

# fleettalk

NEWS, ANALYSIS AND INSIGHT FOR THE FLEET INDUSTRY

SEPTEMBER 2022

CO.NZ

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FLEET

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# THE LONG AND THE SHORT OF IT,



ROBERT BARRY  
EDITOR

## Hello there,

After many years of relative stability, it was inevitable given the pandemic disruption of the last two-and-a-half years and now the war between Russia and the Ukraine, that new vehicle prices would start rising.

**A weakened Kiwi dollar against the yen, the euro, and the US greenback hasn't helped, in spite of the vehicle distributors' best efforts to hedge against that and buy forward currency.**

Several new vehicle brands say their recommended retail prices will increase on October 1, and more are likely to follow in the first quarter of 2023.

**The costs of materials, production, shipping and distribution have risen in the past 12 month, but forthcoming regulations from the New Zealand Government in the form of the Clean Car Standard (CCS) on January 1, 2023, will cause further price increases.**

The reality is that like GST and FBT, the CCS has become yet another cost of doing business for fleets who require tool-of-trade utes and vans powered by petrol or diesel engines.

Extra electrified light commercial vehicles are on their way, but not all will be fit for all fleet purposes, and price parity between internal combustion engine (ICE) vehicles and EVs is still a way off, even with available subsidy.

However, there are plenty of vehicles that will offer a Clean Car subsidy or are Clean Car neutral are appropriate for fleets.

Prudent fleet operators should be looking at replacement vehicles at least 12 if not 18 months out, checking the available option, and placing a forward order.

It also pays not to put all your eggs in one brand's basket. Too often fleets have bought cars on the strength of a relationship, or because they thought they got a better deal by just dealing with one car brand, and getting a volume discount.

**Well, the juicy fleet discounts as we knew them once are long gone, even for NZ's highest volume brand.**

Every fleet car should be considered on its whole of life costs, fitness for purpose, safety rating, operating comfort, and strength of residual value, not the badge on the bootlid.

On a positive note, because of the restricted availability of new cars in the past 24 months the residuals of secondhand NZ-new vehicles strengthened considerably, especially 4x2 and 4x4 utes. That's great news for commercial fleets which turn over large volumes of them.

**I keep a watching brief on some used vehicle yards around Auckland which trade in light commercials and some of them are asking big money for tired old rope.**

But they're getting it from buyers who need a work vehicle desperately.

That's the long and the short of it,  
Enjoy your reading this month.

Robert Barry  
EDITOR



# SCANIA FINANCE ON TRACK FOR FURTHER GROWTH

Since its launch in 2020 Scania Finance has written up loan agreements for more than 300 new trucks and trailers in New Zealand.

Australia and New Zealand Scania Finance director **Wayne Thomason** says that represents a significant percentage of Scania customers who have used the service in the last two years.

**"We're on track to finance far more than this number within the next 12 months, as more customers take the opportunity to obtain solution finance packaging," Thomason says.**

A key point of difference is Scania Finance provides customers with confidence that the approved financing will still be in place, subject to minor re-checks, when the vehicle is ready for delivery, he says.

That's a major consideration given current industry-wide long lead-in ordering times and supply-chain challenges.

It was a point not lost on **Craig Booth** of Palmerston North's Booth's Transport when ordering several Scania's in recent months.

"Being able to arrange financing within the Scania operating system undoubtedly made the entire process of ordering and right through to delivery, significantly easier and more efficient," Booth says.

**"Scania Finance spent considerable time understanding our business and growth plans. That gave us a lot of peace of mind knowing they really understood our financing requirements and had designed a bespoke package that we were very happy with."**

Thomason says the business model is much more than just offering finance and insurance on a truck. It's about providing total solutions to customers, helping to unlock their business' potential, and being a trusted adviser.

"As Scania's market share and business continues to grow across New Zealand, this tailored financing



and insurance opportunity felt like an obvious extension of our service.

