

JUNE 2022

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PUTTING THE FOCUS ON VEHICLE ELECTRIFICATION



ROBERT BARRY
EDITOR

Hello there,

Reflecting the global transformation of automotive manufacturing as carmakers grapple with lower emissions targets and carbon reduction, the theme of this month's issue is the electrification of the fleet vehicle.

As fossil fuels continue to climb in price, everyone in the fleet world is seeking to derive as much efficiency as possible from the vehicle and the people operating it.

It's amazing how a change in a person's driving style can reap much needed economy as Teletrac Navman expert Chris L'Ecluse observes on Page 5 of this issue.

From the mild hybrid Suzuki Swift with an integrated starter generator and a 10Ah lithium-ion battery to the fully electric LDV E Deliver 9 Cool Box delivery vehicle, we cover the full gamut of Hybrid, Plug-in Hybrid Electric Vehicle and Battery Electric Vehicles this month.

There are a lot of options to consider and many more on the way.

Thanks to the implementation of the Government's Clean Car strategy, local distributors have more leverage with their overseas parents to bring electrified vehicles to New Zealand.

As production allows, supply will ramp up, but I believe it's still going to be another 18 months before the pipeline starts flowing more smoothly.

We're still at the mercy of constrained production because of the pandemic, the Ukrainian War and the scarce resources needed to make components.

But at least we're in the queue once other markets have been satisfied.

We're ahead of Australia in this regard, as it is yet to formalise a vehicle emissions policy.

But with the change of Federal government there, I don't think it'll be long before that

happens.

Australian vehicle distributors are calling on the Albanese Labor Government to get a move on, so that their European suppliers will give more priority to producing EVs for their market.

It's a vicious cycle, damned if you do and damned if you don't.

Our principal sponsor FleetPartners co-hosted an Auckland EV showcase with Drive Electric in June, to bring customers and brands together as more and more fleets embark on electrification.

From the various posts I saw on social media, the evening was a massive success with a great turn-out at the Armstrong's Citroen Peugeot showroom in Greenlane.

We also saw the announcement of another new brand which is focused purely on electric vehicles.

Chinese manufacturer BYD (Build Your Dreams) has appointed Neville Chrichton's Ateco Group as its New Zealand distributor, and the brand will be headed here by experienced auto executive **Warren Willmot**.

Willmot will be familiar to many in the fleet management business, having handled corporate accounts for Renault passenger and light commercial vehicles and LDV and Ssangyong for Great Lakes Motors Distribution Ltd.

I've known Willmot for some time and I've never seen him quite so excited about the prospects for a new venture.

He says initial BYD orders have far exceeded his expectations and that's before the cars have even made it to dealers' showrooms.

It's nice to see passion for the industry remaining in spite of the challenging times we live in.

Enjoy your reading.

Robert Barry
EDITOR



fleettalk



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SURVEY SHOWS 49% OF BUYERS WANT AN EV

An Ernst and Young (EY) survey reveals that 49% of New Zealand car buyers want an EV.

A global tipping point for EVs has been reached, according to the latest EY Mobility Consumer Index, which shows 52% of respondents globally looking to buy a car want an EV, a 22% rise in two years.

New Zealand is ranked ninth in global EV adoption, with 49% intending to buy a fully electric, plug-in hybrid, or hybrid car, the survey shows.

Since last year's survey, New Zealanders' EV buying intent has increased by 19%.

In the survey of 13,000 respondents across 18 countries, New Zealand consumers ranked as the ninth most committed to buying an EV.

Car buyers in Italy (73%), China (69%), and South Korea (63%) are the most committed to getting an EV, while consumers in Australia (38%) and the US (29%) are the least committed.

Across the globe, environmental concerns are cited as main drivers to buy an EV (38%), although rising penalties on internal combustion engine (ICE) vehicles featured for the first time as a key concern (34%).

The survey also shows that people looking to buy an EV are willing to pay a premium, 88% saying they would pay more, and 35% willing to pay a premium of 20% or more, in keeping with 2021's findings.

"There's no doubt New Zealand consumers are increasingly leaning towards electric vehicles," says EY power and utilities practice leader **Ashley Kearton**.

The survey also shows Kiwis are more likely to buy a used car (19%) compared to a new car (16%), the only APAC country where that's the case.

"Even more so than in many other countries, creating a pool of affordable secondhand EVs will be key to making EVs accessible for all consumers and accelerating uptake in New Zealand," Kearton says.

The survey shows people who already own EVs are less worried about range anxiety or charging infrastructure. In New Zealand, 21% of EV drivers charge their car at home daily.

"We know that the vast majority of (EV) journeys are relatively short, and as charging infrastructure continues to grow and battery quality continues to increase, we'll start to see these concerns fade," Kearton adds.

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IS THE SUN SETTING ON ICE FLEETS?

Could the end of conventionally powered vehicles in fleets be on the horizon?

Maybe, Fleetpartners director, pan-Tasman fleet, **Dennis Kelly** told *FleetTalk* at the firm's EV showcase.

The event was a chance for key fleet operators and the broader industry to come together, check out an array of electric vehicles and discuss electrification.

It was held at the Armstrong Group's Peugeot and Citroen dealership in Greenlane, Auckland.

Drive Electric chair **Mark Gilbert** spoke at length about the progress New Zealand is making in electrification, and its benefits.

Kelly discussed FleetPartners' work with clients on establishing how they can electrify their fleet.

Kelly led a panel discussing the experience fleets have had transitioning. Panellists included Leanne Hartshorne of Waka Kotahi NZTA, Emma Cootes of OfficeMax and Dean Sheed of Audi New Zealand.

Speaking to *FleetTalk*, Kelly says his company has been astounded at the level of interest in the three-event EV showcase series, one in Christchurch, one in Auckland, and a final one to come in Wellington.

"We've got a lot of director-level and senior decision-makers that were just saying they've never been able to come to one location and look at a whole heap of different vehicle



options," he says.

"They wouldn't ordinarily turn up for an event for a launch of a car, or the like.

"Tonight we've had 150 people turn up and we've almost been turning people away."

Kelly says the interest ties in with the increasing realisation that the clock may be ticking for traditional vehicles in fleets.

"When we started with EVs six years ago, our risk team said, 'oh, what are

these and what are they going to be worth in three or four years time?," he says.

"Now we've got the flip, the EVs have a higher retained value than an equivalent ICE vehicle."

When will the tipping point be?

"It's actually starting to happen now," Kelly says. "We're up for the first three or four years' life of an ICE vehicles, so to be honest we'll be exited from ICE vehicles before that tipping point really hits."



NZ POST'S FUSO ECANTER HEADS OFF ON ANOTHER INTER-DEPOT RUN. A DOOR SLOGAN HAS: "NZ POST. DELIVERING MORE (EXCEPT EMISSIONS)".

POWERING UP NZ POST'S EVS

NZ Post is stepping up its EV fleet and charging infrastructure.

Its Albany depot has the first 60kW Phihong charger in the country, supplied through YHI Energy, and helping charge NZ Post's Fuso eCanter delivery truck.

Taiwanese brand Phihong has since changed its name to Zerova to better reflect its global reach.

The charger can boost two EVs simultaneously.

"Super depots" will soon be added to NZ Post's network, with the electric infrastructure included as the depots are built to provide charging for NZ Post's EVs.

The eCanter does about 180km daily, mainly between NZ Post's Albany and Silverdale depots (the latter having a smaller 25kW DC charger) loading and unloading parcels while recharging at each site.

It can finish the day with anywhere between 20% and 40% of battery charge remaining, the top ups taking about 20 to 30 minutes (and may include the driver's breaks to avoid any down time).

