024/2025 as the market is still in its infancy here.

**He likens the acceptance of electric vehicles to that of the Nokia camera phone, saying their time is yet to come.**

# A SAFE PAIR OF HANDS FOR CUSTOMERS

**H**undai New Zealand national fleet sales manager **Kameel Somani** says the Kiwi-owned distributor has been working to better understand the needs of its fleet clientele and offer them a customer experience that matches or exceeds the quality of its vehicles.

**Somani says the company's national dealer network spanning the country from Kaitiaki to Invercargill, plays a key role in supporting fleet customers.**

Fleets can vary in size from smaller SME operations with two to three vehicles up to national corporate and government accounts with more than 200 to 300 vehicles.

At Hyundai NZ in Auckland, Somani and a team of seven people help dealers to provide key support and back-up to fleet customers.

**"Our key difference is we're genuinely passionate about being a 100% Kiwi owned company where we have the freedom and flexibility to make the best decisions for our fleet customers," Somani says.**

"And to back that up we have a steady stream of products supplied from both Korea and Europe to meet the needs of our market.

"Our 'why' is way beyond the product. We also have a New Zealand dealership network which has invested heavily in not only their facilities but also into the ongoing training and support of all their staff including the technicians.

**"We offer a full range of vehicles and in many cases, we're the fleet client's sole supplier because of this and the relationships we've forged over many years.**

"Walking the journey with our clients and tailoring a fleet to meet and exceed their expectations is most satisfying.

"We're a safe pair of hands for our customers, we want to continue to foster long-term partnerships, and earn their trust," he says.

**The Hyundai NZ fleet team takes a holistic approach to managing its clients' fleets.**

"We can conduct audits to reduce carbon, we can look at fleet utilisation through telematics, we can look at education around journey planning, and we can share success stories from other customers," Somani says.

L-R: TEVY PHORK - FLEET SUPPORT, BLAIR NORRIS - NATIONAL SALES REPRESENTATIVE, KAMEEL SOMANI - NATIONAL FLEET SALES MANAGER, OLLIE LIDDALL - CORPORATE SALES COORDINATOR, KELLY MURRAY - FLEET SUPPORT



Hyundai Autolink is the brand's proprietary telematics system where customers can run their own dashboard.

**In a mixed vehicle fleet with other vehicles there is an API support option that can be integrated into other fleet management systems.**

Somani says the purchase criteria around fleets is much less about the own-versus-lease argument but more about the vehicle's fitness for purpose, whole of life costs, and environmental performance.

And its fit with the organisation's brand and values also plays a more important role.

"It's more than just a financial decision, although the Government's Clean Car policy has driven a renewed focus on total costs of ownership, safety, and emissions.

"And the vehicle's reflection of the operator's brand and values are considered," Somani says.

"The environmental performance of a vehicle has also become more and more important to the fleet purchase criteria.

**"Hyundai already leads the electric vehicle space and by the end of 2022, we'll have more than 24 low-emission vehicles models on offer, the largest range on offer from an automotive brand in New Zealand."**





COREFLEET FLEET MANAGER PETER LEE, LEFT, AND HYSTER GENERAL MANAGER SCOTT KELSEY.

# NEW FLEET FOR HYSTER NZ

The first six of 23 new Volkswagen Crafter vans, specified and ordered for Hyster NZ's mobile technicians, have been handed over to general manager **Scott Kelsey** and his team in Auckland.

**"This represents a significant investment in our network of mobile service technicians," Kelsey says.**

"We're providing the best possible vehicle, specified and fitted out to equip our team to service customers across the country.

"Working with Corefleet NZ, we identified a vehicle that could add payload while offering excellent driver safety, and provide our business with a fuel-efficient, sustainable solution."

## INCREASED PAYLOAD

That came in the form of Volkswagen's internationally recognised, award-winning Crafter.

With updated suspension and heavy-duty alloy wheels, the Crafter offers an additional 400kg of payload over standard models, handling up to 1230kg.

That gives Hyster technicians plenty of headroom to transport parts, some weighing 300 to 400kg.

**The specialist fit-out, completed by Auckland firm Auto Transform, makes the vehicles even safer, easier, and more efficient to use.**

The customised vans have customised shelving and racking to store Hyster parts and tools, and a fold-out vice built into the back section of each van.

## SAFETY FIRST

With added safety and comfort



features more commonly found in passenger vehicles, Volkswagen's Crafter van sits at the top of the range.

**Continental Cars Volkswagen commercial sales specialist Callum Bird says the Crafter "drives more like an SUV than a heavy-duty van".**

"Driver-assist features like the driver fatigue warning, blind spot sensor, 360-degree all-round parking sensors, hill start and side wind assist, make it a safer ride for the Hyster technicians - who often support customers across a wide geographical area."

## FUEL EFFICIENCY AND REDUCE EMISSIONS

The new Crafter's 2.0-litre Euro 6 diesel engine meets all European emission standards, putting the Hyster team ahead of the game.

That means an overall fuel efficiency gain, and a reduction in engine

emissions by as much as a third compared with the previous model.

Euro 5 engines normally sit around 13 to 15 litres/100km but the Crafter runs at 7.2 to 8.9l/100km, subject to load.

The vans also have on-board trip computers displaying information on fuel use per journey, providing feedback on driver fuel efficiency to support continuous improvement.

"We're looking forward to delivering all 23 vans to help our mobile tech team provide exceptional local support across New Zealand," Kelsey adds.

"Our products are designed for heavy-duty usage and demanding operations across a wide range of industries.

**"This investment in new fleet demonstrates Hyster's commitment to keeping customer equipment running smoothly with maximum uptime."**

# SMART DASHCAM

Improve driver safety & efficiency with an AI-powered camera solution



Designed to ensure the safety of drivers & improve on-road behaviour

Protect your business against fraudulent insurance claims for peace of mind

Supports high-definition 1080p cameras for high-quality footage

Access footage as required or as events occur from the back-office



# STARIA WINS PLATINUM ANCAP RANKING

BY ROBERT BARRY

**A**NCAP Safety's performance and availability evaluation of the advanced driver assist systems (ADAS) in 16 light commercial vans has seen Hyundai's Staria Load ranked as a platinum performer with a score of 90%.

The latest results also include analysis of the LDV Deliver 9.

The evaluation follows on from the inaugural van comparison results published in December 2020 and includes updated assessments of the Mercedes-Benz Vito and Iveco Daily which have both had specification upgrades.

"This analysis provides more value to fleet and commercial van operators as it extends beyond ANCAP's traditional star rating program to shine a light on the active safety performance of an important segment," says ANCAP chief executive **Carla Hoorweg**.

**Vans are a workplace and their increased on-road exposure and use in built-up urban areas means they interact with large numbers of other vehicles, pedestrians and cyclists.**

"It's essential that fleet and van operators are aware of the crash avoidance capabilities and active safety features fitted to their vehicles," she says.

"To help fleet, business and private consumers make informed purchasing decisions across this section of the market we've assessed the performance of the advanced driver assistance systems (ADAS) available across a range of commercial vans.

"And those results are now available in an updated quick-glance comparison report."

**The new Hyundai Staria-Load performed very well in all areas and earned the first platinum level of crash avoidance.**

Toward the other end of the scale, the modest active safety technology fitted



**Toyota Hiace**  
(February 2019 - onwards)  
All van variants



**Ford Transit**  
(December 2019 - onwards)  
MY19.75 variants



**Mercedes-Benz Vito**  
(January 2021 - onwards)  
All variants



**Hyundai Staria-Load**  
(August 2021 - onwards)  
Automatic variants

to the LDV Deliver 9 was put through its paces and delivered a bronze score of 27%.

**Building on the results of the 2020 analysis, the updated Mercedes-Benz Vito (from January 2021) joins the Toyota Hiace and Ford Transit in achieving a gold level of crash avoidance performance.**

The improved specification elevated the Vito's score from 23% (bronze) to 61% (gold) through the standard inclusion of car, pedestrian and cyclist-detecting autonomous emergency braking, lane departure warning, and blind spot monitoring.

The Iveco Daily (from February 2021) has gained standard autonomous emergency braking (car-to-car), a driver monitoring system and seatbelt reminders for the driver and passenger, increasing its score

from 6% (not recommended) to 24% (bronze).

Five vans retained their silver ranking, four achieved bronze and three remain "not recommended" because of their lack of active safety systems.

"The information provided in the latest comparison report highlights the differences in safety specification and the varying levels of active safety performance across van models," Hoorweg says.

**"It's encouraging to see the full suite of active safety features now standard in a number of vans and we encourage brands to continue updating the safety specification of their vans as they would with passenger vehicles."**

The updated Commercial Van Safety Comparison report is available at [www.ancap.com.au/vans](http://www.ancap.com.au/vans).



# CLEAN CAR STANDARD SPURS OPEL COMEBACK

The Government's Clean Car Standard has been instrumental in the return of the German Opel brand of cars and light commercials to the New Zealand market.

**The last Opel-sourced models, rebadged as Holden Commodores and Astras, disappeared from New Zealand more than two years ago.**

Since then, Opel has become a very different beast.

PSA, makers of Peugeot and Citroen, bought Opel off General Motors and itself became part of the huge Stellantis group, adding Fiat, Chrysler, Jeep, Dodge, Maserati, Alfa Romeo and others to the mix.

Being part of Stellantis brought with it new investment and access to a range of electrified and hybrid platforms.

So much so that electrification will be a key part of the Opel launch in New Zealand from the second half of 2022.

Six dealers have been appointed and there will be more than 11 in Opel's NZ dealer network.

**In the launch phase Opel will have two EVs available, the Mokka small SUV and Corsa small hatchback, with a next-generation Corsa to follow next year.**

Three-cylinder, 1.2-litre petrol versions will also be available.

The Grandland medium SUV, in PHEV and ICE forms, will also be an early offering, and the Astra name will return as an all new-generation car in PHEV and ICE form.

The Insignia, the car that became the Holden Commodore, is being replaced with an all-electric model.



Opel's light commercial van range which includes some EVs will be evaluated for the New Zealand market in 2023 ahead of a proposed on-sale date in 2024.

**Auto Distributors New Zealand imports Citroens and Peugeots and after investigating Opel, discovered there was a more than compelling business case to market its range of low emission (LEV) and electric vehicles (EV) here.**

Opel New Zealand is headed up by Tom Ruddenklau who was the previous general manager of Volkswagen for European Motor Distributors, and the Hyundai New Zealand chief operating officer for Auto Drive Holdings.

**He says all four Opel passenger models will qualify for a rebate under the Clean Car Standard.**

Ruddenklau suggests, that's part of the willingness for Stellantis to allow the brand to come here; but it's not going into Australia.

"There's a very clear intent to only go

into markets with a clear emissions structure, and (Stellantis) won't pay fines," Ruddenklau says.

He defends the brand still having petrol cars in its mix, and did "entertain the idea" of going full-EV for Opel.

"We as a country can do better in terms of an emissions profile. Look at the sales mix in the UK, they're all small cars," Ruddenklau says.

**"And as much as EVs are the poster child there's a role for low emissions petrol cars as well." Ruddenklau says Opel could be the lowest emission German car brand in New Zealand and there's a significant opportunity for market growth.**

Customer deliveries of the Corsa and Mokka will begin in the second half of 2022, the Grandland will arrive in the third quarter of 2022 and the Astra in the fourth quarter.

**He admits that Opel won't be all things to all people, but says the cars offered will be priced competitively against their immediate competitors.**



# FROM WORKHORSE TO SAFE FUNCTIONAL WORKPLACE

BY ROBERT BARRY

Since 1973 German firm Sortimo has manufactured and supplied racking and mobile storage systems for a huge range of vans, turning the workhorses into functional workplaces that meet health and safety requirements.

**Sortimo is also one of few such equipment manufacturers that applies crash testing to its products and systems to ensure vehicle occupants have the highest levels of safety.**

In a collaboration with Volkswagen Commercial Vehicles New Zealand, mySortimo.NZ has fully kitted out a new Caddy Cargo van as a mobile showroom to demonstrate its products and equipment.

The Caddy Cargo is fitted with a Sortimo Sobogrip floor which uses the vehicle's existing mounting points so there's no need to drill into the van's floor.

**Mounted on top of the Sobogrip floor on the left- and right-hand sides of the Caddy Cargo is the Sortimo SR5 system.**

The slim design of the SR5 uprights

allows for shelving and drawers to be moved easily up or down as well as in and out.

That allows for the best utilisation of the floorspace, and a narrower upright will allow the installation of higher shelving units which follow the contour of the vehicle's walls.

Sortimo's restrain system, Prosafe, is part of the SR5 upright system and allows the lashing straps to click easily into place. There are also Prosafe frames within the system to give additional lashing points.

**The SR5 shelves allow the SR Boxx to stack and hang, saving weight, space and cost as only one shelf is used to house two rows of bins, where traditionally two would be needed.**

The foldable workbench with integrated vice also saves on space and weight.

Bosch Power Tools are supplied from the factory in a Sortimo L-Boxx which integrates into the system. There are custom inserts within the drawers and boxes for the tools to sit in.

Behind the Caddy Cargo's left-hand sliding door are two WorkMo modular and stackable mobile units.

**They're mounted on Sortimo's slide-out platform that includes prosafe, stepless brake on exit and one touch return, which is capable of carrying an extended 250kg load.**

Proclick is a product range that can integrate into the Prosafe mounting points. It includes the textile bags, belt, power tool battery holder, and silicone tube holder.

The Top System is secured by the Caddy's existing roof mounts and includes Prosafe on both the sideplates and crossbar.