**"The core appeal of Scania's insurance offer is uptime. Ensuring that vehicles are back on the road as soon as possible after an accident, as well as loss prevention services to avoid an accident in the first place.**

"It all helps safeguard the owner's business and revenues."

Thomason says Scania focused, too, on supporting its number one market share for heavy-duty trucks in New Zealand by investing directly in its finance sales team, creating nation-wide business development manager roles.

**"Having this talented team on the ground working directly with our customers to help fund and insure their new Scania, and in most cases the trailer that runs with that vehicle, has proven to be one of the most valuable benefits of the entire Scania Finance model, particularly for our clients," he says.**

## fleettalk



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## FOUNDATION SPONSOR





# GILTRAP FLEET EMBRACES A SUSTAINABLE FUTURE

**F**or more than 55 years the Giltrap Group's dealerships have been at the forefront of delivering new automotive technology to fleet customers.

**And no more so than now as it embraces different low- and zero-emission vehicles for a sustainable future.**

The privately-held New Zealand family-owned company says it prides itself on being an ethical- and community-minded organisation which prioritises customer satisfaction.

With its retail brand portfolio of more than 18 marques spanning mass market to premium and luxury, the Giltrap Group can use its market scale and expertise to meet the needs of corporate and commercial fleets needing three vehicles to more than 300.

**Marques on offer include Aston Martin, Audi, Bentley, Cupra, Kia, Jaguar, Land Rover, Lamborghini, Lotus, Lexus, Nissan, McLaren, Polestar, Porsche, Seat, Skoda, Volkswagen passenger and commercial vehicles, and Volvo.**

Collectively, the Giltrap Group fleet specialists, led by key account



manager **Malcolm Davison** have more than 200 years of expertise.

The team can provide a full analysis of a client's current pool of vehicles and make recommendations for a safer yet more sustainable future-proofed fleet that's fit for purpose.

The Giltrap Group fleet team can supply passenger cars, SUVs, and light commercial utes and vans as well as luxury and prestige vehicles as one sole supplier, mixing and matching vehicles from the 18 brands to suit a client's requirements.

*Continued on the next page*



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In addition, the group has a full turn-key fleet management service, supplying new vehicles nationally, and can dispose of trade-ins.

**It can also arrange specialist fit-out of light commercials, and offers a full suite of finance, service plans, and 24/7 roadside assistance.**

For fleet owners who might be sceptical about buying zero- or low-emission vehicles such as Hybrid Electric Vehicles (HEV), Battery Electric Vehicles (BEV) or Plug-in Hybrid Electric Vehicles (PHEV), the Group can arrange short-term vehicle subscription packages.

### FLEET ELECTRIFICATION

The New Zealand Government's implementation of the Clean Car Standard and Clean Car Discount has hastened the arrival of zero- and lower-emissions vehicles across many different brands represented by the Giltrap Group.

As 2023 approaches the Giltrap fleet team will be able to offer an ever-growing range of electrified vehicles. The current all-electric Audi e-tron

family (SUV, Sportback, Sportback S, GT) will be joined in 2023 by a Q4 e-tron and an A6 e-tron.

Cupra, the Spanish challenger brand, will introduce its all-new all-electric Born crossover.

Jaguar Land Rover currently offers the fully electric I-Pace SUV and PHEV options across the Jaguar F-Pace and Land Rover Velar ranges.

**Additional electrified vehicles are in the production pipeline as the company moves to a 100% zero-emissions portfolio by 2036.**

Kia offers fleets a wide selection of electrified product including the Niro SUV in HEV, BEV, and PHEV configurations as well as the Sorento SUV in HEV and PHEV, and the growing Kia EV6 line-up which is strictly all-electric.

Currently, all Lexus models have a hybrid option, in addition to the UX300e BEV and the NX450h+ PHEV. The all-new RZ450e BEV is expected to arrive in 2023.

Polestar, the electric performance brand, has been well received by New

Zealand buyers but the Polestar 2 is yet to be joined by its SUV siblings the Polestar 3 and the Polestar 4.