The 60kW and 25kW charger are used



HAVING AN ELECTRIFYING CONVERSATION ARE NZ POST TRANSPORT LOGISTICS MANAGER PAUL BOOTH, LEFT, AND EECA TRANSPORT INFRASTRUCTURE LEADER BASIL ISSA.

to provide the battery with a top-up boost during the driver's breaks and when loading and unloading the truck.

YHI's Delta AC 7.2kW charger provides a slower charge that enables the battery cells to balance overnight to enable all battery cells to be fully charged when it starts its first run in the morning.

NZ Post aims to step up the eCanter's

work so that it travels more than 200km daily, making it one of the most used EVs of its kind in the country.

The eCanter replaces two diesel vans, reducing significantly the carbon emissions for this transport leg.

The move to having an electric fleet is already underway, with NZ Post aiming to have 100% of its own fleet and 25% of its contractor fleet electric by 2025

Continued on the next page

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and the balance of the contractor fleet electric by 2030.

Today, more than 50% of NZ Post's owned/leased vehicles are electric. Its LPG forklifts are being replaced by electric ones.

And 64% of the NZ Post passenger fleet has been moved to electric or PHEV vehicles, with the remaining transferring to fully electric or PHEV as their leases come due.

It already has more than 410 electric Paxters for last mile deliveries.

NZ Post has trialled low-emission vehicles including the Mitsubishi i-MiEV, Nissan eNV200 and Ford Transit plug-in hybrids.

Its project, which included the new 60kW charger, was co-funded through the Energy Efficiency and Conservation Authority (EECA) round 10 low emission vehicles contestable fund (now known as the low emission transport fund), which provided \$239,948.

Late last year New Zealand Green Investment Finance (NZGIF) and NZ Post signed a \$20 million financing agreement to accelerate shifting NZ Post's fleet and its delivery contractors' vehicles to electric vans or low-emission vehicles.

NZGIF is providing \$10 million and

NZ Post \$10 million through NZGIF majority owned subsidiary Sustainable Fleet Finance (SFF) to provide attractive and competitive financing to improve access to EVs.

The deal marks a four-year tiered lease plan, where a vehicle leased by NZ Post can then be offered by SFF to contractors as second and third owners.

The idea is that as a vehicle moves down the model it becomes more affordable for each subsequent owner.

The agreement with NZGIF has led to the arrival of 60 Mercedes e-Vitos (Generation 2).

The Mercedes e-Vito order is the largest international purchase for Mercedes of this vehicle, and the vans are scheduled to begin arriving from July 2022.

The deal marks a four-year tiered lease plan, where a vehicle leased by NZ Post can then be offered by SFF to contractors as second and third owners.

The idea is, that as a vehicle moves down the line it becomes more affordable for each subsequent owner.

Contractors can also access grant funding from NZ Post's EV Incentive Scheme.



NZ POST'S NEW DUAL CHARGING STATION.

NZ Post chief executive **David Walsh** says the company is making up to half a million dollars available each year to help its delivery contractors invest in EV vans.

The NZ Post fleet transition plan is forecast to provide significant emissions benefits to New Zealand, with each diesel van replaced by an EV abating an average 7.8 tonnes of CO2-e a year.



MARKING THE OFFICIAL OPENING OF NZ POST'S NEW CHARGER ARE YHI ENERGY KEY ACCOUNT MANAGER RUSSELL BOWDEN, YHI ENERGY EV BUSINESS DEVELOPMENT MANAGER JASMINE ROXBOROUGH, EECA TRANSPORT INFRASTRUCTURE LEADER BASIL ISSA AND NZ POST TRANSPORT LOGISTICS MANAGER PAUL BOOTH.

IMPROVING DRIVER BEHAVIOUR THROUGH TECHNOLOGY

Teletrac Navman enterprise solution specialist and driver behaviour expert **Chris L'Ecluse** says the biggest issue facing fleet managers is that they're overwhelmed by the day to day running of the organisation.

And that takes away from more pressing issues like driver safety.

Before joining Teletrac Navman, L'Ecluse had a 20-year career in the Western Australian police where he became a sergeant working in crash investigation.

During his career, he's taught advanced defensive driving in many countries, amassed safe driving and teaching skills, and gained a broad understanding of driver education.

L'Ecluse says using technology is one of the most efficient ways to mitigate risk when driving and make the roads safer for all users.

"Technology, especially with the power of telematics data, is a unique solution to ensure an organisation's commitment to road safety in a more proactive manner," he says.

Once they identify specific risks posed by a driver, fleet managers can create customised training.

"This is how an organisation can show it's being proactive in coaching drivers and mitigating risk."

L'Ecluse says safety cameras offer numerous benefits. By delivering visual evidence, cameras allow authorities to shape rules and regulations to help achieve the Road to Zero vision.

Waka Kotahi NZTA is conducting a six-month trial using cameras in Auckland as part of a wider initiative that will see the number of safety cameras increase throughout the country.

Dashboard cameras (dashcams) in vehicles let fleet managers engage better with drivers, improve driver behaviour, and support driver training.

WHERE ARE WE AT NOW?

L'Ecluse says that though the pandemic shutdowns were great for the environment with less traffic and pollution, the standard of driving has declined.

"I always keep an eye on how people drive and how things change," he says. "Unfortunately, the pandemic shutdown saw empty roads but there were more instances of speeding and substance abuse amongst drivers.

"Skills are learnt but attitudes are created by behaviour," he says.

"Most people believe that they're good drivers, but they don't necessarily look at themselves in a mirror.

"Drivers are very rarely bad all the time, but we often catch ourselves doing something, such as exceeding the speed limit by a couple of kilometres per hour, because everyone else around us is also doing it.

"We forget that the law is black and white and speed limits are there for a reason," he says.

L'Ecluse says many fleet drivers are ignorant of safety technology built into contemporary vehicles, like autonomous emergency braking, forward collision warning, active cruise control, lane keep assist, lane departure warning, and pedestrian detection.

"The car manufacturers' engineers are trying to save drivers from their own human error, and intrinsically these devices are trying to coach people into being more aware of their surroundings and their driving habits.

"The technology is trying to take care of you."

DRIVER TRAINING IN REAL TIME

L'Ecluse says dashcam technology has evolved from a simple camera which could record a crash to the smart AI generation which monitors the vehicle and driver in real time.

"Before any installation, it's important that there's an understanding between the drivers and the organisation about why the dashcams are being placed into the fleet vehicles," he says.

Teletrac Navman's smart dashcam is a forward- and driver-facing camera that operates in real time.

It's designed to improve drivers' safety and improve their on-road behaviour with real time footage and



CHRIS L'ECLUSE

analytics.

From the back office, fleet managers can access video as events occur, and there's no need to go into the vehicle to download files.

L'Ecluse says coaching drivers is paramount in risk management and this system offers the immediacy fleet managers want.

The dashcam's high-definition cameras provide high quality footage even in darkness thanks to built-in ambient light sensors.

The system can also protect against fraudulent insurance claims from other parties as it records the driver's point of view.

The fleet manager can analyse the video footage and telematics data to get a complete view of incidents.

"Overwhelmingly, drivers realise this is the best defence mechanism in any breach; it completes a snapshot of the event and allows them an explanation if required," L'Ecluse says.

"There do need to be consequences for breaches of safety behaviours, but the beauty of this solution is that the real time identification of issues means that driving habits will immediately change for the better."



BUILDING REEFER AND BOX BODIES FOR LCVs

Retro Vehicle Enhancements (RVE) moved to meet market demand in 2020 when it formed Cool Box.

The new division provides dry and refrigerated box bodies, curtainsider and flat deck bodies for light commercial and light duty truck cab chassis.

Cool Box director **Jim Stanners** says RVE has come full circle with the addition of the commercial body operation.