MySortimo.NZ says the Caddy fit-out cost around \$10,000 but it can be scaled back to suit customer requirements.

**Light commercial vehicle operators can also amortise the cost if they choose to take an operating lease through Volkswagen Commercial Vehicle dealers.**

## 2022 MITSUBISHI OUTLANDER XLS

Price: **\$49,990\***

Engine: **2488cc petrol 4-cylinder**

Power: **135kW @ 6000rpm**

Torque: **245Nm @ 3600rpm**

Transmission: **CVT**

Economy: **8.1L/100km**

Emissions: **185g/km**

Tyres: **P255/45 R20**

Towing: **1600kg (braked), 750kg (unbraked)**

Gross vehicle weight: **2355kg**

Cargo volume: **651L/1461L**

*\*Introductory price*



# OUTLANDER MORE THAN A VALUE LEADER



BY RICHARD EDWARDS

**T**he Mitsubishi Outlander is a cemented mainstay in the Kiwi new-car market, thanks in part to a surge in interest from fleet buyers pursuing the nameplate's undeniable value.

**Now, with the Outlander's popularity having grown to the point that it rivals the Toyota RAV4's position as the country's most popular passenger car, a new one has arrived. We mean 'new' too. This is the first all-new Outlander in more than 15 years. In short, it's a big deal.**

It's worth acknowledging that a lot of the Outlander's current market success comes down to dealers running out the old model for sharp prices. Nevertheless, Mitsubishi appears keen to continue the Outlander's bang-for-buck legacy through its replacement.



## THE RANGE

The current range of petrol-powered models (the marque has phased out diesel options) starts at \$41,990 for the Outlander LS, topping out at \$54,990 for the Outlander VRX 4WD. Somewhere in the middle is this XLS 4WD grade, currently sporting a special launch price of \$49,990.

**Plug-in hybrid models will join this line-up later in the year, starting with the LS PHEV and its special introductory \$59,990 sticker price and extending all the way to the \$79,990 Outlander VRX PHEV; Mitsubishi clearly pricing the models so that they all fit under the Government's \$80,000 Clean Car Discount threshold.**

The LS and XLS models are the most likely to resonate with fleet buyers regardless of what's under the bonnet, with user-choosers the most likely to be tempted by the VRX's additional whistles and bells.

## THE LOOK

Stepping back from the spec sheet and simply looking at the Outlander inside and out, it's apparent that this is a significant progression over the last model, particularly when it comes to design. The new Outlander takes the last model's surprising penchant for comfort and complements it with some well needed aesthetic change.

The exterior represents a visual progression from the Outlander's smaller cousin, the Eclipse Cross. Front- and side-on, you get one of the more distinctive and handsome (and huge) iterations of Mitsubishi's 'Dynamic Shield' grille, matched only



on the size front by the big 20-inch wheels. The back end isn't as striking, looking plain apart from the bumper's silver diffuser section.

The aforementioned wheels are an XLS addition, and will result in higher tyre replacement costs down the line. Those concerned with this will likely welcome the LS's more sensible, more comfortable 18-inch wheels.

## INSIDE

Beyond the all-important sticker price, the other numbers the Outlander needs to impress with are boot space and towing. The 'U' in SUV stands for 'utility' after all, making these metrics all the more crucial. The new Outlander offers a commendable 651 litres of boot space and a slightly scratchier 1600kg towing rating.

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That boot space number leads us to the Outlander's leading party trick. As with the last model it's a seven-seater. Few other SUVs in this segment have three rows, with the similarly priced and sized RAV4, Mazda CX-5, Kia Sportage, and co all featuring just two rows of seats.

Inevitably the third row is really only ideal for kids, but regardless it remains a huge selling point for the Outlander. It doesn't compromise room in the second row, either, which features a generous amount of space across the seat, air conditioning vents, and USB points. Perfect for charging the kids' iPads.

**Up front, the Outlander feels more expensive than the \$49,990 sticker suggests. Material quality feels as good as anything else in class, with plush soft-touch elements and detailed switchgear to be found all over the handsome cabin space.**

There's plenty of premium features, too, including triple-zone climate control, wireless phone charging, and an electric driver's seat. The new infotainment system (paired with Android Auto and Apple CarPlay) is a significant step up on the last one, too. It's worth acknowledging that the digital cluster originally planned for the model has been replaced with a part-digital, part-analogue cluster due to the ongoing international chip shortage.



## THE DRIVE

You get so much value in the Outlander that something has to give somewhere, and in this case that something is the driving experience.

Under the bonnet is a 2.5-litre petrol producing 135kW and 245Nm, paired to a CVT. Because the Outlander is quite a hefty character, the performance this four-cylinder delivers can be best described as steady.

**Entirely adequate for most motorists, particularly in this segment, but nothing special. For those wanting oomph, waiting for the PHEV to arrive might be the best bet.**

Ride is another mixed bag. For the most part it's comfortable and soft. Drive the Outlander on more challenging surfaces, however, and ride quality can be a little jiggly.

It's not all gloom, though. The Outlander's brakes are excellent. And those considering it for its all-wheel drive chops will be pleased to know that Mitsubishi's automated AWD

system is one of the best in class.

## SAFETY

**The Outlander is a performer when it comes to safety, too. Mitsubishi has thrown everything bar the kitchen sink at the model's safety and driver assistance suite. Full driver, passenger, side, curtain, knee, and centre front airbags all feature. It gets adaptive cruise control, lane keeping, blind spot assist, autonomous emergency braking, and much more, too.**

It's no surprise that the Outlander was recently awarded a five star ANCAP safety rating.

## OUR VIEW

Ultimately, the new Outlander is a vast upgrade on the outgoing model, and an SUV that makes an awful lot of sense to private and fleet buyers alike. Some, like the Hyundai Tucson, offer a better chassis. And the RAV4 and Skoda Kodiaq have superior powertrains. But none offer the space and value of the Outlander.



## 2022 Staria Limited AWD

Price: **\$85,990**

Engine: **2.2-litre four-cylinder turbodiesel**

Power: **130kW**

Torque: **430Nm**

Transmission: **eight-speed Auto**

Economy: **9.4litres/100km**

Emissions: **250g/km**

Tyres: **235/55/R18**

Towing: **2500kg**

GVW: **2325kg**

Gross payload: **N/A**

## 2022 Staria Load (2-seat auto)

Price: **\$62,990**

Engine: **2.2-litre four-cylinder turbodiesel**

Power: **130kW**

Torque: **430Nm**

Transmission: **eight-speed Auto**

Economy: **8.1litres/100km**

Emissions: **212g/km**

Tyres: **215/65/R17**

Towing: **2500kg**

GVW: **1938kg**

Gross payload: **1072kg**



BY ROBERT BARRY

# STARIA TWINS PROVIDE COMPELLING FLEET OFFER

Hyundai's master stroke when creating the Staria eight-seat people mover and the Staria Load light commercial vehicle was to use the same platform and powertrain technology from the brand's popular Santa Fe large SUV.

By doing this, not only did Hyundai imbue its new light commercial with a more car-like driving experience, but thanks to the front-wheel drive layout it has a better load capacity.

More importantly, its advanced safety tech has seen the Staria twins get a five-star safety rating under the more

stringent ANCAP 2021 test protocol.

And the Staria Load has received a Platinum safety status from ANCAP for its advanced driver assistance systems; it's the first light commercial vehicle to gain the rating.

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## THE LOOK

Making what is essentially a box on wheels look relatively stylish has always been an automotive design challenge.

But Hyundai has risen to the occasion with the Staria's futuristic "Spaceship" front end.

**Like Marmite and Vegemite, people will like it, or they won't but the Staria twins are certainly distinguishable from their competitors.**

Light commercial fleet users can choose window glazing or fixed metal panels in the Staria Load. They can opt for a tailgate or twin barn doors for commercial operators who need to load and unload pallets with a forklift.

## THE RANGE

There are three versions of the Staria Load on offer, a two-seat six-speed manual from \$59,900, a two-seat eight-speed auto from \$62,990 (as reviewed), and a five-seat crew van (eight-speed auto only) from \$64,990.

The eight-seat Staria people mover is available as a front-wheel drive eight-speed auto from \$69,990 or an all-wheel drive Limited eight-speed auto (as reviewed) from \$85,990.

All variants are powered by Hyundai's 130kW/430Nm 2.2-litre four-cylinder turbodiesel engine, and Rightcar.gov.nz says all Staria models will attract a Clean Car fee under the new legislation from April 1, 2022.

## INSIDE

The top-spec all-wheel drive Staria Limited comes fully loaded with dual 10.25-inch displays - a satellite navigation multimedia system and a digital virtual instrument cluster.

**Further Limited specification includes leather upholstery, heated and ventilated front seats, heated steering wheel, power-operated sliding side doors and a power tailgate with walk-away function.**

There are also a smart key with remote start, and blind-spot view monitor (BVM), surround view monitor (SVM), and a rear passenger view monitor to keep a watchful eye on the kids in the back.

The commercially-focused Staria Load comes with cloth upholstery and wipe-clean interior, as well as power windows, power mirrors, and wireless smartphone charging.

**It shares most of the people mover version's safety features, including smart cruise control.**

Both Staria models share the same 5253mm length, 1997mm width, and 3273mm wheelbase, with the only difference being the Load's marginally taller height (2000mm vs 1990mm).



The two-seater Staria Load can swallow three Euro pallets thanks to its almost 5000 litres of cargo space.

## THE DRIVE

**Both the Staria Limited AWD and the Staria Load offer a commanding driving position akin to an SUV, and the 2.2 turbodiesel powertrain provides more than enough response regardless of whether humans or non-human cargo is onboard.**

The Limited feels more solidly planted to the road thanks to its all-wheel drive system, and as a total driving package it feels very similar to the Santa Fe AWD SUV.

It's very quiet and refined but provides good handling and a comfortable ride. Being a front-wheel drive vehicle, the Staria Load naturally has more understeer, and it tends to be a bit noisier when empty, because of the

big open space behind the two front seats. A full bulkhead would resolve this issue and is available as an option.

## SAFETY

Both Staria models have forward collision avoidance assist, blind spot collision avoidance assist, lane following/keeping assist, and rear cross-traffic avoidance assistance.

They have a suite of seven airbags including the all-important front centre side airbag which is part of the ANCAP 2021 protocol requirements for a five-star rating.

## OUR VIEW:

**Arguably for now the all-new SUV derived Staria Limited and Load models offer one of the safest model ranges in the category against competitive Japanese, Chinese and European brands.**



RVE BUSINESS DEVELOPMENT AND MARKETING DIRECTOR JIM STANNERS.

# RVE LAUNCHES REFRIGERATED TRANSPORT SOLUTIONS

BY NIGEL MOFFIET

New Zealand vehicle enhancement specialist RVE is venturing into the chilled and refrigerated transport market with the launch of a new product.

**RVE Cool Box Bodies has been in the market for around six months targeting builds on small trucks, vans and utes up to 4.5 tonnes for the last mile delivery sector.**

With competition focused mainly on larger trucks, RVE is spotting a gap in the market for the smaller chilled delivery vehicles to transport perishable foods and other commodities like pharmaceuticals.

RVE business development and marketing director **Jim Stanners** says the idea for the product came about during the first lockdown in 2020.

With demand for online grocery shopping and home deliveries spiking, he noticed that suddenly it became difficult to get the supplies



because of more bottlenecks.

**Stanners says his first thought was: "why couldn't we help the country's situation out by jumping into this market and help people get what they need faster?"**

"We thought, 'what can we do to help the industry and help families and actually make something out of it



ourselves?"

Stanners points out that refrigerated box bodies on smaller vehicles like utes haven't really caught on in New Zealand before but it's a more common sight in Australia.

"Everyone else in the industry has played around with it but are not focused on it as they are way too busy

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with existing customers," he says.

**Stanners says there has already been quite a bit of interest in the idea through talks with potential clients, including independently owned supermarkets.**

Discussions about using the vehicles for an Uber-style delivery service are also underway.

Several Cool Box Bodies have already been sold and RVE is working with dealers and small truck importers to try to accelerate the product offering.

**Stanners reckons there'll be an increasing need for smaller refrigerated vehicles because of smaller, tighter streets with retailers and distributors shifting to offering online direct deliveries as a result of COVID.**

The product can be customised for different requirements and offers deep freeze, refrigerated, chilled, ambient and dry freight options.

The company has a display model built on a Toyota Hilux which includes multi-zone temperature sections.

RVE can help clients design the perfect set-up and the boxes are then manufactured overseas in a German-certified factory. Stanners says RVE



will be equipped to manufacture the product locally should that be required.

Another benefit of such an option, is that the chilled box body can be easily swapped over so the vehicle can be put to other use down the track. This isn't such an easy solution for other custom-made refrigerated vehicles.

**Stanners says he's excited about the future of the product which has the potential to be a stand-alone company.**

For now, it runs alongside RVE's

other operations where the company has built a solid reputation for more than 50 years as a leading leather interior and automotive accessory supplier.