**Skoda currently offers two PHEV wagons, the Octavia iV and the Superb iV, which will be joined by the all-electric Enyag iV in 2023.**

Volkswagen Commercial Vehicles has launched the Multivan 7 PHEV which will be joined soon by the all-electric ID.Buzz and ID.Buzz Cargo in early 2023.

Volkswagen Passenger Cars will launch the Touareg R PHEV in early 2023, followed by the all-electric ID.4 GT SUV and the ID.5 GT SUV.

In mid 2023, Giltrap expects PHEV versions of the Golf 8, Passat and Tiguan to arrive.

Volvo Cars currently offers the XC40 Recharge BEV, XC60 T8 PHEV, and XC90 T8 PHEV. They'll be joined soon by the all-new crossover C40 Recharge BEV.

**No timeline has been announced for the all-new XC90 replacement or the all-new XC60 Recharge.**





## BYD AUCKLAND SIGNS FLEET DEAL WITH EUROPCAR NZ

**B**YD Auckland has supplied Atto 3 battery electric SUVs to Europcar NZ to rent exclusively from its three airport locations.

**Atto 3s are available now for short-, mid- or long-term rental from Europcar's Auckland and Wellington locations and from Christchurch later this month.**

The Chinese EVs are the latest addition to align with Europcar Mobility Group's policy of offering "attractive alternatives to vehicle ownership, in a responsible and sustainable way."

**Europcar's Atto 3s incorporate the larger of BYD's lithium-ion phosphate (LFP) Blade batteries - a 60kWh unit giving range of up to 420km on a single charge.**

Europcar Mobility Group Australia and New Zealand managing director **Benoit Garel** says the company is committed to driving down carbon emissions in all the markets it operates in.

**The arrival of the Atto 3 is a significant step in the group's carbon emission reduction plans.**

"Local charging infrastructure is strengthening and consumer demand for alternative lower-emission vehicles

is increasing," Garel says.

"As a business, we're continuing to evolve on sustainability measures and by introducing more electric and low-emission hybrid vehicles into our fleet, we're helping our customers achieve their own sustainability objectives.

**"New vehicles such as the Atto 3 also provide an opportunity for drivers to experience driving an EV for the first time," he says.**

Prices for monthly rental of the Atto 3 from Europcar are from \$274 per week (incl GST).

Europcar says customers can expect more electric hire options with a variety of EVs expected to join its New Zealand fleet by the end of the year.

**BYD Auckland brand manager Theng Lok says it's the first significant fleet delivery for the Broadway, Newmarket, dealership.**

BYD Auckland is part of The Landseer Group (Andrew Simms), which has had a significant relationship with Europcar NZ for more than 10 years.

Lok says the availability of the Atto 3 for rental through Europcar NZ will complement dealership test drives. At Newmarket, he has four demonstrators which are fully booked for 30-minute

test drives every weekend.

**"The ability to rent an Atto 3 from Europcar NZ will enable potential customers to drive a car for much longer periods," he says.**

BYD New Zealand has hit a major milestone confirming 500 customer registrations in September and has many more presales to fill as shipments continue to arrive.

The fast track to 500 registrations doesn't surprise BYD New Zealand manager **Warren Willmot**.

"Demand has completely exceeded our expectations and the speed at which we've reached 500 customer sales is monumental."

Globally, BYD is also doing "exceptionally well" with a record month of international sales of 174,915 new energy vehicles (NEV) in August, Willmot says.

More than 18,625 were Atto 3, an increase of 282% over August 2021.

**BYD says it aims to accelerate global electrification and cool the earth by 1°C and drive a greener world. By this September more than 13.8 billion kg of carbon emissions had been saved.**





# REFRESHED MG ZS EV MAINTAINS PRICE LEADERSHIP

BY ROBERT BARRY

**T**aking account of competitors like BYD entering the New Zealand market, MG Motor NZ says its refreshed ZS EV will maintain its price leadership.

**For now, the entry level Excite costs \$49,990 driveaway, and the upscale Essence is \$53,990 driveaway.**

The company says more than 1000 customers have placed orders and 500 vehicles are on the water.