His father Victor who founded the company in 1968, had worked for a body building operation which manufactured ambulances.

He says the family-owned company has developed knowledge and experience across the wider automotive spectrum in the last 54 years and Cool Box will offer speed of delivery for a quality product with local back-up and support.

Stanners says the reason for the move into body building was to meet the demand from small businesses who wanted to buy a smaller delivery vehicle for chilled goods, and preferably one that was fully electric. "We're currently developing vehicles for a milk delivery company which delivers from farm to door, and it wants



to change from internal combustion engine (ICE) vehicles to an electric fleet and assist in supporting the environment," Stanners says.

The explosion of online shopping, notably for home delivery of groceries and chilled goods has seen more demand for smaller commercial vehicles like a single cab ute with a chiller/freezer box body or a small van with an insulated body for chilled or frozen goods.

Overseas, single cab utes with refrigerated box bodies are far more common, particularly in built-up urban and metropolitan areas where their size and manoeuvrability are appreciated.



Cool Box also provides freezer/chiller box, dry goods, curtainsider and flat deck bodies for all brands of light commercial vehicle cab/chassis like the LDV Deliver 9, Ford Transit, Iveco Daily, Volkswagen Crafter, and Mercedes-Benz Sprinter.

It can also provide bodies up to 6.7 metres long for light- to medium-duty trucks like the Hino 300 series, Isuzu N-series, and Mitsubishi Canter.

Long lead times in the local body building industry continue to be a challenge for Kiwi business operators but Cool Box can source its product from suppliers in Australia and Thailand in three to four months and then have the vehicles up and running within weeks.



SCANIA ASSISTANCE

AT YOUR SERVICE

Wherever you are, Scania Assistance is available 24/7/365 – with one call you're in touch with a professional service coordinator who knows your Scania. So if the unexpected happens, there's always someone at the end of the line who can help.

We'll let you know how we can help and approximately how long it will take. If needs be, we'll arrange for a service vehicle to be sent out – with parts that fit your vehicle and the right tools - to wherever you are.



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SCANIA



STARIA ALIGNS FOR ST JOHN AMBULANCE

Hyundai New Zealand has supplied many vehicles to the St John Ambulance organisation and its latest donation, a new Staria Load, was handed over to formally the charity on June 2.

Hyundai New Zealand chief executive Andy Sinclair says the Staria Load is the latest in a long line of vehicles provided to Saint John Ambulance in the last 17 years since the partnership was formed.

St John will use the Staria Load to transport supplies.

"As a 100% Kiwi owned company, we're committed to supporting Kiwi communities," Sinclair says.

"St John plays an essential role in delivering care to the New Zealand public, so we're pleased to help out in this way."

St John relies on a wide-ranging fleet of vehicles to deliver its ambulance service.

"We're humbled to receive the donation of a logistics support vehicle from Hyundai," says St John ambulance operations north general manager **Stuart Cockburn**.

"These vehicles carry important supplies to and from ambulance stations around the country and are a vital component in the service delivery chain at St John."

Hyundai New Zealand has supplied St John with more than 350 vehicles since 2005.





SAFETY, FUNCTIONALITY AND ACCESSIBILITY FOR SCANIA ASSISTANCE

Scania Assistance has partnered with Volkswagen Commercial Vehicles New Zealand and mySortimo.NZ to create a Crafter van to carry out service and maintenance in the field. Scania New Zealand business transformation director Rob Covich outlines the reasons behind the move.

This is the first unit of many new Volkswagen Crafter vans that we're introducing to our fleet of Scania Assistance vehicles, Covich says.

"We decided on this particular model for a number of reasons, key amongst them is the proven safety record of the Crafter and importantly the comfort and functionality that the vehicles offer."

Covich says the all-wheel drive Crafter 4Motion lets technicians get closer to the worksite when they're attending jobs in remote farming areas and logging skid sites.

"Given the nature of the work Scania Assistance is involved in, the vehicles spend a lot of time attending jobs at night and in all weather conditions."

"As a result, these vehicles have been specified with an extensive lighting package which can be centrally controlled from the cabin and activated before the technician steps

out of the Crafter.

"This ensures a safe and well-lit working environment for our team members at all times.

"Along with our decision to procure the VW Crafter as a Scania Assistance vehicle solution, we combined this with a specialist fit-out from mySortimo.NZ," he says.

Covich says Sortimo products were chosen for their light weight, durability, and adaptability to accommodate extra features like solar panels to help generate electricity.

Significantly, Sortimo has a certified crash rating standard for its products, he says.

"The flexibility that the Sortimo system provides has enabled us to rationalise our design and layout, and this in turn has allowed us to go with a medium wheelbase Crafter van allowing greater manoeuvrability for the technician when on the road," Covich says.

"Another feature of the Sortimo system



ROB COVICH

is the design will allow us to change the layout if required.

"All of the Scania Assistance vehicles will continue to be extensively equipped with the right tooling and parts to reduce customer downtime, as our main focus remains on keeping the wheels turning," he adds.



UNPRECEDENTED RESPONSE TO NEW EV MARKET ENTRANT

There's been a greater than expected number of orders for Chinese BYD electric cars which arrive in New Zealand in September.

That's the word from BYD brand manager **Warren Willmot** and Andrew Simms dealer principal **Matthew Wales** who agree that "initial demand has exceeded expectations".

BYD opened its orderbooks nationwide on June 23 for the Atto 3 which will be sold in 50kWh and 60kWh versions costing \$52,990 and \$56,990 respectively, plus on-road costs.

With its arrival coming as more businesses weigh up moving from internal combustion vehicles to electrified because of rising petrol prices and a wish to reduce emissions, BYD is keen to talk to fleet managers.

The positive opening of orders followed confirmation of BYD's commitment to a traditional dealership model, announcing Ateco as its local distributor.

That will give it national coverage at six initial dealerships, including Andrew Simms on Auckland's high-profile Broadway. A further eight dealerships will follow.

"The orders were unprecedented," says Simms dealer principal Wales. "I don't think I've ever seen so many orders for a new model in one day."

"We've been following BYD for quite some time. I think BYD is going to be a real success for the New Zealand market, and having Ateco pick up the brand is really positive for us.

"We think the potential for this brand

in New Zealand is phenomenal."

Willmot believes BYD won't encounter any supply problems between now and the end of the year. Demonstrators are set to arrive in July, with customer deliveries beginning in September.

He says the Atto 3 is a better match for the likes of the Tesla Model 3 and Polestar 2 than those it's priced closest to.

"We've decided to bring it in at a price point to make it affordable for New Zealanders," Willmot says.

"If you're looking at similar cars in the market, I think you need to look to the other Chinese-manufactured cars, one with a Swedish brand and one that comes from America."

The Atto 3 will be eligible for the Government's Clean Car Discount rebate regardless of whether it's been crash tested by ANCAP at the time of launch.

ANCAP testing has begun, with a result to be published before the end of the year.

BYD Auto New Zealand has also confirmed that the Atto 2 hatchback and Atto 4 sports sedan will be the next models set to join its New Zealand line-up.

A plug-in hybrid SUV that's larger than the Atto 3 will follow.

"In the next product line-up we're committed to bringing two new models to market, one being a smaller car called the Atto 2, and it'll be a really affordable highly spec'd hatch," Willmot says.

"Around the same sort of time we'll have a high-performance sports sedan,



WARREN WILLMOT

the Atto 4. It's a beautiful car, and it's got some amazing technology."

The Atto 2 lines up as a likely contender for the crown of New Zealand's cheapest electric vehicle.

Asked whether the Atto 2 could be priced around the \$30,000 mark, Willmot responded: "I'm not quite sure we'll get it that cheap, but we'll definitely make sure it's a value proposition product and highly spec'd."