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**NEW VEHICLE SALES BY BUYER TYPE  
MARCH 2022**

	MONTH	YTD
<b>PASSENGER - BUSINESS</b>		
TESLA MODEL 3	310	427
MITSUBISHI OUTLANDER	251	866
MITSUBISHI PAJERO SPORT	212	260
MAZDA CX-5	188	368
HAVAL JOLION	182	238
TOYOTA RAV4	160	370
NISSAN X-TRAIL	159	344
HYUNDAI TUCSON	154	250
FORD EVEREST	137	318
MITSUBISHI ECLIPSE CROSS	98	201
HYUNDAI SANTA FE	90	234
ISUZU MU-X	89	118
JEEP GRAND CHEROKEE	87	125
LAND ROVER RANGE ROVER SPORT	87	118
MG ZS	84	175
HYUNDAI KONA	80	274
LDV D90	73	92
SSANGYONG G4 REXTON	68	87
JAGUAR F-PACE	64	69
KIA SPORTAGE	61	201
HONDA CRV	60	119
OTHER	2531	6100
<b>TOTAL</b>	<b>5225</b>	<b>11,354</b>
<b>PASSENGER - GOVERNMENT</b>		
SKODA SUPERB	38	105
MITSUBISHI OUTLANDER	29	96
MITSUBISHI ECLIPSE CROSS	22	113
TOYOTA YARIS	17	64
HYUNDAI KONA	9	53
OTHER	43	336
<b>TOTAL</b>	<b>158</b>	<b>767</b>
<b>PASSENGER - RENTAL</b>		
TOYOTA RAV4	228	228
KIA STONIC	131	318
MITSUBISHI OUTLANDER	101	233
MITSUBISHI ECLIPSE CROSS	50	50

**NEW VEHICLE SALES BY BUYER TYPE  
MARCH 2022**

	MONTH	YTD
HYUNDAI TUCSON	40	40
OTHER	197	488
<b>TOTAL</b>	<b>747</b>	<b>1357</b>
<b>LIGHT COMMERCIAL - BUSINESS</b>		
MITSUBISHI TRITON	1610	2682
FORD RANGER	1429	2888
TOYOTA HILUX	1167	2196
ISUZU D-MAX	565	883
TOYOTA HIACE	228	503
LDV DELIVER 9	222	273
NISSAN NAVARA	215	680
GREAT WALL GWM CANNON	192	273
MAZDA BT-50	186	335
LDV T60	168	233
LDV G10	121	251
JEEP GLADIATOR	120	140
HYUNDAI STARIA LOAD	116	186
LDV V80	105	160
FORD TRANSIT	68	95
OTHER	478	896
<b>TOTAL</b>	<b>6990</b>	<b>12614</b>
<b>LIGHT COMMERCIAL - GOVERNMENT</b>		
MITSUBISHI TRITON	294	408
FORD RANGER	96	162
TOYOTA HILUX	69	95
TOYOTA HIACE	30	43
ISUZU D-MAX	21	24
OTHER	24	52
<b>TOTAL</b>	<b>534</b>	<b>784</b>
<b>LIGHT COMMERCIAL - RENTAL</b>		
HYUNDAI STARIA LOAD	30	30
TOYOTA HILUX	30	62
VOLKSWAGEN T6	17	28
MERCEDES-BENZ SPRINTER	16	61
MITSUBISHI TRITON	11	103
OTHER	37	84
<b>TOTAL</b>	<b>141</b>	<b>368</b>

## NEW VEHICLE SALES BY BUYER TYPE AND FUEL TYPE MARCH 2022

TOTAL MARKET	MONTH		YTD		VARIANCE +/- VOL. & %			
	2022	2021	2022	2021	MTH	YTD	MTH	YTD
<b>SUV NON-PRIVATE</b>								
Petrol	1369	2128	3453	4238	-759	-785	-35.7%	-18.5%
Diesel	513	552	1025	1271	-39	-246	-7.1%	-19.4%
Petrol Hybrid	305	198	504	472	107	32	54.0%	6.8%
Diesel Hybrid	0	0	0	0	0	0	-	-
Plug-In Petrol Hybrid	183	39	246	86	144	160	369.2%	186.0%
Plug-In Diesel Hybrid	0	0	0	0	0	0	-	-
Electric	95	30	246	121	65	125	216.7%	103.3%
LPG	0	0	0	0	0	0	-	-
CNG	0	0	0	0	0	0	-	-
E85	0	0	0	0	0	0	-	-
Petrol Electric Hybrid	0	0	0	0	0	0	-	-
Electric - Petrol Extended	0	0	0	0	0	0	-	-
Diesel Electric Hybrid	0	0	0	0	0	0	-	-
Electric - Diesel Extended	0	0	0	0	0	0	-	-
Electric Hydrogen Fuel Cell	0	0	0	0	0	0	-	-
Electric Other Fuel Cell	0	0	0	0	0	0	-	-
Other	0	0	0	0	0	0	-	-
<b>LIGHT COMMERCIAL PRIVATE</b>								
Petrol	39	58	76	113	-19	-37	-32.8%	-32.7%
Diesel	1076	925	2188	1883	151	305	16.3%	16.2%
Petrol Hybrid	0	0	0	0	0	0	-	-
Diesel Hybrid	0	0	0	0	0	0	-	-
Plug-In Petrol Hybrid	0	0	0	0	0	0	-	-
Plug-In Diesel Hybrid	0	0	0	0	0	0	-	-
Electric	1	2	1	2	-1	-1	-50.0%	-50.0%
LPG	0	0	0	0	0	0	-	-
CNG	0	0	0	0	0	0	-	-
E85	0	0	0	0	0	0	-	-
Petrol Electric Hybrid	0	0	0	0	0	0	-	-
Electric - Petrol Extended	0	0	0	0	0	0	-	-
Diesel Electric Hybrid	0	0	0	0	0	0	-	-
Electric - Diesel Extended	0	0	0	0	0	0	-	-
Electric Hydrogen Fuel Cell	0	0	0	0	0	0	-	-
Electric Other Fuel Cell	0	0	0	0	0	0	-	-
Other	0	0	0	0	0	0	-	-
<b>HEAVY COMMERCIAL</b>								
Petrol	0	0	1	0	0	1	-	-
Diesel	509	340	916	686	169	230	49.7%	33.5%
Petrol Hybrid	0	0	0	0	0	0	-	-

## NEW VEHICLE SALES BY BUYER TYPE AND FUEL TYPE MARCH 2022

TOTAL MARKET	MONTH		YTD		VARIANCE +/- VOL. & %			
	2022	2021	2022	2021	MTH	YTD	MTH	YTD
Diesel Hybrid	0	0	0	0	0	0	-	-
Plug-In Petrol Hybrid	0	0	0	0	0	0	-	-
Plug-In Diesel Hybrid	0	1	0	1	-1	-1	-100.0%	-100.0%
Electric	5	7	21	8	-2	13	-28.6%	162.5%
LPG	0	0	0	0	0	0	-	-
CNG	0	0	0	0	0	0	-	-
E85	0	0	0	0	0	0	-	-
Petrol Electric Hybrid	0	0	0	0	0	0	-	-
Electric - Petrol Extended	0	0	0	0	0	0	-	-
Diesel Electric Hybrid	0	0	0	0	0	0	-	-
Electric - Diesel Extended	0	0	0	0	0	0	-	-
Electric Hydrogen Fuel Cell	0	0	0	0	0	0	-	-
Electric Other Fuel Cell	0	0	0	0	0	0	-	-
Other	0	0	0	0	0	0	-	-
<b>TOTAL</b>	<b>7,271</b>	<b>6,653</b>	<b>14,791</b>	<b>14,009</b>	<b>618</b>	<b>782</b>	<b>9.3%</b>	<b>5.6%</b>

## NEW VEHICLE SALES BY BUYER TYPE MARCH 2022

TOTAL MARKET	MONTH		YTD		VARIANCE +/- VOL. & %			
	2022	2021	2022	2021	MTH	YTD	MTH	YTD
<b>Passenger</b>	<b>2,156</b>	<b>2,005</b>	<b>4,097</b>	<b>4,178</b>	<b>151</b>	<b>-81</b>	<b>7.5%</b>	<b>-1.9%</b>
Private	1,167	1,028	2,216	2,105	139	111	13.5%	5.3%
Business	725	782	1,426	1,690	-57	-264	-7.3%	-15.6%
Gov't	174	103	309	233	71	76	68.9%	32.6%
Rental	90	92	146	150	-2	-4	-2.2%	-2.7%
<b>SUV</b>	<b>5,498</b>	<b>6,652</b>	<b>12,470</b>	<b>14,138</b>	<b>-1,154</b>	<b>-1,668</b>	<b>-17.3%</b>	<b>-11.8%</b>
Private	3,033	3,705	6,996	7,950	-672	-954	-18.1%	-12.0%
Business	2,113	2,430	4,710	5,276	-317	-566	-13.0%	-10.7%
Gov't	206	96	300	284	110	16	114.6%	5.6%
Rental	146	421	464	628	-275	-164	-65.3%	-26.1%
<b>Light Commercial</b>	<b>4,292</b>	<b>3,358</b>	<b>8,379</b>	<b>7,126</b>	<b>934</b>	<b>1,253</b>	<b>27.8%</b>	<b>17.6%</b>
Private	1,116	985	2,265	1,998	131	267	13.3%	13.4%
Business	2,977	2,214	5,637	4,767	763	870	34.5%	18.3%
Gov't	142	113	250	199	29	51	25.7%	25.6%
Rental	57	46	227	162	11	65	23.9%	40.1%
<b>Sub Total</b>	<b>11,946</b>	<b>12,015</b>	<b>24,946</b>	<b>25,442</b>	<b>-69</b>	<b>-496</b>	<b>-0.6%</b>	<b>-1.9%</b>
Private	5,316	5,718	11,477	12,053	-402	-576	-7.0%	-4.8%
Business	5,815	5,426	11,773	11,733	389	40	7.2%	0.3%
Gov't	522	312	859	716	210	143	67.3%	20.0%
Rental	293	559	837	940	-266	-103	-47.6%	-11.0%
<b>Heavy Commercial</b>	<b>514</b>	<b>348</b>	<b>938</b>	<b>695</b>	<b>166</b>	<b>243</b>	<b>47.7%</b>	<b>35.0%</b>
<b>Other</b>	<b>91</b>	<b>104</b>	<b>166</b>	<b>206</b>	<b>-13</b>	<b>-40</b>	<b>-12.5%</b>	<b>-19.4%</b>
<b>TOTAL</b>	<b>12,551</b>	<b>12,467</b>	<b>26,050</b>	<b>26,343</b>	<b>84</b>	<b>-293</b>	<b>0.7%</b>	<b>-1.1%</b>

PRICELIST		
MODEL	ENGINE	PRICE
<b>AUDI</b>		
<i>For more information on Audi's fleet offerings visit <a href="http://www.audi.co.nz">www.audi.co.nz</a> to find your local Audi Dealer and their Fleet Specialist will be able to assist you further.</i>		
A1 30 TFSI Advanced (81kW)	999cc 81kW 7-gear automatic	\$45,500.00
A1 35 TFSI S line	1498cc 110kW 7-gear automatic	\$49,900.00
A1 40 TFSI S line Limited Edition	1984cc 152kW 7-gear automatic	\$58,900.00
Q2 35 TFSI Advanced	1498cc 110kW 7-gear automatic	\$57,900.00
Q2 40 TFSI S line quattro	1984cc 140kW 7-gear automatic	\$67,900.00
SQ2 quattro S tronic	1984cc 221kW 7-gear automatic	\$81,900.00
A3 Sportback 35 TFSI Advanced	1498cc 110kW 7-gear automatic	\$57,900.00
A3 Sportback 40 TFSI S line quattro	1984cc 140kW 7-gear automatic	\$69,900.00
S3 Sportback quattro	1984cc 228kW 7-gear automatic	\$89,500.00
RS 3 Sportback	2480cc 294kW 7-gear automatic	\$112,500.00
Q3 35 TFSI Advanced	1498cc 110kW 7-gear automatic	\$64,500.00
Q3 45 TFSI S line quattro (180kW)	1984cc 180kW 7-gear automatic	\$89,900.00
RS Q3 quattro	2480cc 294kW 7-gear automatic	\$116,500.00
RS Q3 Sportback quattro	2480cc 294kW 7-gear automatic	\$119,500.00
A4 Sedan 40 TFSI S line	1984cc 140kW 7-gear automatic	\$78,900.00
A4 Avant 40 TFSI S line	1984cc 140kW 7-gear automatic	\$82,500.00
A4 Avant 45 TFSI S line quattro	1984cc 180kW 7-gear automatic	\$97,900.00
S4 Avant quattro Tiptronic	2995cc 260kW 8 speed tiptronic	\$125,900.00
RS 4 Avant quattro S tronic	2894cc 331kW 8 speed tiptronic	\$157,900.00
S5 Sportback TFSI quattro	2995cc 260kW 8 speed tiptronic	\$129,900.00
RS 5 Sportback quattro	2894cc 331kW 8 speed tiptronic	\$162,500.00
Q5 PI 40 TDI Advanced quattro	1968cc 150kW 7 speed S tronic	\$93,900.00
Q5 PI 40 TDI S line quattro	1968cc 150kW 7 speed S tronic	\$103,900.00
Q5 PI 45 TFSI S line quattro	1984cc 183kW 7 speed S tronic	\$108,900.00
SQ5 PI TDI quattro	2967cc 251kW 8 speed tiptronic	\$137,900.00
Q5 Sportback 45 TFSI S line quattro	1984cc 183kW 7 speed S tronic	\$111,900.00
SQ5 Sportback TDI quattro	2967cc 251kW 8 speed tiptronic	\$140,500.00
A6 Sedan 55 TFSI quattro	2995cc 250kW 7 speed S tronic	\$115,900.00
A6 55 TFSI S line	2995cc 250kW 7 speed S tronic	\$133,500.00
RS 6 Avant quattro	3996cc 441kW 8 speed tiptronic	\$225,900.00
RS 7 Sportback quattro	3996cc 441kW 8 speed tiptronic	\$235,900.00
Q7 45 TDI quattro	2,967cc 170kW 8 speed tiptronic	\$133,900.00
Q7 50 TDI quattro	2,967cc 210kW 8 speed tiptronic	\$150,900.00
SQ7 TFSI quattro	3996cc 373kW 8 speed tiptronic	\$192,900.00
e-tron 55 quattro	Lithium-ion 265kW	\$151,500.00
e-tron 55 quattro Advanced	Lithium-ion 265kW	\$159,900.00
e-tron Sportback 55 S line	Lithium-ion 265kW	\$170,500.00
e-tron S Sportback	Lithium-ion 320kW	\$189,900.00
Q8 55 TFSI quattro	1995cc 250kW 8 speed tiptronic	\$156,900.00