MG Motor Australia and New Zealand chief executive **Peter Ciao** says he's trying to get more cars from the Chinese factory.

The 2022 ZS EV has an exterior makeover, complemented by new battery technology that delivers a driving range of 320km measured on the WLTP cycle. That's a lift from the 2021 model's 263km.

**New on-board charging capabilities mean up to 80% charging time in 54 minutes, based on a 50kW combined charging system (CCS).**

A revised front fascia announces ZS EV's electric propulsion while retaining the front-mounted charging port. There are LED lighting clusters front and rear.

The new ZS EV will also offer owners its own app-based software architecture, known as iSmart, which is backed by

Amazon's AWS cloud-based system.

It allows owners to perform over-the-air updates, remote-control AC and door locking, access real-time navigation, 'find my car' carpark search, live weather updates, and stream audio from Amazon Music.

Both the Excite and Essence come in a range of five colours: Brighton Blue Metallic, York White, Pebble Black, Sloane Silver Metallic, and Diamond Red Metallic.

**Ciao says the new ZS EV SUV heralds a new phase of growth for MG and a new corporate identity (CI) strategy.**

He says the new Take Charge branding and corporate identity will tie in with a broader, customer-centric growth strategy that is experience-driven and enabled by data and technology.

"This transformation of culture, operations, and outcomes is a big part of our future DNA," he says.

"It begins with a broader consideration of the role MG has in the lives of our customers.

"Part of this is a new premium look and feel that complements each vehicle that'll be showcased in a way that speaks to the product expectations of our existing and new customer base.

"While value will remain at the core

of our product offering, value means different things to different people, and we want to deliver that value to as many people as we can."

Ciao says the past year has been "incredible" for MG. In 2021, sales of electric vehicles broke records and MG's ZS EV was part of that shift.

**"Our seven-year warranty is comprehensive across ICE, electric and batteries with no hidden exclusions," he says**

## FIRST DRIVE IMPRESSIONS

We drove MY22 Essence model from central Auckland to Helensville during the media launch.

**The quiet but strong engine performance and friendly handling of the previous generation remain, but the updated central touchscreen is much more user-friendly and is faster to operate.**

The lane keep assist felt a little aggressive at times on the Northwestern motorway but the active cruise control works well and maintains a safe distance from the vehicle in front.

**The fit and finish remain impressive for the pricetag, and the multi-adjustable driver's seat will prove comfortable on a long journey.**





# HALO R MODEL JOINS REFRESHED T-ROC RANGE

**V**olkswagen New Zealand has added a high-performance R model to its refreshed T-Roc small SUV range.

**The German brand says small SUVs continue to be a growing segment in New Zealand, and it wants to strengthen its T-Cross and T-Roc ranges, but that also means the Polo small hatchback will be dropped.**

The \$68,990 221kW/400Nm 2.0-litre TSI T-Roc R all-wheel drive (AWD) with a seven-speed gearbox and launch control replaces the 140kW 2.0-litre TSI T-Roc R-Line AWD (\$54,990) as the range's flagship.

**Customers can opt for a three-year/45,000km service pack for \$1645 or a five-year/75,000km service pack for \$3245 for the T-Roc R.**

Mirroring its high-performance Golf and Tiguan siblings, the T-Roc is available in the R-exclusive Lapiz Blue colour and gets unique front and rear bumpers, air intakes, blue brake callipers with R logo, sports side skirts, and body-coloured rear spoiler.

It's further differentiated from other T-Rocs by an upgraded Discover Pro

navigation infotainment system, an R-exclusive interior design, IQ Matrix LED headlights with automatic high beam assist, and a blue LED light bar.

An Akrapovic sport exhaust is optional on the T-Roc R, which has a multilink rear suspension rather than the torsion beam axle of its less powerful siblings.

It also has dynamic chassis control adaptive dampers, and 19-inch Estoril alloy wheels shod with 235/40/R19 low-profile tyres.