Long term, BYD aims to offer a model for each major segment. They include the coveted ute, van, and seven-seater SUV segments; although the timelines on each are uncertain.

Willmot says an electric seven-seater could arrive in the next two years, adding that New Zealand is likely to also get the next-gen BYD T3 van, and that he "wouldn't be surprised" if an EV ute followed by the end of 2025.



VOLKSWAGEN NEW ZEALAND'S WAY TO ZERO EMISSIONS

Volkswagen New Zealand will launch a range of battery electric vehicles and more plug-in hybrid electrics in 2023 as part of its roadmap to zero emissions.

The battery electric vehicles will include the ID.4 SUV, ID.5 Coupe SUV, ID. Buzz people mover, and ID. Buzz Cargo delivery van.

Volkswagen NZ says the the four vehicles mark the start of a new era of electromobility and offer the most versatile green vehicle line-up in the market.

It says plug-in hybrids are a solid contributor to Volkswagen's environmental offering and the recent launch of the Multivan people mover will be followed by the plug-in hybrid Golf, Tiguan, Touareg R, and Passat. all scheduled to arrive here in 2023.

VW's Way to Zero is the company's commitment to become net carbon-neutral by 2050, and fulfil targets set by the Paris Agreement and the EU's European GreenDeal.

"It's our social responsibility to protect the environment and as New Zealanders, it feels even more important we embrace and all work together towards a Way to Zero," says Volkswagen Passenger Vehicles NZ general manager **Greg Leet**.

Volkswagen is eager to make a substantial contribution to mitigating climate change and become the most coveted sustainable mobility brand.

"Volkswagen's Way to Zero goes beyond vehicle electrification to include decarbonising supply chains and production, investment in renewable energy, and the development of a battery recycling programme," Leet says.

"As well as our longer term goal of carbon neutrality, we have also committed to reducing vehicle emissions by 40% by 2030.

"The launch of the new ID family and plug-in hybrid vehicles that will transform our fleet is the first step... and the beginning of a new electric era for Volkswagen New Zealand," Leet adds.

The future of New Zealand's fleet includes a significant uptake of electric vehicles alongside other low-emission transport and Volkswagen NZ says it's on track to sell more electric vehicles than ICE cars within the next 24 months.

To mark the arrival of the ID and PHEV at the end of June, Volkswagen will display the ID.4 in The Car Store in the Westfield mall in Newmarket, Auckland, until July 11.

VW says the ID.4 is a pivotal vehicle in the new electric range.

Having just been launched locally, the seventh generation Multivan PHEV will also be available for customers to book a test drive in-store at Westfield, or at any Volkswagen dealership.

"The atmosphere at Westfield will be



GREG LEET

electric as our customers get the first glimpse at the future of motoring," says Volkswagen Commercial Vehicles' general manager **Kevin Richards**.

"We're excited to share the significant step Volkswagen is taking on this very important sustainability journey. It's arguably the most comprehensive green range in New Zealand with something for everyone; big, little, work or pleasure.

"These two vehicles are just the beginning," Richards says.

He says Volkswagen's electric and plug-in hybrid vehicles' benefits include lower running costs and higher performance across the range.

Pricing and further product specification will be announced later in the year.

2022 SUZUKI SWIFT HYBRID GLX

Price: \$27,990 (less \$3160 Clean Car Discount rebate)

Engine: 1197cc four-cylinder petrol with integrated starter generator (ISG)

Power: 61kW @ 6000rpm

Torque: 107Nm @ 2800rpm

Transmission: CVT Auto

Economy: 4.1litres/100km

Tyres: 185/65/R16

Towing: N/A

Cargo volume: 265 litres / 579 litres



ECO-FOCUSED SWIFT PERFECT FOR FLEET

WORDS & PICTURES:
ROBERT BARRY

When Suzuki New Zealand introduced the Swift Hybrid in July 2020, the Whanganui-based distributor said it believed the mild hybrid hatch would account for more than 30% of sales or around 750 units a year.

It was touted then as New Zealand's cheapest new hybrid, undercutting the Toyota Yaris Hybrid by a considerable margin.

Suzuki's automotive marketing general manager **Gary Collins** reckoned that 50% of mild hybrid Swift sales would go to fleet buyers while non-hybrid versions sold to private buyers, female owners, and younger people.

Collins said Suzuki NZ had little experience of marketing hybrids, saying it was unknown territory, and that the estimate of 750 units was conservative.

But he admitted the brand had underestimated the initial interest shown in the cars.

Fast forward to April 2022 and the Government's Clean Car Discount (CCD) programme puts Suzuki in the

enviable position of being able to offer five Swift models that qualify for a rebate, with the GLX and Limited grade hybrids attracting a \$3160.52 discount.

Given the Swift Hybrid GLX retails from \$27,990, and the Swift Hybrid Limited from \$29,990, and both models offer quoted combined fuel consumption of 4.1 litres/100km, the Suzuki makes a compelling proposition for a fleet seeking value and a reduced carbon footprint.

By comparison the \$23,990 Swift 1.2-litre GL auto (CCD Rebate \$2335) has a fuel consumption figure of 4.6 litres/100km and the \$28,500 Swift 1.0-litre RS Turbo (CCD Rebate \$1820) has a fuel consumption figure of 5.1l/100km.

THE TECH

Under the bonnet the Swift Hybrid's unique Dual Jet 1.2-litre four-cylinder petrol engine develops 61kW of power and 107Nm of peak torque.

The Dual Jet is a completely different unit to the 66kW/120Nm 1.2-litre found in the Swift GL and requires a

minimum of 95 Octane petrol.

The petrol engine is matched with an integrated starter generator (ISG), instead of an alternator, further combined with a 10Ah lithium ion battery which weighs 25kg and is mounted under the front passenger seat.

Partnered with the petrol engine the ISG and the 10Ah Li-ion battery pack add a further 50Nm of torque at lower driving speed which smooths out performance and improves fuel efficiency.

Suzuki says the mild hybrid system reduces CO2 emissions to 84g/km, hence the hefty current CCD rebate.

THE SPEC

Mild hybrid Swifts are built in Japan to European specifications and came to New Zealand market when the CVT automatic gearbox became available. Previously it had been manual only.

Further European specification peculiarities of the Swift Hybrid include wind up rear windows, and the indicator stalk is on the "wrong" side of the steering wheel.

Continued on the next page

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The car's Bosch infotainment system is geared for European mapping so NZ cars don't get satellite navigation as a standard fit.

However, the 7.5-inch touch screen system is compatible with Apple CarPlay and Android Auto, so drivers can plug in their own choice of mapping apps through their cellphones.

The air conditioning is controlled manually, but that aside the levels of equipment in the GLX are fairly generous for a sub \$30k car.

SAFETY

The GLX's safety equipment includes a reversing camera, radar brake support, adaptive cruise control, LED daytime running lights, seven airbags, tyre pressure monitoring system, hill hold control, and heated exterior mirrors.

The additional \$2000 for the Limited adds lane departure warning and prevention, exterior mirror blind spot indicators, rear parking sensors, and rear cross traffic alert.

Both Swift Hybrids have a Euro NCAP five-star safety rating.

THE DRIVE

Because the Swift is a mild hybrid and can't run purely on battery power it feels like a more cohesive drive than a regular petrol-electric hybrids which often shunt from one mode to another.



Driven gently in the urban jungle the hybrid powerplant feels quite smooth and strong, but when more performance is required, the lack of engine grunt further up the rev range starts to show and the CVT auto sounds frenetic. Show it a steep grade and it gets quite noisy in the cabin.

But that's the trade-off for a fuel-efficient vehicle that can cover 976km on a tank of fuel, as opposed to the Swift 1.2 GL Auto (833km) and the Swift 1.0 RS Auto (784km).