PRICELIST		
MODEL	ENGINE	PRICE
SQ8 TFSI quattro	3996cc 373kW 8 speed tiptronic	\$201,900.00
RS Q8 TFSI quattro	3996cc 441kW 8 speed tiptronic	\$248,900.00
e-tron GT quattro	Lithium-ion 350kW	\$194,500.00
RS e-tron GT	Lithium-ion 440kW	\$273,500.00
R8 V10 Performance quattro	"5204cc 449kW 7-speed dual clutch S tronic"	\$355,900.00
<b>ALFA ROMEO</b>		
<i>For more information on Alfa Romeo's fleet offerings visit <a href="http://alfaromeo.co.nz">alfaromeo.co.nz</a> to find your local Alfa Romeo Dealer and their Fleet Specialist will be able to assist you further.</i>		
Alfa Romeo Stelvio Veloce	2.0L Petrol Turbo 206kW 400Nm	\$99,990
Alfa Romeo Stelvio Veloce Carbon	2.0L Petrol Turbo 206kW 400Nm	\$99,990
Alfa Romeo Stelvio Quadrifoglio	2.9L Petrol V6 BiTurbo 375kW 600Nm	\$144,990
Alfa Romeo Giulia Veloce	2.0L Petrol Turbo 206kW 400Nm	\$89,990
Alfa Romeo Giulia Veloce Carbon	2.0L Petrol Turbo 206kW 400Nm	\$89,990
Alfa Romeo Giulia Quadrifoglio	2.9L V6 Petrol BiTurbo 375kW 600Nm	\$139,990
<b>BMW</b>		
<i>For more information on BMW's fleet offerings visit <a href="http://www.bmw.co.nz">www.bmw.co.nz</a> to find your local BMW Dealer and their Fleet Specialist will be able to assist you further.</i>		
118i Hatch M Sport	1.5 TwinPower Turbo 3-cylinder petrol	\$56,200
M135i xDrive Hatch	2.0 TwinPower Turbo 4-cylinder petrol	\$88,900
218i Gran Coupé M Sport	1.5 TwinPower Turbo 3-cylinder petrol	\$63,900
M235i xDrive Gran Coupé	2.0 TwinPower Turbo 4-cylinder petrol	\$92,900
M240i xDrive Coupé	3.0 TwinPower Turbo 6-cylinder petrol	\$104,900
320i Sedan M Sport	2.0 TwinPower Turbo 4-cylinder petrol	\$76,900
330e Plug-in-Hybrid Sedan M Sport	2.0 TwinPower Turbo 4-cylinder petrol + electro-synchronous motor	\$94,900
M340i xDrive Sedan	3.0 TwinPower Turbo 6-cylinder petrol	\$122,900
M3 M xDrive Competition Sedan	3.0 TwinPower Turbo 6-cylinder petrol	\$178,900
320d xDrive Touring M Sport	2.0 TwinPower Turbo 4-cylinder diesel	\$86,100
M4 M xDrive Competition Coupe	3.0 TwinPower Turbo 6-cylinder petrol	\$182,900
420i Gran Coupé M Sport	2.0 TwinPower Turbo 4-cylinder petrol	\$81,900
M440i xDrive Gran Coupé	3.0 TwinPower Turbo 6-cylinder petrol	\$129,900
420i Convertible M Sport	2.0 TwinPower Turbo 4-cylinder petrol	\$96,900
M440i xDrive Convertible	3.0 TwinPower Turbo 6-cylinder petrol	\$144,900
M4 M xDrive Competition Convertible	3.0 TwinPower Turbo 6-cylinder petrol	\$199,900
520i M Sport Sedan	BMW TwinPower Turbo 4-cylinder petrol engine	\$99,900
M5 Pure Edition Sedan	M TwinPower Turbo 8-cylinder petrol engine	\$189,900
M5 Competition Sedan	M TwinPower Turbo 8-cylinder petrol engine	\$234,300
730d Sedan	3.0 TwinPower Twin Turbo 6-cylinder diesel	\$187,900
745e Plug-in-Hybrid Sedan	3.0 TwinPower Turbo 6-cylinder petrol + electro-synchronous motor	\$194,900
750i xDrive Sedan	4.4 TwinPower Twin Turbo 8-cylinder petrol	\$238,900
M760Li xDrive Sedan	6.6 M TwinPower Turbo 12-cylinder petrol	\$347,500
M850i xDrive Coupe	4.4 TwinPower Twin Turbo 8-cylinder petrol	\$279,900
M850i xDrive Convertible	4.4 TwinPower Twin Turbo 8-cylinder petrol	\$292,400



PRICELIST		
MODEL	ENGINE	PRICE
M850i xDrive Gran Coupe	4.4 TwinPower Twin Turbo 8-cylinder petrol	\$276,900
M8 Competition Coupe	4.4 M TwinPower Turbo 8-cylinder petrol engine	\$347,900
M8 Competition Gran Coupe	4.4 M TwinPower Turbo 8-cylinder petrol engine	\$341,900
M40i Roadster	3.0 TwinPower Twin Turbo 6-cylinder petrol	\$139,900
<b>CITROEN</b>		
<i>For more information on Citroen's fleet offerings visit <a href="http://www.citroen.co.nz">www.citroen.co.nz</a> to find your local Citroen Dealer and their Fleet Specialist will be able to assist you further.</i>		
C3	1.2L PureTech 110 EAT6	\$31,990.00
NEW C3 AIRCROSS SUV	1.2L PureTech 110 EAT6	\$38,990.00
NEW C4	1.2L PureTech 155 EAT8	\$41,990.00
C5 AIRCROSS SUV	1.6L PureTech 180 EAT8 S&S	\$54,990.00
<b>FORD</b>		
<i>For more information on Ford's fleet offerings visit <a href="http://www.ford.co.nz">www.ford.co.nz</a> to find your local Ford Dealer and their Fleet Specialist will be able to assist you further.</i>		
Fiesta	1.5L ST Hatch	(Manual) \$39,990.00
Fiesta	1.5L ST Hatch	(Manual) \$41,990.00
Focus (2021.75MY)	1.5L Active Hatch Petrol, 8AT	\$37,990.00
Focus (2021.75MY)	1.5L ST-Line X Petrol ,8AT	\$42,990.00
Focus (2021.75MY)	2.3P ST Hatch Petrol, 7AT	\$59,990.00
Focus MHEV (2022.50MY)	1.0L Active MHEV Hatch Petrol, 8AT	\$38,490.00
Focus MHEV (2022.50MY)	1.0L ST-Line X MHEV Petrol ,8AT	\$42,990.00
Focus MHEV (2022.50MY)	2.3P ST Hatch Petrol, 7AT	\$59,990.00
Mustang (2021.50MY)	High Performance 2.3L Fastback	\$67,990.00
Mustang (2021.50MY)	5.0L GT Fastback	\$82,990.00
Mustang (2021.50MY)	5.0L GT Convertible	\$87,990.00
Mustang (2022.25MY)	High Performance 2.3L Fastback	\$69,990.00
Mustang (2022.25MY)	5.0L GT Fastback	\$84,990.00
Mustang (2022.25MY)	5.0L GT Convertible	\$89,990.00
Puma	1.0L Titanium Petrol, 7SP, AT	\$35,490.00
Puma	1.0L ST-Line Petrol, 7SP, AT	\$38,490.00
Puma MHEV (2022.5)	1.0L Titanium MHEV Petrol, 7SP, AT	\$35,990.00
Puma MHEV (2022.5)	1.0L ST-Line MHEV Petrol, 7SP, AT	\$38,990.00
Escape	2.0L EcoBoost, Petrol, 8AT, FWD	\$42,990.00
Escape	2.0L ST-LINE, Petrol , 8AT, FWD	\$47,990.00
Escape	2.0L ST-LINE, Petrol, 8AT, AWD	\$50,990.00
Escape	2.0L EcoBoost ST-Line X, Petrol, 8AT, AWD	\$55,990.00
Escape	2.5L PHEV, Petrol, CVT, FWD	\$60,990.00
Escape	2.5L PHEV ST-Line X, Petrol, CVT, FWD	\$66,990.00
Everest	2.0L BiTurbo Sport AWD Diesel	\$75,490.00
Everest	2.0L BiTurbo Titanium AWD Diesel	\$80,490.00
Ranger (2021.25MY)	4x2 XL Single Chassis Cab 6AT, 2.2L	\$43,190.00
Ranger (2021.25MY)	4x2 XLT Double Cab Wellside, 6AT, 3.2L	\$52,990.00
Ranger (2021.25MY)	4x2 FX4 Double Cab Wellside 10AT, 2.0L Bi-Turbo	\$56,990.00
Ranger (2021.25MY)	4x4 XL Single Chassis Cab 6AT, 3.2L	\$51,690.00
Ranger (2021.25MY)	4x4 XL Super Chassis Cab, 6AT, 3.2L	\$57,690.00
Ranger (2021.25MY)	4x4 XL Super Cab Wellside 6AT, 3.2L	\$59,190.00

PRICELIST		
MODEL	ENGINE	PRICE
Ranger (2021.25MY)	4x4 XL Double Chassis Cab 6AT, 3.2L	\$58,190.00
Ranger (2021.25MY)	4x4 XLT Double Cab Wellside 6AT, 3.2L	\$65,490.00
Ranger (2021.75MY)	4X2 Single CC,X-L,2.2D,6AT	\$45,190.00
Ranger (2021.75MY)	4X2 Super WS,X-L,2.2D,6AT	\$47,190.00
Ranger (2021.75MY)	4X2 Double WS,X-L,2.2D,6AT	\$50,690.00
Ranger (2021.75MY)	4X2 Double WS,X-LT,3.2D,6AT	\$52,990.00
Ranger (2021.75MY)	4X2 Double WS,X-LT,2.0D,10AT	\$55,990.00
Ranger (2021.75MY)	4X2 Double WS,FX-4,2.0D,10AT	\$56,990.00
Ranger (2021.75MY)	4X4 Single CC,X-L,3.2D,6AT	\$51,690.00
Ranger (2021.75MY)	4X4 Single CC,X-L,3.2D,6AT	\$57,690.00
Ranger (2021.75MY)	4X4 Double CC,X-L,3.2D,6AT	\$58,190.00
Ranger (2021.75MY)	4X4 Super WS,X-L,3.2D,6AT	\$59,190.00
Ranger (2021.75MY)	4X4 Double WS,X-L,3.2D,6AT	\$60,690.00
Ranger (2021.75MY)	4X4 Double WS,X-LT,3.2D,6AT	\$65,490.00
Ranger (2021.75MY)	4X4 Double WS,X-LT,2.0D,10AT	\$66,490.00
Ranger (2021.75MY)	4X4 Double WS,FX-4+,2.0D,10AT	\$70,490.00
Ranger (2021.75MY)	4X4 Double WS,Wildtrak, 3.2D,6AT	\$72,990.00
Ranger (2021.75MY)	4X4 Double WS,Wildtrak X,2.0D,10AT	\$75,990.00
Ranger (2021.75MY)	4X4 Double WS,Raptor, 2.0D,10AT	\$85,990.00
<b>FIAT</b>		
<i>For more information on Fiat's fleet offerings visit <a href="http://www.fiat.co.nz">www.fiat.co.nz</a> to find your local Fiat Dealer and their Fleet Specialist will be able to assist you further.</i>		
FIAT 500 LOUNGE	1.2L 5-Speed Dualogic (Automatic)	\$22,990
FIAT 500 DOLCEVITA	1.2L 5-Speed Dualogic (Automatic)	\$25,990
FIAT ABARTH 595	1.4L Turbo 107kW 206Nm (Manual)	\$29,990
FIAT ABARTH 595	1.4L Turbo 107kW 206Nm (Automatic)	\$34,490
FIAT ABARTH 595 COMPETIZIONE	1.4L Turbo 132kW 250Nm (Manual)	\$41,990
FIAT ABARTH 595 COMPETIZIONE	1.4L Turbo 132kW 250Nm (Automatic)	\$44,490
FIAT ABARTH 595 CABRIOLET COMPETIZIONE	1.4L Turbo 132kW 250Nm (Manual)	\$44,990
FIAT ABARTH 595 CABRIOLET COMPETIZIONE	1.4L Turbo 132kW 250Nm (Automatic)	\$47,490
<b>GMSV</b>		
<i>For more information on GMSV's fleet offerings visit <a href="http://www.gmspecialtyvehicles.com">www.gmspecialtyvehicles.com</a> or contact their customer communications center at 0800 GMSV00.</i>		
Silverado 1500 Trail Boss	6.2L EcoTec3 V8	\$119,990
Silverado 1500 LTZ Premium	6.2L EcoTec3 V8	\$130,990
Silverado HD	6.6L Turbo-Diesel V8	\$159,990
C8 Corvette Stingray 2LT	6.2L V8 DI engine	\$154,990
C8 Corvette Stingray 3LT	6.2L V8 DI engine	\$169,990
C8 Corvette Stingray Convertible 2LT	6.2L V8 DI engine	\$169,990
C8 Corvette Stingray Convertible 3LT	6.2L V8 DI engine	\$184,990
<b>HYUNDAI</b>		
<i>For more information on Hyundai's fleet offerings visit <a href="http://www.hyundai.co.nz">www.hyundai.co.nz</a> or call 0800 HYUNDAI to speak to one of their Ambassador Team members.</i>		
i20 N	1.6 GDi Turbo Hatch M6	\$53,990
i30 Series II	1.5 A6	\$36,990
i30 Series II	1.0 GDI Turbo Elite DCT7	\$41,990
i30 Series II	1.6 GDi Turbo N Line DCT7	\$44,990
i30 N Series II	2.0 GDi Turbo Hatch M6	\$58,990