Thankfully the other virtues of the Swift remain in the Hybrid versions. They're nimble, characterful, practical, comfortable, functional, but just not overly endowed with power.

Its compact dimensions make parking easy and finding space in congested traffic. It offers very good handling and road holding, responsive steering and braking and it's a very friendly car to



live with day to day.

OUR VIEW

It's the perfect pool fleet car for multiple drivers. The Swift is somewhat of a Tardis, with a compact footprint that hides a surprisingly spacious interior which is comfortable for a wide variety of people.

As fuel prices continue to rise, we can see the Swift Hybrid becoming the fleet car of choice for high mileage urban operations.

You often see Swifts driven by courier drivers, security guards, and parking enforcement officers, but we believe it has much to offer to fleets used by health boards, district nursing services, local councils and government departments.

The cheaper running costs and the generous CCD rebate will be attractive to fleets which must be accountable for every dollar spent.



SKODA OCTAVIA RS IV

Price: \$72,990

Engine: 1.4-litre four-cylinder plug-in hybrid

Battery: 13kWh

Transmission: six-speed twin-clutch

Power: 180kW

Torque: 400Nm

Economy: 1.6 litres/100km

Emissions: 37 grams/km

Weight: 1695kg



OCTAVIA RS IV SHOWCASES ELECTRIFIED PERFORMANCE

Being drafted by the NZ Police as its top choice of vehicle has thrust Skoda into a raft of fleet conversations that the Czech manufacturer might not have been part of previously.

Simultaneously compounding this is a fresh thirst for low-emissions options.

Although most of the focus is on fully electric cars, plug-in hybrids have begun carving out a niche among clients wanting potentially EV-rivalling emissions and cost-to-run values, but who want to dodge the range anxiety boogiemer.

Volkswagen Group-owned Skoda has gone quickly from offering no electrified models, to offering plug-in hybrid Octavias and Superbs.

A fully electric option is just around the corner, too, with the first factory-owned Enyaq iV EVs arriving in the country.

Our test car, the Octavia iV, is Skoda's most affordable electrified model.

THE NUMBERS

The Octavia PHEV comes in two

flavours: the entry-level \$65,990 Style and the performance orientated \$72,990 RS that's pictured.

There's no sedan option, with the Octavia iV exclusively sold in New Zealand as a wagon.

Relative to the pure combustion versions, the Octavia's iV models come at a premium of \$16,000 and \$14,000, respectively.

The Government's Clean Car rebate takes a handy \$5750 bite out of each price, effectively meaning the Octavia iV can be yours for as little as \$60k.

The Style iV's 1.4-litre engine produces 150kW/350Nm, a generous 40kW/100Nm more than the standard variant.

Making use of the same electrified 1.4-litre base, the RS iV sends 180kW/400Nm to the front wheels, equalling the ordinary RS for power but bettering it for torque by 30Nm.

It uses a 13kWh lithium-ion battery, with Skoda quoting an electric range of up to 60km per charge.

That's more than enough for most

Kiwis to drive to and from work, charging overnight, without using a drop of ever so expensive petrol.

In real-world driving, we estimated range is likely to settle around 45km. That's still a competitive figure, in spite of being short of the brand's claims.

INSIDE

Though Skoda is widely considered one of Volkswagen Group's entry level marques, the opinion is becoming betrayed increasingly by the improving quality of its interiors.

Each panel of the Octavia's minimalist, handsome cockpit feels solidly bolted together.

It's loaded with neat touches, helping to shed further Skoda's reputation for the utilitarian.

The metallic scroll-wheels on the steering wheel, the contrast stitching, the suede panelling - the little things add up, giving the Octavia a proper premium feel.

Room is generous. The Octavia's vast wheelbase means the second row can accommodate two adults easily, three

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at a pinch.

The wagon proportions result in a sizeable 490 litre boot with a gaping square opening and electric tailgate.

The central hub of the Skoda's cabin is its 10-inch touchscreen and 10.25-inch digital cluster, standard across both grades.

The former incorporates wireless Android Auto and Apple CarPlay. In our experience it was straightforward to configure, and markedly less buggy than similar tech in other Volkswagen products.

The Skoda also bypasses Volkswagen's recent push for haptic feedback, touch sensitive buttons on its steering wheels and climate controls. Instead the Skoda uses tried and true buttons, and is all the better for it.

Differences inside between the Style and RS are surprisingly few in terms of spec.

The RS swaps a silver dash trim for carbon-look, adding red stitching and bucket seats.

Both get wireless smartphone charging, dual-zone climate control, a heated steering wheel, and oodles more.

And yes, Skoda still throws in a helpful umbrella, mounted in a cavity of the driver's door.

THE DRIVE

Our time with the RS included taking it out of Auckland on a lengthy road trip. Not exactly the ideal backdrop to test a plug-in hybrid's electrified smarts, but a good start when it comes to rating the Octavia RS's sporting capabilities.

The RS is effectively the Volkswagen Golf GTI's cousin. It's built on the same



platform, and features similarly sporty chassis tuning. The powertrain may differ slightly in the RS iV, but it puts down power with similar enthusiastic aplomb.

Although it has more torque than the standard RS, it's also more than 100kg heavier.

As such it's a smidge slower to 100km/h, surpassing the mark in 7.0 seconds. Without driving the two models back-to-back, the iV's theoretical performance deficits are difficult to discern.

It still feels eager thanks to its willingness to explore the redline and the six-speed dual clutch's slick shifts.

It's perhaps not as sharp as the GTI and other hot hatches because of its weight, but people seeking the practicality aspect are unlikely to care.

Safety

The Octavia iV comes packed with safety kit. New Zealand's models are well spec'd, with both the Style and RS getting autonomous emergency

braking with pedestrian and cyclist detection, lane assist, adaptive cruise control, parking sensors front and rear. It has a five-star Euro NCAP safety rating.

The RS gets a couple of interesting add-ons to its safety spec. One is its variable sports steering system, and the other is a front centre interaction airbag.

In a crash this inflates to mitigate the chance of a head knock between front occupants.

OUR VIEW

The Octavia iV is a successful exercise in having your cake and eating it too.

Though there might be more pointed performance cars and there might be more practical SUVs in this price range, few wed the concepts of agility and space as effectively.

Throw in the model's plug-in hybrid aspects and electric range, and you get a proper Jekyll and Hyde vehicle worthy of more than just a second look.



MID-RANGE GSX MOST POPULAR MAZDA CX-5

WORDS & PICTURES:
ROBERT BARRY

Since the first generation CX-5 arrived in 2012, Mazda New Zealand has retailed more than 27,225 of the compact crossovers.

The CX-5 accounts for 30% of Mazda NZ's annual sales. Of those, 55% are to private customers with the remaining 45% going to business buyers in larger fleets and small medium enterprises.

Globally, the CX-5 has been Mazda's best-selling vehicle since 2014 and more than 3.5 million have been delivered worldwide.

Mazda NZ says that the GSX 2.5-litre all-wheel drive, tested here, is its largest seller, accounting for more than 30% of overall CX-5 volume.

A diesel option is off the table unless there is sudden and increased demand for it. Mazda NZ managing director **David Hodge** says that previously, one in nine CX-5 sales was a diesel and went primarily to one fleet customer.

THE RANGE

Mazda refreshed its CX-5 NZ range in April, adding three new variants, the

Activ, SP25T and Takami, to the familiar GLX, GSX, and Limited.

There's a choice of three petrol engines, a naturally aspirated 2.0-litre four-cylinder (GLX, GSX), a naturally aspirated 2.5-litre (GSX, Limited, Activ), and a turbocharged 2.5-litre four-cylinder (SP25T, Takami).

A six-speed automatic gearbox is standard on all cars, and all-wheel drive is standard on 2.5-litre models.

The Activ targets outdoor adventurers with its weatherproof, reversible load

Continued on the next page



2022 MAZDA CX-5 GSX 2.5 AWD

Price: \$47,990

Engine: 2488cc four-cylinder DOHC

Power: 140kW

Torque: 252Nm

Transmission: six-speed automatic

Economy: 8.2 litres/100km

Emissions: 191 grams/km

Tyres: 225/65 R17

Towing capacity: 750kg (non-braked)/1800kg (braked)

Cargo volume: 455 litres/ 1355 litres

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space floorboard, the SP25T targets more dynamic drivers with its sports performance, and the high-end Takami offers a premium feel with its Nappa leather upholstery and Maple Wood trim.

The Takami and Active have a new Off-road mode through the Mazda MI-Drive system for greater traction on mud, grass, and snow.

All new 2022 CX-5 models sit in the neutral zone of the Clean Car Standard except for the SP25 T and Takami models powered by the 2.5-litre turbo engine.

The CX-5 is covered by the Mazdacare five-year warranty and five-year Mazda On-Call Roadside Assistance with a three-year/100,000km (whichever comes first) scheduled servicing at no extra cost.

Pricing for the CX-5 starts at \$42,290 for the GLX 2WD through to \$64,290 for the Takami.

THE LOOK

For 2022, all CX-5s get a restyled front grille and bumper with a new LED headlight design for a sleeker yet more aggressive stance, and the rear tailgate and rear bumper have been

The interior combines suede upholstery with lime green stitching and air-conditioning louvers.

The SP25T has a distinct blackout design. There's black chrome on the Mazda "wing" badge in the grille and gloss black on the lower bumper sections, wheelarches, door garnishes and door mirrors.

The 19-inch alloy wheels are black metallic, and the grille incorporates red accents. Red stitching trims the black leather seats, steering wheel, gear lever, and door panels.

The top-of-the-range Takami has a one-colour exterior complemented by silver 19-inch alloy wheels. The interior features Nappa leather and genuine woodgrain.

A two-piece, reversible load space floorboard and the tailgate sill are on the same level to aid loading or can be lowered for extra cargo space.

There's a new colour Zircon Sand Metallic has been added and there's a \$300 (including GST) surcharge for Soul Red Crystal and the Machine Grey Metallic paint.

INSIDE

The CX-5 GSX 2.5 AWD has a unique blend of suede and leatherette upholstery complemented by a lighter beige headlining.

The multi-adjustable seats are very supportive and the GSX's updated interior has more of premium feel. All 2022 models have reversing cameras and the evolved infotainment system includes Apple CarPlay and Android Auto cell phone connectivity.

Mazda's simple to operate MZD infotainment system remains, complete with a knob on the console to control the audio volume, something that's becoming rare in modern cars.

The cabin is comfortable and spacious for up to five people, and the wide opening doors enable easy of entry and exit.

SAFETY

The 2022 CX-5 benefits from a new cruise and traffic support (CTS) function that helps reduce driver

fatigue by assisting the accelerator, brake pedal and steering in heavy traffic.

CTS adjusts vehicle speed to maintain a constant distance to the vehicle ahead. At speeds up to 55km/h, CTS adds steering assistance to keep the vehicle in its lane when rounding bends.

Standard across the CX-5 range, Smart City Brake Support (SCBS) uses a forward camera to detect vehicles and pedestrians ahead, both by day and at night.

The system stops or reduces the speed of the car when there's a risk of collision with the vehicle or pedestrian ahead.

Other driver-supporting technologies included as standard across the range include lane-keep assist system, blind spot monitoring with rear cross traffic alert, and Mazda radar cruise control (MRCC).

THE DRIVE

Though the 2.5-litre naturally aspirated engine of the GSX may not have the get up and go of the turbocharged unit in the 2.5SPT and Takami, it's more than sprightly and responsive enough for fleet use. And it doesn't attract the clean car fee of its turbocharged siblings.

The Japanese concept of Kaizen (continuous improvement) shows in the GSX with a quieter cabin, a more comfortable ride, and a more direct steering response.

The improvements are evolutionary including the adoption of G-Vectoring Control-Plus (GVC-Plus) which plants the car more firmly to the road.

The CX-5 has always been considered one of the more enjoyable cars to drive in the small SUV segment.

And in spite of, or probably because of, its standard 17-inch wheel and tyre combination, is the pick of the range for its all-round comfort and capability without feeling noisy or harsh across some of New Zealand's challenging road surfaces.

OUR VIEW

The small SUV market is one of the most competitive in New Zealand, where the Mazda CX-5 faces competition from new entrants like the Ford Escape, Kia Sportage and Hyundai Tucson, and later this year the all-new Nissan X-Trail.

However, thanks to Kaizen the CX-5 remains not only very competent but also very desirable.

Its blend of quality engineering, functional aesthetics plus fun-to-drive character will continue to tick the boxes for many fleet buyers.



squared off with a larger tailpipe and a new taillight design.

Complementing the new design, the driving dynamics and ride quality of the 2022 CX-5 have evolved with updates to the seats, body, and suspension carried across from other Mazda models.

The new Activ grade features a silver underguard style treatment to the front and rear bumpers and door garnishes, black door mirrors, lime green accents to the front grille and 19-inch black machine-cut alloy wheels.

ROOMY CIVIC SPORT PUNCHY YET PRACTICAL

WORDS & PICTURES:
MATTHEW HANSEN

The Honda Civic has undergone quite the transformation.

For starters, it's huge now. At 4650mm long it's 200mm longer than the original Accord, and more than a metre longer than the original Civic of 50 years ago.

It's also upmarket. Honda New Zealand made the brave call to sell the Civic only in its highly specified Sport designation (at least until the Type R comes, and perhaps any hybrid models).

The result is that the once humble Civic is now \$47,000 plus on-road costs. Is it worth it?

THE NUMBERS

Let's briefly try to put that number into

context. Among the Civic's traditional rivals, it's a tough sell.

The most expensive fleet favourite Corolla hatch, the ZR Hybrid, is much cheaper at \$41,990. The Toyota is cheaper than that too, since it's eligible for a \$3,882 Clean Car rebate (the Civic is rebate neutral).

The Civic is also beaten on price by the Kia Cerato, undercut by the surprisingly quick \$42,990 Cerato GT warm hatch.

The Skoda Scala is another tempting alternative, with the flagship Style priced from \$41,990.

Where Honda probably sees the Civic playing is among the more premium end of the segment. And there, the

price begins to make sense.

It's priced just under the \$48,990 Volkswagen Golf TSI, and under the \$49,590 Mazda3 Limited.

For your money you get a 1.5-litre turbocharged four-cylinder petrol motor producing 131kW/240Nm, with a CVT sending that thrust to the front wheels.

Honda quotes an economy of 6.3 litres/100km, although we saw figures around the high 8.0 l/100km mark.

INSIDE

Historically, Honda interiors have been a mixed bag. Typically, they excel at packaging management, offering huge amounts of space, but in recent times they've felt lacking in technology.

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HONDA CIVIC SPORT

Price: \$47,000

Engine: 1.5-litre four-cylinder turbo

Transmission: CVT

Power: 131kW

Torque: 240Nm

Economy: 6.3 litres/100km

Emissions: 148 grams/km

Weight: 1369kg



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However, the brand is in the midst of a resurgence with its next wave of updated models. The new Jazz is excellent inside, and this Civic is even better.

With its mixture of materials and finish, combined with a much-improved digital interface, it could be argued that the new Civic's interior sets a new benchmark for this segment.

The switchgear feels weighted and considered, touch points are either supple or chunky metal.