PRICELIST		
MODEL	ENGINE	PRICE
i30 N Series II	2.0 GDi Turbo Fastback M6	\$62,990
i30 N Series II	2.0 GDi Turbo Hatch DCT8	\$65,990
i30 N Series II	2.0 GDi Turbo Fastback DCT8	\$69,990
i30 Wagon Series II	1.5 A6	\$38,990
IONIQ Series II	Hybrid 1.6 DCT6	\$46,990
IONIQ Series II	Hybrid Elite 1.6 DCT6	\$52,990
IONIQ Series II	PHEV 1.6 DCT6	\$53,990
IONIQ Series II	PHEV Elite 1.6 DCT6	\$59,990
IONIQ Series II	EV 38.3 kWh	\$65,990
IONIQ Series II	EV Elite 38.3 kWh	\$71,990
All-new IONIQ 5	58 kWh 2WD	\$79,990
All-new IONIQ 5	72.6 kWh 2WD	\$89,990
All-new IONIQ 5	72.6 kWh AWD	\$94,990
All-new IONIQ 5	72.6 kWh Elite 2WD	\$96,990
All-new IONIQ 5 (with Vision Roof)	72.6 kWh Limited AWD	\$109,990
All-new IONIQ 5 (with Solar Roof)	72.6 kWh Limited AWD	\$112,990
All-new Staria 8-seater	2.2 CRDi A8 8S	\$69,990
All-new Staria 8-seater (Limited)	2.2 CRDi A8 8S AWD	\$85,990
All-new Staria Load	Staria Load 2.2 CRDi M6 2S	\$59,990
All-new Staria Load	Staria Load 2.2 CRDi A8 2S	\$62,990
Venue	1.6 A6	\$29,990
Venue	1.6 Elite A6	\$33,990
Kona Series II	2.0 IVT	\$34,990
Kona Series II	2.0 Elite IVT	\$39,990
Kona Series II	2.0 Limited IVT	\$44,990
Kona Series II	1.6 GDi Turbo Elite AWD DCT7	\$44,990
Kona Series II	1.6 GDi Turbo N Line AWD DCT7	\$49,990
Kona Series II	1.6 GDi Hybrid DCT6	\$49,990
Kona Series II	1.6 GDi Hybrid Elite DCT6	\$59,990
Kona N	2.0 GDi Turbo DCT8	\$69,990
Kona Electric Series II	Kona Electric 39.2 kWh	\$69,990
Kona Electric Series II	Kona Electric Elite 39.2 kWh	\$76,990
Kona Electric Series II	Kona Electric 64.0 kWh	\$79,990
Kona Electric Series II	Kona Electric Elite 64.0 kWh	\$87,990
All-new Tucson	2.0 MPi 2WD A6	\$46,990
All-new Tucson	2.0 MPi Active 2WD A6	\$49,990
All-new Tucson	2.0 MPi Elite 2WD A6	\$54,990
All-new Tucson	1.6 GDi Turbo Active DCT7	\$57,990
All-new Tucson	1.6D CRDi Active A8	\$61,990
All-new Tucson	1.6 GDi Turbo Elite DCT7	\$62,990
All-new Tucson	1.6D CRDi Elite DCT7	\$66,990
All-new Tucson	1.6 GDi Turbo Limited DCT7	\$68,990
All-new Tucson	1.6 GDi Turbo N Line DCT7	\$68,990
All-new Tucson	1.6D CRDi Limited DCT7	\$72,990
All-new Tucson	1.6 GDi Turbo Hybrid A6 2WD	\$61,990
All-new Tucson	1.6 GDi Turbo Hybrid A6 AWD	\$67,990
All-new Tucson	1.6 GDi Turbo Hybrid Elite A6 2WD	\$66,990
All-new Tucson	1.6 GDi Turbo Hybrid Elite A6 AWD	\$72,990
All-new Tucson	1.6 GDi Turbo Plug-in Hybrid A6 AWD	\$83,990

PRICELIST		
MODEL	ENGINE	PRICE
All-new Tucson	1.6 GDi Turbo Plug-in Hybrid Elite A6 AWD	\$89,990
New Santa Fe	2.5 MPi A6 AWD 7S	\$62,990
New Santa Fe	2.2R CRDi DCT8 AWD 7S	\$69,990
New Santa Fe	2.5 MPi Elite A6 AWD 7S	\$73,990
New Santa Fe	2.2R CRDi Elite DCT8 AWD 7S	\$80,990
New Santa Fe	2.5 MPi Limited A6 AWD 7S	\$82,990
New Santa Fe	3.5 V6 MPi Limited A8 2WD 7S	\$82,990
New Santa Fe	1.6 GDi Turbo Hybrid A6 AWD 7S	\$88,990
New Santa Fe	2.2R CRDi Limited DCT8 AWD 7S	\$89,990
New Santa Fe	1.6 GDi Turbo Hybrid Elite A6 AWD 7S	\$99,990
New Santa Fe	1.6 GDi Turbo Plug-in Hybrid Elite A6 AWD 7S	\$109,990
Palisade	3.8 V6 GDi Elite A8 2WD 8S	\$99,990
Palisade	2.2R CRDi Elite A8 AWD 8S	\$106,990
Palisade	3.8 V6 GDi Limited A8 2WD 7S	\$107,990
Palisade	2.2R CRDi Limited A8 AWD 7S	\$114,990
Palisade (with Nappa Leather)	2.2R CRDi Limited A8 AWD 7S	\$119,990
<b>ISUZU</b>		
<i>For more information on Isuzu's fleet offerings visit <a href="http://www.isuzuutes.co.nz">www.isuzuutes.co.nz</a> to find your local Isuzu Dealer and their Fleet Specialist will be able to assist you further.</i>		
MU-X SUV	MU-X LS-T 4WD Automatic	\$80,990
D-Max Single Cab Chassis	LX 4WD Manual	\$52,990
D-Max Single Cab Chassis	LX 4WD Automatic	\$54,990
D-Max Space Cab Chassis	LX 4WD Manual	\$55,990
D-Max Space Cab Chassis	LX 4WD Automatic	\$57,990
D-Max Double Cab	LX 2WD Automatic	\$49,990
D-Max Double Cab	LX 4WD Manual	\$59,990
D-Max Double Cab	LX 4WD Automatic	\$61,990
D-Max Double Cab	LS-M 4WD Manual	\$61,990
D-Max Double Cab	LS-M 4WD Automatic	\$63,990
D-Max Space Cab	LS 4WD Automatic	\$66,990
D-Max Double Cab	LS 2WD Manual	\$54,490
D-Max Double Cab	LS 2WD Automatic	\$56,490
D-Max Double Cab	LS 4WD Manual	\$65,990
D-Max Double Cab	LS 4WD Automatic	\$67,990
D-Max Double Cab	X-Terrain 4WD Automatic	\$75,490
<b>JEEP</b>		
<i>For more information on Jeep's fleet offerings visit <a href="http://jeep.co.nz">jeep.co.nz</a> to find your local Jeep Dealer and their Fleet Specialist will be able to assist you further.</i>		
JEEP GRAND CHEROKEE L Night Eagle	3.6L V6 Petrol 8 Speed Auto 4 x 4	\$99,990
JEEP GRAND CHEROKEE L Limited	3.6L V6 Petrol 8 Speed Auto 4 x 4	\$104,990
JEEP GRAND CHEROKEE L Summit Reserve	3.6L V6 Petrol 8 Speed Auto 4 x 4	\$134,990
JEEP GRAND CHEROKEE Limited 4 x 4	3.6L V6 Petrol 8 Speed Auto	\$85,990
JEEP GRAND CHEROKEE Limited 4 x 4	3.0L V6 CRD 8 Speed Auto	\$92,990
JEEP GRAND CHEROKEE Trailhawk 4 x 4	3.0L V6 CRD 8 Speed Auto	\$102,990
JEEP GRAND CHEROKEE Overland 4 x 4	5.7L V8 Petrol 8 Speed Auto	\$99,990
JEEP GRAND CHEROKEE Overland 4 x 4	3.0L V6 CRD 8 Speed Auto	\$104,990
JEEP GRAND CHEROKEE SRT 4 x 4	6.4L Hemi V8 Petrol 8 Speed Auto	\$129,990
JEEP JL WRANGLER (2 DOOR) Rubicon	3.6L V6 Petrol 8 Speed Auto	\$98,990

PRICELIST		
MODEL	ENGINE	PRICE
JEEP JL WRANGLER (4 DOOR) Night Eagle	3.6L V6 Petrol 8 Speed Auto	\$94,990
JEEP JL WRANGLER (4 DOOR) Overland	3.6L V6 Petrol 8 Speed Auto	\$99,990
JEEP JL WRANGLER (4 DOOR) Rubicon	3.6L V6 Petrol 8 Speed Auto	\$104,990
JEEP GLADIATOR Night Eagle	3.6L V6 Petrol 8 Speed Auto	\$96,990
JEEP GLADIATOR Rubicon	3.6L V6 Petrol 8 Speed Auto	\$104,990
<b>KIA</b>		
<i>For more information on Kia's fleet offerings visit <a href="http://kia.co.nz">kia.co.nz</a> to find your local Kia Dealer and their Fleet Specialist will be able to assist you further.</i>		
PICANTO GENERATION 2	Picanto LX 1.25 Petrol Hatch Manual	\$19,990
PICANTO GENERATION 2	Picanto LX 1.25 Petrol Hatch	\$20,990
PICANTO GENERATION 2	Picanto EX 1.25 Petrol Hatch	\$21,990
PICANTO GENERATION 2	Picanto GT-Line 1.25 Petrol Hatch	\$23,990
PICANTO GENERATION 2	Picanto X-Line 1.25 Petrol Hatch	\$23,990
RIO GENERATION 2	Rio LX 1.4 Petrol Hatch Manual	\$23,990
RIO GENERATION 2	Rio LX 1.4 Petrol Hatch	\$25,990
RIO GENERATION 2	Rio EX 1.4 Petrol Hatch	\$27,990
RIO GENERATION 2	Rio Limited 1.4 Petrol Hatch	\$28,990
RIO GENERATION 2	Rio LX-T 1.0 T-GDI Petrol Hatch	\$29,990
RIO GENERATION 2	Rio GT-Line 1.0 T-GDI Petrol Hatch	\$30,990
RIO GENERATION 2	Rio GT-Line+ 1.0 T-GDI Petrol Hatch	\$32,990
CERATO GENERATION 2	Cerato LX 2.0 Petrol Hatch	\$31,990
CERATO GENERATION 2	Cerato LX+ 2.0 Petrol Hatch	\$35,990
CERATO GENERATION 2	Cerato Deluxe 2.0 Petrol Hatch	\$38,990
CERATO GENERATION 2	Cerato GT 1.6 T-GDI Petrol DCT Hatch	\$42,990
STONIC	Stonic LX 1.4 Petrol Hatch	\$25,990
STONIC	Stonic LX 1.4 Petrol Hatch (2-Tone)	\$26,490
STONIC	Stonic EX 1.4 Petrol Hatch	\$28,990
STONIC	Stonic EX 1.4 Petrol Hatch (2-Tone)	\$29,490
STONIC	Stonic Limited 1.4 Petrol Hatch	\$30,990
STONIC	Stonic Limited 1.4 Petrol Hatch (2-Tone)	\$31,490
STONIC	Stonic LX-T 1.0 T-GDI Petrol Hatch (2-Tone)	\$32,490
STONIC	Stonic GT-Line 1.0 T-GDI Petrol Hatch	\$32,990
STONIC	Stonic GT-Line 1.0 T-GDI Petrol Hatch (2-Tone)	\$33,490
STONIC	Stonic GT-Line+ 1.0 T-GDI Petrol Hatch	\$34,990
STONIC	Stonic GT-Line+ 1.0 T-GDI Petrol Hatch (2-Tone)	\$35,490
NIRO (DE)	Niro HEV LX 1.6 Petrol	\$40,990
NIRO (DE)	Niro HEV LX+ 1.6 Petrol	\$42,990
NIRO (DE)	Niro HEV Deluxe 1.6 Petrol	\$45,990
NIRO (DE)	Niro HEV Premium 1.6 Petrol	\$49,990
EV6	EV6 Air RWD SR	\$72,990
EV6	EV6 Air RWD LR	\$78,990
EV6	EV6 Earth AWD LR	\$94,990
EV6	EV6 GT-Line AWD LR	\$106,990

PRICELIST		
MODEL	ENGINE	PRICE
EV6	EV6 GT-Line AWD LR (Sunroof)	\$109,990
SELTOS	Seltos LX 2.0 Petrol	\$32,490
SELTOS	Seltos LX 2.0 Petrol (2-Tone)	\$32,990
SELTOS	Seltos LX-S(Safety Pack) 2.0 Petrol	\$33,490
SELTOS	Seltos LX-S(Safety Pack) 2.0 Petrol (2-Tone)	\$33,990
SELTOS	Seltos LX+ 2.0 Petrol	\$36,490
SELTOS	Seltos LX+ 2.0 Petrol (2-Tone)	\$36,990
SELTOS	Seltos EX 2.0 Petrol	\$38,490
SELTOS	Seltos LTD 2.0 Petrol	\$43,490
SELTOS	Seltos LTD 2.0 Petrol (2-Tone)	\$43,990
SELTOS	Seltos LTD AWD 1.6T Petrol	\$47,490
SELTOS	Seltos LTD AWD 1.6T Petrol (2-Tone)	\$47,990
SPORTAGE	Sportage LX Urban 2.0 Petrol 2WD	\$39,990
SPORTAGE	Sportage LX+ Urban 2.0 Petrol 2WD	\$41,990
SPORTAGE	Sportage X-Line 1.6T Petrol 2WD	\$55,990
SPORTAGE	Sportage Deluxe 1.6T Petrol AWD	\$49,990
SPORTAGE	Sportage X-Line 1.6T Petrol AWD	\$57,990
SPORTAGE	Sportage LX 2.0 Diesel AWD	\$46,990
SPORTAGE	Sportage LX+ 2.0 Diesel AWD	\$49,990
SPORTAGE	Sportage Deluxe 2.0 Diesel AWD	\$52,990
SPORTAGE	Sportage X-Line 2.0 Diesel AWD	\$62,990
SORENTO	Sorento LX AWD 2.2 Diesel DCT	\$59,990
SORENTO	Sorento EX AWD 2.2 Diesel DCT	\$63,990
SORENTO	Sorento Deluxe AWD 2.2 Diesel DCT	\$69,990
SORENTO	Sorento HEV EX Urban 1.6T Petrol	\$63,990
SORENTO	Sorento HEV Premium Urban 1.6T Petrol	\$78,990
SORENTO	Sorento HEV EX AWD 1.6T Petrol	\$65,990
SORENTO	Sorento HEV Premium AWD 1.6T Petrol	\$82,990
SORENTO	Sorento PHEV EX AWD 1.6T Petrol	\$74,990
SORENTO	Sorento PHEV Premium AWD 1.6T Petrol	\$89,990
CARNIVAL	Carnival EX 2.2 Diesel	\$59,990
CARNIVAL	Carnival Deluxe 2.2 Diesel (Ceramic Silver Exterior)	\$69,990
CARNIVAL	Carnival Deluxe 2.2 Diesel	\$70,490
CARNIVAL	Carnival Premium 2.2 Diesel (Ceramic Silver Exterior)	\$74,990
CARNIVAL	Carnival Premium 2.2 Diesel	\$75,490
<b>MG</b>		
<i>For more information on MG's fleet offerings visit <a href="http://mgmotor.co.nz">mgmotor.co.nz</a> to find your local MG Dealer and their Fleet Specialist will be able to assist you further.</i>		
MG3-1.5-4AT-CORE	MY21 MG3 1.5 4AT CORE	\$19,490
MG3-1.5-4AT-EXCITE	MY21 MG3 1.5 4AT EXCITE	\$21,490
MGZS-1.5-4AT-EXCITE	MY21 MGZS 4AT 1.5AT EXCITE	\$24,490
MGZS CVT 1.5L CORE	MY21 MGZS CVT 1.5 CORE	\$27,990

PRICELIST		
MODEL	ENGINE	PRICE
MGZS CVT 1.5L VIBE	MY21 MGZS CVT 1.5 VIBE	\$29,990
MGZST-1.3T EXCITE	MY21 MGZS 6AT 1.3T EXCITE	\$31,990
MGZST-1.3T ESSENCE	MY21 MGZS 6AT 1.3T ESSENCE	\$34,990
MGEV EXCITE	MY21 MGEV EXCITE 5DR SUV	\$49,990
MGEV ESSENCE	MY21 MGEV ESSENCE 5DR SUV	\$52,990
MGHS-7DCT-VIBE	MY21 MGHS 1.5T VIBE 5DR SUV	\$33,990
MGHS-7DCT-EXCITE	MY21 MGHS 1.5T EXCITE 5DR SUV	\$36,990
MGHS-7DCT-ESSENCE	MY21 MGHS 1.5T ESSENCE 5DR SUV	\$40,990
MGHS-7DCT-FWD-ANFIELD	MY21 MGHS 1.5T ANFIELD 5DR SUV	\$41,990
MGHS-6DCT-4WD-EXCITE X	MY21 MGHS 2.0T EXCITE 5DR SUV	\$43,990
MGHS-6DCT-4WD-ESSENCE X	MY21 MGHS 2.0T ESSENCE 5DR SUV	\$47,990
HS Plus EV	MY21 MGHS Plus EV EXCITE 5DR SUV	\$50,990
HS Plus EV	MY21 MGHS Plus EV ESSENCE 5DR SUV	\$54,990
<b>MAZDA</b>		
For more information on Mazda's fleet offerings visit <a href="https://www.mazda.co.nz/find-a-dealer/">https://www.mazda.co.nz/find-a-dealer/</a> to find your local Mazda Dealer and their Fleet Specialist will be able to assist you further.		
MAZDA2	Mazda2 1.5 Hatch SP15 Blackout 6AT	\$27,590.00
MAZDA2	Mazda2 1.5 Hatch GSX 6AT	\$28,890.00
MAZDA2	Mazda2 1.5 Hatch Limited 6AT	\$31,190.00
MAZDA3	Mazda3 2.0 Sedan GSX 6AT	\$37,590.00
MAZDA3	Mazda3 2.5 Sedan Limited 6AT	\$49,590.00
MAZDA3	Mazda3 2.0 Hatch GSX 6AT	\$37,590.00
MAZDA3	Mazda3 2.0 Hatch MHEV SP20 Blackout 6AT	\$39,590.00
MAZDA3	Mazda3 2.5 Hatch GTX 6AT	\$41,690.00
MAZDA3	Mazda3 2.5 Hatch Limited 6AT	\$49,590.00
MAZDA3	Mazda3 2.0X Hatch MHEV Takami 6AT	\$52,790.00
MAZDA6	Mazda6 2.5T Sedan Turbo Petrol Takami 6AT	\$58,495.00
MAZDA6	Mazda6 2.5 Wagon Petrol GSX 6AT	\$48,095.00
MAZDA6	Mazda6 2.5T Wagon Turbo Petrol Takami 6AT	\$59,495.00
MX-5	MX-5 2.0 Roadster GT 6MT	\$54,990.00
MX-5	MX-5 2.0 RF Limited 6MT	\$54,990.00
MX-5	MX-5 2.0 RF Limited 6AT	\$56,490.00
CX-3	CX-3 2.0 FWD Petrol GLX 6AT	\$32,890.00
CX-3	CX-3 2.0 FWD Petrol GSX 6AT	\$37,690.00
CX-3	CX-3 2.0 FWD Petrol GSX Leather 6AT	\$39,690.00
CX-3	CX-3 2.0 FWD Petrol Limited 6AT	\$41,890.00
CX-30	CX-30 2.0 FWD Petrol GSX 6AT	\$42,390.00
CX-30	CX-30 2.0 FWD Petrol MHEV SP20 Blackout 6AT	\$44,390.00
CX-30	CX-30 2.5 AWD Petrol GTX 6AT	\$46,090.00
CX-30	CX-30 2.5 AWD Petrol Limited 6AT	\$51,790.00
CX-30	CX-30 2.0X AWD Petrol MHEV Takami 6AT	\$55,790.00

PRICELIST		
MODEL	ENGINE	PRICE
MX-30	MX-30 2.0 FWD Petrol MHEV Limited 6AT	\$46,790.00
MX-30	MX-30 35.5kWh FWD BEV Takami 6AT	\$74,990.00
CX-5	CX-5 2.0 FWD Petrol GLX 6AT	\$41,795.00
CX-5	CX-5 2.0 FWD Petrol GSX 6AT	\$44,495.00
CX-5	CX-5 2.5 AWD Petrol GSX 6AT	\$47,695.00
CX-5	CX-5 2.2 AWD Diesel GSX 6AT	\$49,995.00
CX-5	CX-5 2.5 AWD Petrol Limited 6AT	\$56,795.00
CX-5	CX-5 2.5T AWD Turbo Petrol SP25T 6AT	\$59,795.00
CX-5	CX-5 2.5T AWD Turbo Petrol Takami 6AT	\$62,295.00
CX-5	CX-5 2.0 FWD Petrol GLX 6AT	\$42,290.00
CX-5	CX-5 2.0 FWD Petrol GSX 6AT	\$44,790.00
CX-5	CX-5 2.5 AWD Petrol GSX 6AT	\$47,990.00
CX-5	CX-5 2.5 AWD Petrol Activ 6AT	\$50,990.00
CX-5	CX-5 2.5 AWD Petrol Limited 6AT	\$57,790.00
CX-5	CX-5 2.5T AWD Turbo Petrol SP25T 6AT	\$61,290.00
CX-5	CX-5 2.5T AWD Turbo Petrol Takami 6AT	\$64,290.00
CX-8	CX-8 2.2 AWD Diesel GSX 6AT	\$57,190.00
CX-8	CX-8 2.2 AWD Diesel Takami 6AT	\$66,990.00
CX-9	CX-9 2.5T AWD Petrol GSX 6AT	\$61,190.00
CX-9	CX-9 2.5T AWD Petrol Limited 6AT	\$68,190.00
CX-9	CX-9 2.5T AWD Petrol Takami 6AT	\$72,090.00
BT-50	BT-50 2WD Double Cab GSX W/S 6AT	\$48,290.00
BT-50	BT-50 2WD Double Cab GTX W/S 6AT	\$52,290.00
BT-50	BT-50 2WD Double Cab Limited W/S 6AT	\$54,790.00
BT-50	BT-50 4WD Double Cab GSX W/S 6AT	\$55,290.00
BT-50	BT-50 4WD Double Cab GTX W/S 6AT	\$59,290.00
BT-50	BT-50 4WD Double Cab Limited W/S 6AT	\$61,790.00
<b>MITSUBISHI</b>		
For more information on Mitsubishi's fleet offerings visit <a href="http://www.mmnz.co.nz">www.mmnz.co.nz</a> or contact the Customer Care Centre on 0800 54 53 52.		
Mirage	1193cc 58kW CVT	\$19,990.00
ASX 2.0P LS 2WD CVT	2.0 L DOHC MIVEC Petrol	\$27,990.00
ASX 2.0P XLS 2WD CVT	2.0 L DOHC MIVEC Petrol	\$31,990.00
ASX 2.4P VRX PETROL 2WD	2.4L DOHC MIVEC petrol	\$35,990.00
OUTLANDER 2.4P LS 2WD CVT	2.4L DOHC MIVEC Petrol	\$33,990.00
OUTLANDER 2.4P LS 4WD CVT	2.4L DOHC MIVEC Petrol	\$37,990.00
OUTLANDER 2.4P SPORT 4WD CVT	2.4L DOHC MIVEC Petrol	\$39,990.00
OUTLANDER 2.4P XLS 4WD CVT	2.4L DOHC MIVEC Petrol	\$39,990.00
OUTLANDER 2.4P VRX 4WD CVT	2.4L DOHC MIVEC Petrol	\$45,990.00
OUTLANDER 2.3D XLS 4WD 6AT	2.3 L DOHC Intercooled Turbo Diesel	\$42,740.00
OUTLANDER 2.3D VRX 4WD 6AT	2.3 L DOHC Intercooled Turbo Diesel	\$48,990.00
2WD GLX DIESEL SINGLE CAB CHASIS AUTO	2.4L D4 MIVEC Intercooled turbo diesel	\$33,990.00
2WD GLX DIESEL DOUBLE CAB AUTO	2.4L D4 MIVEC Intercooled turbo diesel	\$39,990.00