Then there's the way it looks. The bold air vent that spans the width of the dashboard is metal and does a better job than some of the premium cars it evokes in terms of making this a worthwhile place to be.

The piano black bezel underneath it is angled perfectly to reflect what's above the windscreen without dazzling the driver.

Admittedly, the nine-inch touchscreen and the software within aren't cutting edge but are streets ahead of what came before it and better than you'll find in a Corolla or Golf.

Menus are presented well, resolution is high. It gets wireless Apple CarPlay and Android



the amount of space taken up by the car's mechanicals.

The Civic has always been at the pointy end for things like legroom, but the latest iteration takes this to another level.

It's particularly true in the back. I can sit comfortably in the back seat without adjusting the driver's seat position – a rare treat.

THE DRIVE

Speaking of the driver's seat, it's perfectly positioned. This is typically a sign of a car that's built with spirited driving in mind, and that's mostly true of the Civic.

Limited body roll, pin-sharp steering, and a wonderful sense of balance are the Civic's key attributes when challenged on a winding backroad.

Honda has done a solid job of tuning the model's platform, in preparation for the forthcoming Type R.

The 1.5 motor is a solid character, too. Its outputs come

rather close to the power and torque of the much larger 2.5-litre in the Mazda3, and thoroughly outguns the Corolla's 90kW/142Nm.

It's surprisingly smooth and refined for a tightly wound turbo four, delivering commendable acceleration when requested and being very quiet around town. The latter is assisted by Honda's sound insulation.

Inevitably, the CVT takes away some of the Civic's charm and capability. But really this is only a concern for drivers wanting to take the hatchback's Sport nameplate to its limits.

It's improved relative to the last Civic's CVT, including more accurate mimicked shifting.

SAFETY

Honda has always prided itself on its Sensing safety technology suite, and it gets a boost in the new Civic. Honda has fitted it with a new camera, while improving its ability to discern lines in the road.

Lane keep assist, adaptive cruise with low-speed following, traffic jam assist, forward collision warning, road departure mitigation control, and automatic headlights are standard.

The updated Civic has yet to be tested by Euro NCAP or ANCAP. But based on its equipment list and the nameplate's solid safety reputation, a strong rating should be expected.

OUR VIEW

The Civic's pricing will undoubtedly turn off some people, particularly given the current lack of a hybrid powertrain. But, it makes much more sense once you step into its fabulous cockpit and sample it in person.

The Civic feels more sophisticated inside than almost all its peers, drives commendably, and has wanton amounts of room.

In a way, it feels like a more appropriate recipient for the Volkswagen Golf's all-rounder legacy than the latest Mk8 Golf.

And compliments don't get much better than that.

Auto, too, as well as a Bose sound system.

Open the big liftback and you get 404 litres of boot space, with an added 45 litres concealed under the floor. The opening is big and low, making it feel like a mini-SUV of sorts.

It doesn't eat into rear legroom, thankfully. When designing the new Civic, Honda worked to ensure maximum space inside by minimising



2022 FORD ESCAPE ST-LINE X PHEV

Price: \$66,990

Engine: 2.5-litre Atkinson Cycle four-cylinder petrol with plug-in battery pack and electric motor

Power: 167kW combined

Torque: N/a

Transmission: e-CVT

Economy: 1.5 litres/100km

Emissions: 33 grams/km

Tyres: 225/55/R19

Towing: 1200kg

Cargo volume: 517 litres



ESCAPE FROM THE ORDINARY

WORDS & PICTURES:
ROBERT BARRY

Like many, the local launch of the plug-in hybrid version of the Ford Escape was delayed by demand exceeding supply in European markets and the supply chain interruption caused by the pandemic.

The non-hybrid models of the all-new Escape arrived in the third quarter of 2020 but it wasn't till mid-2021 that Ford New Zealand managed to secure nine Escape PHEVs as dealer demonstrators. They were to be followed by the first shipment of 30 vehicles.

The Escape PHEV, and particularly the ST-Line X as reviewed here, is loaded with technology including FordConnect which allows the driver to interact with the vehicle through a Smartphone.

Such mundane tasks as locking and unlocking the vehicle, setting a timer for charging, and preheating the vehicle before setting off in the morning can all be done using the system.

THE RANGE

The entry-level Escape PHEV retails from \$60,990 plus on road costs and the upscale Escape ST-Line X PHEV starts from \$66,990. Both qualify for the Clean Car Discount rebate of

\$5750 for plug-in hybrids.

Unlike its nearest mass-market competitor, the Mitsubishi Outlander PHEV which is a seven-seat all-wheel drive, the Ford Escape PHEV is a front-wheel drive five-seater.

THE TECH

Both Escape PHEVs have a pure electric driving range of up to 59km and charging time ranges from two hours on a commercial type-2 AC charger to six hours from a domestic 230-volt 10-amp power supply.

With gentle driving and slow charging, we managed to increase the pure EV range of the test ST-Line X to 64km.

Ford's power-split architecture combines a 2.5-litre four-cylinder Atkinson-cycle petrol engine, an electric motor, and a generator with a 14.4kWh lithium-ion battery.

They produce a combined 167kW of power transferred to the road through an electrically controlled continuous variable transmission (e-CVT).

The 14.4kWh battery can be charged using a passenger-side front guard mounted charging port and it's replenished automatically on the move using regenerative charging technology that captures the kinetic

energy normally lost during braking.

Drivers can choose when and how to deploy battery power using four different modes: EV Auto, EV Now, EV Later, and EV Charge.

Most of our review drives were fairly short trips and were carried out in EV Auto mode which allows the car to use the most efficient mix of hybrid or pure EV running.

When the vehicle is in EV Now mode, and the battery reaches its lowest state-of-charge, the Escape PHEV will revert automatically to EV Auto mode, supplementing the petrol engine power with electric motor assistance.

SAFETY

Ford strove to be one of the first mass production manufacturers to fit intelligent safety features to its passenger and light commercial vehicles, earning praise from New Car Assessment Programmes around the globe, including ANCAP Safety.

Standard safety features in the Escapes include: autonomous emergency braking with pedestrian detection, evasive steering assist, forward collision warning, traffic sign recognition, and blind spot detection (BLIS). There's also lane departure

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warning, lane keep assist, driver impairment monitor, tyre pressure monitor, emergency assistance, and cruise control with adjustable speed limiter.

The Escape has a five-star ANCAP safety rating. ANCAP's technical report scored the Escape favourably across adult occupant protection, child occupant protection, vulnerable road user protection, and safety assist.

It achieved 82% for the protection of vulnerable road users. The Escape also scored well against 2019 criteria with scores of 92% for adult occupant protection, 89% for child occupant protection, and 77% for safety assist.

The Escape's autonomous emergency braking (AEB) with pedestrian detection system, achieved close to full marks.

INSIDE

The ST-Line X is appointed very generously for the \$6000 increase on the entry model, offering plush upholstery, climate air, electric moonroof, powered hands-free tailgate, and Bang & Olufsen audio system.

It also has wireless charging, auto park-assist, tyre pressure monitoring, and a Thatcham alarm.

Power adjustment is only available on the driver's seat. The passenger seat is adjusted manually but both offer seat heating.

The panoramic glass moonroof has a wide-opening aperture for plenty of sunshine and fresh air.



The Escape PHEV has slightly less space in the boot than its ICE brethren because of the battery pack, but most people will be hard pressed to tell the difference, as it still offers more than enough space for luggage.

Towing capacity is 1200kg braked which is more than enough for a camping or boat trailer.

Another interesting upgrade to the ST-Line X from the Escape PHEV is the addition of sports suspension and 19-inch alloy rims.

Though it's nice to have the latter's sharp steering and handling, it feels a bit superfluous in a vehicle that's been designed to maximise fuel efficiency and minimise emissions.