PRICELIST		
MODEL	ENGINE	PRICE
2WD GLXR DIESEL DOUBLE CAB AUTO	2.4L D4 MIVEC Inter-cooled turbo diesel	\$40,990.00
4WD GLX DIESEL SINGLE CAB CHASSIS AUTO	2.4L D4 MIVEC Inter-cooled turbo diesel	\$39,250.00
4WD GLX DIESEL CLUB CAB CHASSIS AUTO	2.4L D4 MIVEC Inter-cooled turbo diesel	\$41,990.00
4WD GLX DIESEL CLUB CAB WELL-SIDE AUTO	2.4L D4 MIVEC Inter-cooled turbo diesel	\$43,990.00
4WD GLX DIESEL DOUBLE CAB CHASSIS AUTO	2.4L D4 MIVEC Inter-cooled turbo diesel	\$42,990.00
4WD GLX DIESEL DOUBLE CAB AUTO	2.4L D4 MIVEC Inter-cooled turbo diesel	\$44,990.00
4WD GLXR DIESEL DOUBLE CAB AUTO	2.4L D4 MIVEC Inter-cooled turbo diesel	\$46,990.00
4WD GLS BLACK EDITION DIESEL DOUBLE CAB AUTO	2.4L D4 MIVEC Inter-cooled turbo diesel	\$48,990.00
4WD VRX DIESEL DOUBLE CAB AUTO	2.4L D4 MIVEC Inter-cooled turbo diesel	\$53,990.00
2WD VRX BLACK EDITION DIESEL DOUBLE CAB AUTO	2.4L D4 MIVEC Inter-cooled turbo diesel	\$45,990.00
ECLIPSE 1.5P TC XLS 2WD CVT	1.5L MIVEC Turbo Petrol	\$35,990.00
ECLIPSE 1.5P TC VRX 2WD CVT	1.5L MIVEC Turbo Petrol	\$41,990.00
ECLIPSE 1.5P TC XLS AWD CVT	1.5L MIVEC Turbo Petrol	\$38,990.00
ECLIPSE 1.5P TC VRX AWD CVT	1.5L MIVEC Turbo Petrol	\$44,990.00
PAJERO SPORT 2.4D VRX 4WD 8AT	2.4 L DID MIVEC Inter-cooled Turbo Diesel	\$59,990.00
EXPRESS 1.6DTT SWB 2WD 6MT	1.6 dCi Intercooled Twin Turbo	\$40,990.00
EXPRESS 2.0DT SWB 2WD DCT	2.0 dCi Intercooled Turbo	\$45,990.00
EXPRESS 2.0DT LWB 2WD DCT	2.0 dCi Intercooled Turbo	\$47,990.00
ECLIPSE CROSS PHEV XLS 4WD	2.4L DOHC MIVEC Petrol	\$50,990.00
ECLIPSE CROSS PHEV VRX 4WD	2.4L DOHC MIVEC Petrol	\$58,990.00
OUTLANDER 2.5P LS 2WD CVT	2.5 L DOHC MIVEC Petrol	\$41,990.00
OUTLANDER 2.5P XLS 2WD CVT	2.5 L DOHC MIVEC Petrol	\$44,990.00
OUTLANDER 2.5P VRX 2WD CVT	2.5 L DOHC MIVEC Petrol	\$50,990.00
OUTLANDER 2.5P LS 4WD CVT	2.5 L DOHC MIVEC Petrol	\$44,990.00
OUTLANDER 2.5P XLS 4WD CVT	2.5 L DOHC MIVEC Petrol	\$49,990.00
OUTLANDER 2.5P VRX 4WD CVT	2.5 L DOHC MIVEC Petrol	\$55,990.00
OUTLANDER PHEV LS 4WD	2.4L DOHC MIVEC Petrol	\$60,990.00
OUTLANDER PHEV VRX 4WD	2.4L DOHC MIVEC Petrol	\$73,990.00
OUTLANDER PHEV XLS 4WD	2.4L DOHC MIVEC Petrol	\$67,990.00
<b>NISSAN</b>		
<i>For more information on Nissan's fleet offerings visit <a href="http://www.nissan.co.nz">www.nissan.co.nz</a> to find your local Nissan Dealer and their Fleet Specialist will be able to assist you further.</i>		
LEAF ZE1LE01	40kW Electric Hatch	\$61,990
LEAF ZE1LP01	62kW Electric Hatch	\$69,990
JUKE F16ST01	ST 1L Turbo Petrol	\$33,650
JUKE F16SL01	ST-L 1L Turbo Petrol	\$38,750
JUKE F16TI01	Ti 1L Turbo Petrol	\$44,990
X-TRAIL T32SS03	2.5L Petrol ST 2WD 7 Seats	\$42,100
X-TRAIL T32ST03	2.5L Petrol ST 4WD 5 Seats	\$44,640
X-TRAIL T32SX03	2.5L Petrol ST-L 2WD 7 Seats	\$46,440
X-TRAIL T32SL03	2.5L Petrol ST-L 4WD 5 Seats	\$49,390
X-TRAIL T32TI03	2.5L Petrol Ti 4WD 5 Seats	\$55,640
X-TRAIL T32SS04	2.5L Petrol ST 2WD 7 Seats	\$42,100
X-TRAIL T32ST04	2.5L Petrol ST 4WD 5 Seats	\$44,640
X-TRAIL T32SX04	2.5L Petrol ST-L 2WD 7 Seats	\$46,640
X-TRAIL T32SL04	2.5L Petrol ST-L 4WD 5 Seats	\$49,590

PRICELIST		
MODEL	ENGINE	PRICE
X-TRAIL T32TI04	2.5L Petrol Ti 4WD 5 Seats	\$55,840
NAVARA D23EA07	2.3L Turbo Diesel SL Single Cab CC 2WD	\$41,990
NAVARA D23JM07	2.3L Turbo Diesel SL Double Cab W/S 2WD	\$45,490
NAVARA D23JA07	2.3L Turbo Diesel SL Double Cab W/S 2WD	\$48,490
NAVARA D23WA07	2.3L Turbo Diesel ST Double Cab W/S 2WD	\$52,990
NAVARA D23LA07	2.3L Turbo Diesel ST-X Double Cab W/S 2WD	\$57,490
NAVARA D23FA07	2.3L Turbo Diesel SL Single Cab CC 4WD	\$51,990
NAVARA D23KA07	2.3L Turbo Diesel SL King Cab CC 4WD	\$54,990
NAVARA D23CA07	2.3L Turbo Diesel SL King Cab W/S 4WD	\$57,490
NAVARA D23OA07	2.3L Turbo Diesel ST-X King Cab W/S 4WD	\$66,490
NAVARA D23ZM07	2.3L Turbo Diesel SL Double Cab CC 4WD	\$54,990
NAVARA D23ZA07	2.3L Turbo Diesel SL Double Cab CC 4WD	\$57,490
NAVARA D23XM07	2.3L Turbo Diesel SL Double Cab W/S 4WD	\$55,990
NAVARA D23XA07	2.3L Turbo Diesel SL Double Cab W/S 4WD	\$58,490
NAVARA D23ZAOP	2.3L Turbo Diesel SL-450 Double Cab W/S 4WD	\$59,990
NAVARA D23VM07	2.3L Turbo Diesel ST Double Cab W/S 4WD	\$60,490
NAVARA D23VA07	2.3L Turbo Diesel ST Double Cab W/S 4WD	\$62,990
NAVARA D23MA07	2.3L Turbo Diesel ST-X Double Cab W/S 4WD	\$67,490
NAVARA D23PRM1	2.3L Turbo Diesel PRO-4X Double Cab W/S 4WD	\$67,990
NAVARA D23PRA1	2.3L Turbo Diesel PRO-4X Double Cab W/S 4WD	\$70,490
PATROL Y62TI07	5.6L VVEL V8 petrol engine	\$104,990
PATROL Y62TL07	5.6L VVEL V8 petrol engine	\$108,990
<b>PEUGEOT</b>		
<i>For more information on Peugeot's fleet offerings visit <a href="http://www.peugeot-newzealand.co.nz">www.peugeot-newzealand.co.nz</a> or contact Peugeot customer service at 0800 738 4368.</i>		
208 GT	1.2L PureTech 130 EAT6	\$38,990.00
208 GT Electric	Electric 50 kWh	\$61,990.00
2008 SUV Active	1.2L PureTech 130 EAT6	\$34,990.00
2008 SUV Allure	1.2L PureTech 130 EAT6	\$40,990.00
2008 GT	1.2L PureTech 155 EAT8	\$46,990.00
2008 GT Electric	Electric 50 kWh	\$71,990.00
3008 Active	1.6L PureTech 165 EAT6	\$44,990.00
3008 Allure	1.6L PureTech 165 EAT6	\$50,990.00
3008 GT Petrol	1.6L PureTech 180 EAT8 S&S	\$57,990.00
3008 GT Diesel	2.0L BlueHdi 180 EAT8 S&S	\$59,990.00
3008 HYBRID 4	1.6L PureTech 300 e-EAT8	\$89,990.00
5008 SUV Allure	1.6L PureTech 165 EAT6	\$54,990.00
5008 SUV GT Petrol	1.6L PureTech 180 EAT8 S&S	\$61,990.00
5008 SUV GT Diesel	2.0L BlueHdi 180 EAT8 S&S	\$63,990.00
508 Fastback GT	1.6L PureTech 225 EAT8 S&S	\$60,990.00
508 Station Wagon GT	1.6L PureTech 225 EAT8 S&S	\$62,990.00
EXPERT Van Medium Wheelbase	2.0L Hdi 150 EAT8	\$55,990.00
EXPERT Van Long Wheelbase	2.0L Hdi 150 EAT8	\$59,990.00
<b>RAM</b>		
<i>For more information on RAM's fleet offerings visit <a href="http://www.ramtrucks.co.nz">www.ramtrucks.co.nz</a> to find your local RAM Dealer and their Fleet Specialist will be able to assist you further.</i>		

PRICELIST		
MODEL	ENGINE	PRICE
RAM DS 1500 DS Express Crew Cab 4x4	5.7L HEMI V8	
RAM DS 1500 DS Warlock Crew Cab 4x4	5.7L HEMI V8	
RAM DT 1500 DT Laramie Crew Cab 4x4	5.7L HEMI V8	
RAM DT 1500 DT Limited Night Edition Crew Cab 4x4	5.7L HEMI V8	
RAM DJ 2500 DJ Laramie Crew Cab 4x4	6.7L CUMMINS TURBO DIESEL	
RAM D2 3500 D2 Laramie Crew Cab 4x4	6.7L CUMMINS TURBO DIESEL	
<b>RENAULT</b>		
<i>For more information on Renault's fleet offerings visit <a href="http://www.renault.co.nz">www.renault.co.nz</a> to find your local Renault Dealer and their Fleet Specialist will be able to assist you further.</i>		
MEGANE R.S. Trophy Manual	221kW 420Nm	\$67,990
MEGANE R.S. Trophy EDC	221kW 420Nm	\$70,990
ARKANA Zen	115kW 262Nm	\$39,990
ARKANA Intens	115kW 262Nm	\$44,990
KOLEOS Zen	126kW 226Nm	\$42,990
KOLEOS Zen Sport	126kW 226Nm	\$47,990
KOLEOS Intens	126kW 226Nm	\$52,990
KOLEOS Intens Sport	126kW 226Nm	\$57,990
KANGOO Compact Petrol	84kW 190Nm	\$35,990
KANGOO Maxi Diesel	81kW 250Nm	\$39,990
KANGOO Maxi EV	44kW 226Nm	\$74,990
TRAFIC Trader SWB	85kw 300Nm	\$42,990
TRAFIC Trader LWB	85kw 300Nm	\$44,990
TRAFIC Auto SWB	125kW 380Nm	\$54,990
TRAFIC Auto LWB	125kW 380Nm	\$56,990
MASTER Short Wheel Base Mid Roof	110kW 350Nm	\$56,990
MASTER Medium Wheel Base High Roof	110kW 350Nm	\$63,990
MASTER Long Wheel Base High Roof	110kW 350Nm	\$67,990
MASTER Extra Long Wheel Base Extra High Roof	120kW 360Nm	\$72,990
MASTER Motorhome Chassis	110kW 350Nm	\$59,990
MASTER Extra Long Commercial Chassis	120kW 360Nm	\$67,990
TRAFIC Minibus 8 & 11 Seat	125kW 380Nm	POA
MASTER Minibus 12 Seater	110kW 350Nm	\$74,990
Refrigerated TRAFIC	125kW 380Nm	POA
Refrigerated MASTER	110kW 350Nm	POA
<b>SKODA</b>		
<i>For more information on Skoda's fleet offerings visit <a href="http://www.skoda.co.nz">www.skoda.co.nz</a> to find your local Skoda Dealer and their Fleet Specialist will be able to assist you further.</i>		
SCALA Sport	1498cc	\$38,490.00
SCALA Style	1498cc	\$41,990.00
OCTAVIA WAGON Style	1395cc	\$49,990.00
OCTAVIA WAGON RS	1984cc	\$58,990.00
OCTAVIA WAGON iV Style	1395cc	\$65,990.00
OCTAVIA WAGON iV RS	1395cc	\$72,990.00
OCTAVIA Sedan iV Style	1395cc	\$63,990.00
OCTAVIA Sedan iV RS	1395cc	\$70,990.00
SUPERB Style	1984cc	\$56,990.00
SUPERB Sportline	1984cc	\$72,990.00
SUPERB WAGON Style	1984cc	\$59,990.00
SUPERB WAGON Scout	1984cc	\$69,990.00
SUPERB WAGON Sportline	1984cc	\$75,990.00
SUPERB iV Style	1395cc	\$72,990.00
SUPERB iV Sportline	1395cc	\$76,990.00
KAMIQ Ambition+	1498cc	\$39,990.00
KAMIQ Monte Carlo	1498cc	\$45,990.00
KAROQ Ambition+	1395cc	\$40,990.00
KAROQ Style	1395cc	\$46,990.00