And the alloy wheel/low profile tyre combination amplifies corrugations in the road and tyre noise on chip sealed roads.

OUR VIEW

The Escape ST-Line X PHEV will tick a lot of boxes for many buyers with its blend of luxury, quiet performance and the ability to charge overnight at home or at the office from a three-pin plug.

With ever increasing fossil fuel costs the ability to use a cheaper energy alternative, preferably renewable, is becoming more attractive to the fleet buyer.

It will be an escape from the ordinary for many regular SUV buyers, offering a vehicle that's capable of being fully electric for the daily work commute thanks to its EV range of around 60km and then for longer weekend journeys it has the back-up of the 2.5-litre petrol engine.

Not everyone is ready for a fully electric vehicle as a daily driver, but a PHEV like the Escape offers an interim solution in a relatively affordable package.

NEW VEHICLE SALES BY BUYER TYPE
MAY 2022

	MONTH	YTD
PASSENGER - BUSINESS		
TOYOTA RAV4	264	962
MITSUBISHI OUTLANDER	213	1323
TOYOTA COROLLA	162	402
MITSUBISHI ASX	147	273
MAZDA CX-5	143	646
MITSUBISHI ECLIPSE CROSS	114	422
KIA STONIC	105	171
TOYOTA HIGHLANDER	93	263
KIA SPORTAGE	91	329
FORD PUMA	79	120
SUBARU OUTBACK	74	215
KIA NIRO	64	209
HYUNDAI IONIQ	60	128
SUZUKI SWIFT	60	376
TOYOTA LAND CRUISER PRADO	59	140
FORD EVEREST	56	385
KIA SELTOS	54	144
KIA SORENTO	53	157
HYUNDAI KONA	48	383
MG ZS	42	258
OTHER	1665	10774
TOTAL	3646	18080
PASSENGER - GOVERNMENT		
SKODA SUPERB	58	238
HYUNDAI KONA	43	128
HYUNDAI IONIQ	41	224
SUZUKI SWIFT	36	136
SKODA KODIAQ	15	15
OTHER	96	760
TOTAL	289	1501
PASSENGER - RENTAL		
TOYOTA RAV4	419	650
MITSUBISHI OUTLANDER	286	623
KIA STONIC	243	592
KIA SORENTO	86	103
HYUNDAI IONIQ	80	172

NEW VEHICLE SALES BY BUYER TYPE
MAY 2022

	MONTH	YTD
OTHER	366	1062
TOTAL	1480	3202
LIGHT COMMERCIAL - BUSINESS		
TOYOTA HILUX	689	2974
FORD RANGER	324	3439
TOYOTA HIACE	156	684
NISSAN NAVARA	97	840
MITSUBISHI EXPRESS	48	191
ISUZU D-MAX	45	956
MITSUBISHI TRITON	42	2732
HYUNDAI STARIA LOAD	22	216
FORD TRANSIT	19	127
RAM 1500	16	126
CHEVROLET SILVERADO 1500	14	30
MERCEDES-BENZ SPRINTER	14	101
TOYOTA LANDCRUISER	14	94
VOLKSWAGEN AMAROK	13	65
GREAT WALL GWM CANNON	12	285
VOLKSWAGEN T6	11	57
LDV G10	10	261
SSANGYONG RHINO	10	104
PEUGEOT EXPERT	9	39
LDV DELIVER 9	8	281
OTHER	47	1204
TOTAL	1620	14806
LIGHT COMMERCIAL - GOVERNMENT		
MITSUBISHI TRITON	34	444
TOYOTA HILUX	20	116
TOYOTA HIACE	15	61
FORD RANGER	11	173
HYUNDAI STARIA LOAD	6	28
OTHER	6	64
TOTAL	92	886
LIGHT COMMERCIAL - RENTAL		
MITSUBISHI TRITON	35	138
TOYOTA HILUX	34	98
TOYOTA HIACE	16	33
FORD RANGER	3	29
MERCEDES-BENZ SPRINTER	1	73
OTHER	0	105
TOTAL	89	476

PRICELIST		
MODEL	ENGINE	PRICE
AUDI <i>For more information on Audi's fleet offerings visit www.audi.co.nz 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
ALFA ROMEO <i>For more information on Alfa Romeo's fleet offerings visit alfaromeo.co.nz 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
BMW <i>For more information on BMW's fleet offerings visit www.bmw.co.nz 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
CITROEN <i>For more information on Citroen's fleet offerings visit www.citroen.co.nz 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
FORD <i>For more information on Ford's fleet offerings visit www.ford.co.nz 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
FIAT <i>For more information on Fiat's fleet offerings visit www.fiat.co.nz 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
GMSV <i>For more information on GMSV's fleet offerings visit www.gmspecialtyvehicles.com 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
HYUNDAI <i>For more information on Hyundai's fleet offerings visit www.hyundai.co.nz 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
ISUZU For more information on Isuzu's fleet offerings visit www.isuzu.co.nz to find your local Isuzu Dealer and their Fleet Specialist will be able to assist you further.		
MU-X SUV	MU-X LS-T 4WD Auto-matic	\$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
JEEP For more information on Jeep's fleet offerings visit jeep.co.nz to find your local Jeep Dealer and their Fleet Specialist will be able to assist you further.		
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
KIA For more information on Kia's fleet offerings visit kia.co.nz to find your local Kia Dealer and their Fleet Specialist will be able to assist you further.		
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
MG For more information on MG's fleet offerings visit mgmotor.co.nz to find your local MG Dealer and their Fleet Specialist will be able to assist you further.		
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
MAZDA For more information on Mazda's fleet offerings visit https://www.mazda.co.nz/find-a-dealer/ 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
MITSUBISHI For more information on Mitsubishi's fleet offerings visit www.mmnz.co.nz 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 CHAS-SIS AUTO	2.4L D4 MIVEC Inter-cooled turbo diesel	\$33,990.00
2WD GLX DIESEL DOUBLE CAB AUTO	2.4L D4 MIVEC Inter-cooled 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
NISSAN		
<i>For more information on Nissan's fleet offerings visit www.nissan.co.nz 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
PEUGEOT		
<i>For more information on Peugeot's fleet offerings visit www.peugeot-newzealand.co.nz 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
208 SUV Active	1.2L PureTech 130 EAT6	\$34,990.00
208 SUV Allure	1.2L PureTech 130 EAT6	\$40,990.00
208 GT	1.2L PureTech 155 EAT8	\$46,990.00
208 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
RAM		
<i>For more information on RAM's fleet offerings visit www.ramtrucks.co.nz 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	
RENAULT <i>For more information on Renault's fleet offerings visit www.renault.co.nz 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
SKODA <i>For more information on Skoda's fleet offerings visit www.skoda.co.nz 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
SUZUKI <i>For more information on Suzuki's fleet offerings visit www.suzuki.co.nz or contact fleet sales manager Simon Terry at simon.terry@suzuki.co.nz or call 029 487 7273</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
TOYOTA <i>For more information on Toyota's fleet offerings visit www.toyota.co.nz or contact fleet sales manager Brandon Ramsell at 027 263 7809.</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
VOLVO For more information on Volvo's fleet offerings visit www.volvocars.com / www.volvotrucks.com or contact the general manager Ben Montgomery at ben.montgomery@volvocarsnz.co.nz		
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
VOLKSWAGEN COMMERCIAL For more information on Volkswagen's fleet offerings visit www.volkswagen.co.nz or contact national fleet sales manager Mark Wadman at mwadman@volkswagen.co.nz / 021 618 654		
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
VOLKSWAGEN PASSENGER For more information on Volkswagen's fleet offerings visit www.volkswagen.co.nz or contact national fleet sales manager James Dobbie at jdobbie@volkswagen.co.nz / 021 701 468		
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