PRICELIST		
MODEL	ENGINE	PRICE
KAROQ Sportline	1984cc	\$56,990.00
KODIAQ Ambition	1395cc	\$48,990.00
KODIAQ Style	1984cc	\$63,990.00
KODIAQ Sportline	1984cc	\$69,990.00
KODIAQ Sportline (Diesel)	1968cc	\$74,990.00
KODIAQ RS	1984cc	\$79,990.00
<b>SUZUKI</b>		
<i>For more information on Suzuki's fleet offerings visit <a href="http://www.suzuki.co.nz">www.suzuki.co.nz</a> or contact fleet sales manager <b>Simon Terry</b> at <a href="mailto:simon.terry@suzuki.co.nz">simon.terry@suzuki.co.nz</a> or call <b>029 487 7273</b></i>		
Ignis GLX 1.2 5dr Hatch Manual	1242cc	\$21,990.00
Ignis GLX 1.2 5dr Hatch CVT	1242cc	\$23,990.00
Ignis LTD 1.2 5dr Hatch CVT	1242cc	\$25,500.00
Swift GL 1.2 5dr Hatch Manual	1242cc	\$21,990.00
Swift GL 1.2 5dr Hatch CVT	1242cc	\$23,990.00
Swift Hybrid GLX 1.2 5dr CVT	1197cc	\$27,990.00
Swift Hybrid LTD 1.2 5dr CVT	1197cc	\$29,500.00
Swift RS 1.0T 5dr Hatch Auto	998cc	\$27,990.00
Swift Sport 1.4T 5dr Hatch Manual	1373cc	\$29,990.00
Swift Sport 1.4T 5dr Hatch Auto	1373cc	\$31,990.00
Baleno GLX 1.4 5dr Hatch Manual	1373cc	\$19,990.00
Baleno GLX 1.4 5dr Hatch Auto	1373cc	\$22,500.00
Baleno RS 1.0T 5dr Hatch Auto	998cc	\$25,990.00
Jimny JX 1.5 Manual	1462cc	\$28,990.00
Jimny Sierra 1.5 Manual	1462cc	\$31,990.00
Jimny Sierra 1.5 Auto	1462cc	\$33,500.00
Vitara JLX 1.6 5dr Man 2WD	1586cc	\$28,990.00
Vitara JLX 1.6 5dr Auto 2WD	1586cc	\$30,990.00
Vitara JLX 1.6 5dr Auto AWD	1586cc	\$34,990.00
Vitara Turbo 5dr Auto 2WD	1373cc	\$34,990.00
Vitara Turbo 5dr AT AWD	1373cc	\$38,990.00
<b>TOYOTA</b>		
<i>For more information on Toyota's fleet offerings visit <a href="http://www.toyota.co.nz">www.toyota.co.nz</a> or contact fleet sales manager <b>Brandon Ramsell</b> at <b>027 263 7809</b>.</i>		
YARIS YPGX	1.5 GX 5 Door Hatch CVT	\$27,990
YARIS YHGX	1.5 Hybrid GX 5 Door Hatch E-CVT	\$30,990
YARIS YHZR	1.5 Hybrid ZR 5 Door Hatch E-CVT	\$36,990
COROLLA HATCH ZWGX	1.8 Hybrid GX Hatch E-CVT	\$35,990
COROLLA HATCH ZXGX	1.8 Hybrid GX Hatch E-CVT	\$35,990
COROLLA HATCH ZESX	1.8 Hybrid SX Hatch E-CVT	\$37,990
COROLLA HATCH ZXSX	1.8 Hybrid SX Hatch E-CVT	\$37,990
COROLLA HATCH ZEZR	1.8 Hybrid ZR Hatch E-CVT	\$41,990
COROLLA HATCH ZXZR	1.8 Hybrid ZR Hatch E-CVT	\$41,990
COROLLA WAGON ZREGX	1.8 GX Wagon CVT	\$30,290
GR YARIS YPGR	1.6PT AWD Hatch MT	\$59,990
GR SUPRA DBZU	3.0PT Sports Coupe AT	\$99,290
PRIUS PRIME ZWAPP	1.8 Plug-In Hybrid Hatch E-CVT	\$49,790
CAMRY AXHGX	2.5 Hybrid GX Sedan E-CVT	\$45,990
CAMRY AXRGX	2.5 Hybrid GX Sedan E-CVT	\$45,990
CAMRY AXHSX	2.5 Hybrid SX Sedan E-CVT	\$50,490
CAMRY AXRSX	2.5 Hybrid SX Sedan E-CVT	\$50,490
CAMRY AXHZR	2.5 Hybrid ZR Sedan E-CVT	\$54,490
CAMRY AXRZR	2.5 Hybrid ZR Sedan E-CVT	\$54,490
YARIS CROSS MXBG	1.5 GX FWD SUV CVT	\$32,990

PRICELIST		
MODEL	ENGINE	PRICE
YARIS CROSS MXJG	1.5 GX Hybrid FWD SUV E-CVT	\$36,990
YARIS CROSS MXJL	1.5 Limited Hybrid FWD SUV E-CVT	\$42,990
C-HR CHTA	1.2 Turbo FWD SUV CVT	\$36,790
C-HR CHTL	1.2 Turbo Limited FWD SUV CVT	\$39,790
C-HR CHFL	1.2 Turbo Limited AWD SUV CVT	\$40,790
C-HR CYTA	1.8 Hybrid FWD SUV E-CVT	\$40,990
C-HR CYTL	1.8 Hybrid Limited FWD SUV E-CVT	\$43,990
C-HR CYTG	1.8 Hybrid GR Sport FWD SUV E-CVT	\$45,990
<b>VOLVO</b>		
<i>For more information on Volvo's fleet offerings visit <a href="http://www.volvocars.com">www.volvocars.com</a> / <a href="http://www.volvotrucks.com">www.volvotrucks.com</a> or contact the general manager <b>Ben Montgomery</b> at <a href="mailto:ben.montgomery@volvocarsnz.co.nz">ben.montgomery@volvocarsnz.co.nz</a></i>		
S60 B5 Inscription	Petrol MHEV	\$77,900.00
V60 B5 Cross Country	Petrol MHEV	\$79,900.00
XC40 T4 Momentum	Petrol	\$60,900.00
XC40 T4 Inscription	Petrol	\$68,900.00
XC40 T5 R-Design	Petrol	\$73,900.00
XC40 T5 Recharge Plug-in Hybrid	Petrol PHEV	\$85,900.00
XC60 B5 Momentum	Petrol MHEV	\$81,900.00
XC60 B5 Inscription	Petrol MHEV	\$87,900.00
XC60 B6 R-Design	Petrol MHEV	\$95,900.00
XC60 T8 Recharge Plug-in Hybrid	Petrol PHEV	\$119,900.00
XC90 B5 Momentum	Petrol MHEV	\$101,900.00
XC90 B6 Inscription	Petrol MHEV	\$107,900.00
XC90 B6 R-Design	Petrol MHEV	\$111,900.00
XC90 T8 Recharge Plug-in Hybrid	Petrol PHEV	\$146,900.00
<b>VOLKSWAGEN COMMERCIAL</b>		
<i>For more information on Volkswagen's fleet offerings visit <a href="http://www.volkswagen.co.nz">www.volkswagen.co.nz</a> or contact national fleet sales manager <b>Mark Wadman</b> at <a href="mailto:mwadman@volkswagen.co.nz">mwadman@volkswagen.co.nz</a> / 021 618 654</i>		
Cargo TDI 280Nm Manual	1968cc	\$46,500
Cargo TSI 220Nm Manual	1498cc	\$43,500
Cargo TDI 320Nm DSG	1968cc	\$50,000
Cargo TSI 220Nm DSG	1498cc	\$47,000
Cargo Maxi TDI 320Nm DSG	1968cc	\$54,500
Cargo Maxi TSI 220Nm DSG	1498cc	\$51,500
Life TDI 320Nm DSG	1968cc	\$61,000
Life TSI 220Nm DSG	1498cc	\$58,000
Move TDI 320Nm DSG	1968cc	\$54,000
California TDI 320Nm DSG	1968cc	\$70,500
California TSI 220Nm DSG	1498cc	\$67,500
Mobility TDI 320Nm DSG	1968cc	\$73,500
Mobility TSI 220Nm DSG	1498cc	\$70,500
Runner SWB 250Nm Manual	1968cc	\$50,500
Runner SWB 340Nm DSG	1968cc	\$58,500
Trendline SWB 340Nm DSG	1968cc	\$66,000
Trendline SWB 450Nm DSG 4MOTION	1968cc	\$76,000
Trendline LWB 340Nm DSG	1968cc	\$69,000
Trendline LWB 450Nm DSG 4MOTION	1968cc	\$79,000
Comfortline LWB 340Nm DSG	1968cc	\$78,000
Comfortline LWB 340Nm DSG 4MOTION	1968cc	\$84,000
Comfortline SWB 340Nm DSG	1968cc	\$85,500
Comfortline SWB 340Nm DSG 4MOTION	1968cc	\$92,000
Highline SWB 450Nm DSG 4MOTION	1968cc	\$108,000
Family PHEV 350Nm DSG	1395cc	\$78,800
Energetic PHEV 350Nm DSG	1395cc	\$106,000
Ocean SWB 450Nm DSG 4MOTION	1968cc	\$155,000

PRICELIST		
MODEL	ENGINE	PRICE
MWB 30 340Nm Manual Runner	1968cc	\$65,500
MWB 30 340Nm Auto Runner	1968cc	\$69,500
MWB 35 340Nm Manual	1968cc	\$74,000
MWB 35 340Nm Auto	1968cc	\$78,000
MWB 35 410Nm Auto	1968cc	\$82,000
MWB 35 410Nm Auto 4MOTION	1968cc	\$89,500
LWB 35 340Nm Manual	1968cc	\$78,000
LWB 35 340Nm Auto	1968cc	\$82,000
LWB 35 410Nm Auto	1968cc	\$86,000
LWB 35 410Nm Auto 4MOTION	1968cc	\$93,500
ELWB 35 340Nm Auto	1968cc	\$84,500
ELWB 35 410Nm Auto	1968cc	\$88,500
ELWB 35 410Nm Auto 4MOTION	1968cc	\$96,000
MWB 35 340Nm Auto	1968cc	\$67,500
MWB 35 410Nm Auto	1968cc	\$71,500
MWB 35 410Nm Auto 4MOTION	1968cc	\$79,000
LWB 35 340Nm Auto	1968cc	\$69,500
LWB 35 410Nm Auto	1968cc	\$73,500
LWB 35 410Nm Auto 4MOTION	1968cc	\$81,000
MWB 50 410Nm Manual	1968cc	\$89,000
MWB 50 410Nm Auto	1968cc	\$93,000
LWB 50 410Nm Auto	1968cc	\$97,000
ELWB 50 410Nm Auto	1968cc	\$99,500
MWB 50 410Nm Auto	1968cc	\$83,500
LWB 50 410Nm Auto	1968cc	\$85,500
600 410Nm Auto 4MOTION	1968cc	\$163,000
680 410Nm Auto 4MOTION	1968cc	\$167,000
Comfortline 420Nm Auto 4MOTION	1968cc	\$65,000
Sportline V6 580Nm Auto 4MOTION	2967cc	\$75,000
Aventura V6 580Nm Auto 4MOTION	2967cc	\$90,000
<b>VOLKSWAGEN PASSENGER</b>		
<i>For more information on Volkswagen's fleet offerings visit <a href="http://www.volkswagen.co.nz">www.volkswagen.co.nz</a> or contact national fleet sales manager <b>James Dobbie</b> at <a href="mailto:jdobbie@volkswagen.co.nz">jdobbie@volkswagen.co.nz</a> / 021 701 468</i>		
POLO TSI DSG	Turbo Petrol 999cc	\$28,750
POLO TSI R-Line 8AT	Turbo Petrol 999cc	\$33,990
POLO GTI DSG	Turbo Petrol 1,984cc	\$40,990
THE ALL-NEW GOLF TSI R-Line 8AT	Turbo Petrol 1,395cc	\$48,990
THE ALL-NEW GOLF GTI 7DSG	Turbo Petrol 1,984cc	\$62,990
THE ALL-NEW GOLF R 7DSG	Turbo Petrol 1,984cc	\$77,990
THE ALL-NEW GOLF R 1st Edition 7DSG	Turbo Petrol 1,984cc	\$82,990
THE NEW PASSAT ALLTRACK TSI 162kW AWD	Turbo Petrol 1,984cc	\$61,990
T-CROSS TSI Life 2WD	Turbo Petrol 999cc	\$34,990
T-CROSS TSI Style 2WD	Turbo Petrol 999cc	\$39,490
T-CROSS TSI R-Line 2WD	Turbo Petrol 1,498cc	\$45,990
T-ROC TSI R-Line AWD	Turbo Petrol 1,984cc	\$54,990
THE NEW TIGUAN TSI Life 2WD	Turbo Petrol 1,395cc	\$47,990
THE NEW TIGUAN TSI R-Line 2WD	Turbo Petrol 1,395cc	\$57,990
THE NEW TIGUAN TSI Style AWD	Turbo Petrol 1,984cc	\$61,990
THE NEW TIGUAN TSI R-Line AWD	Turbo Petrol 1,984cc	\$70,990
THE NEW TIGUAN TSI R AWD	Turbo Petrol 1,984cc	\$80,990
THE NEW TIGUAN TSI R 1st Edition AWD	Turbo Petrol 1,984cc	\$85,990
THE NEW TIGUAN ALLSPACE TSI Life 2WD	Turbo Petrol 1,395cc	\$49,990
THE NEW TIGUAN ALLSPACE TSI Style AWD	Turbo Petrol 1,984cc	\$63,990
THE NEW TIGUAN ALLSPACE TSI R-Line AWD	Turbo Petrol 1,984cc	\$73,990
TOUAREG TDI V6 (170kW)	Turbo Diesel 2,967cc	\$101,990
TOUAREG TDI V6S R-Line (210kW)	Turbo Diesel 2,967cc	\$126,490

“Only 1.6 litres per 100 kms?”

“Of course.”



# NEXT GENERATION OUTLANDER PHEV

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\*Price listed is for LS model. VRX model pictured in White Diamond and available for \$74,490+ORC. Price excludes on road costs of \$600 which includes WoF, Registration and a full tank of fuel. Fuel economy and range figures are based on the ADR 81/02 test for combined urban/extra urban driving. Fuel economy is calculated to WLT-3P. EV range and fuel economy figures may vary depending on driving style and conditions. Visit [www.mmnz.co.nz](http://www.mmnz.co.nz) for full Mitsubishi Battery and Diamond Advantage Warranty conditions.

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