## FROM FUN TO FLEET FOCUSED

The other three T-Rocs are front-wheel drives powered by a 110kW/250Nm 1.4-litre TSI engine mated to an eight-speed automatic gearbox.

Prices start from \$41,990 for the T-Roc Life, \$45,990 for the T-Roc Life Plus and \$53,490 for the T-Roc R-Line FWD. Customers can opt for a three-year/45,000km service pack for \$1295 or a five-year/75,000km service pack for \$2595.

The trio is cost-neutral under the Government's Clean Car scene but the flagship R attracts a \$1670 levy at the time of going to press.

LED headlights, travel and emergency assist, and wireless phone charging are standard across the four T-Rocs.

The front-wheel drives have a generous boot space of 445 litres with the rear seats in situ and 1290 litres with the seats folded down.

**Upgraded specification for the Life models includes paddle shifters on the steering wheel, matt decorative inserts on the dashboard, Life fabric upholstery and an eight-inch multifunction display instrument cluster.**

Additionally, the 1.4 TSI R-Line has progressive steering, heated steering wheel and front seats, electronically-adjustable driver's seat, Nappa leather upholstery with carbon styling and an easy open and close tailgate.

Towing capacity on the front-wheel drive cars is 670kg/1500kg (unbraked/braked) while the R can handle 750kg/1700kg.

**All have a 55 litre fuel tank, the 1.4 models require a minimum of 95 RON petrol and the R requires a minimum of 98 RON.**





NEW PEUGEOT 308 GT

## STAGGERED LAUNCH FOR PEUGEOT'S ELECTRIFIED 308

**P**eugeot's new 308 GT plug-in hybrid electric vehicle (PHEV) will arrive in New Zealand showrooms in late December, following the 308 petrol hatchback models in late October.

**The fully electric e308 hatchback and e308 station wagon (SW) are expected to arrive in local dealerships in 2023, following their European debuts.**

Peugeot says it's the first European manufacturer to offer a 100% electric station wagon.

The e308 and e308 SW will be powered by a new electric engine developing 115 kW and with a range of more than 400 km (WLTP cycle) depending on the level of equipment.

Peugeot quotes consumption of an average of 12.7 kWh.

A new 18-inch aluminium wheel has been developed specifically for the e308 and e308 SW. Its aerodynamic efficiency is designed to optimise performance.

The battery is also new. It's a 54 kWh high-voltage unit (51 kWh useful) with a new chemical composition of 80% nickel, 10% manganese, and 10%



cobalt, and operates at 400 volts. Further details on local pricing and

specifications will be available closer to launch time.



VW ID.4

## VOLKSWAGEN PRICES ID.4 PRO UNDER CLEAN CAR THRESHOLD

**T**o begin its all-electric vehicle offensive in 2023, Volkswagen New Zealand will market the ID.4 Pro at a driveaway price of \$79,990 which is below the Clean Car Discount \$80,000 threshold.

**It has priced the ID.4 Pro+ at \$89,990 plus on road costs. The ID.5 Pro is priced from \$85,450 plus on road costs and the ID.5 Pro+ is priced from \$94,490 plus on road costs.**

"We believe our model line-up positions us extremely well within the EV market segment," says Volkswagen Passenger Vehicles general manager **Greg Leet**.

"To launch the ID. product range with our mid-sized ID.4 SUV below the New Zealand Government Clean Car rebate threshold of \$80,000 was imperative.

"We believe this will be very important in helping to support our customers that choose to transition to an electrified Volkswagen.

"We're very fortunate to be in this position, as New Zealand will be one of the first countries outside of Europe and the USA to launch the

ID. model range," he says.

The ID.4 Pro and ID.4 Pro+ both have a 77kWh (Net) battery with an approximate range of 485km (combined WLTP).

The electric motor produces 150kW of power and 310Nm of torque.

Other features include aerodynamic 19-inch Hamar alloy wheels, 10-inch colour touchscreen and a Twist and Go ignition that is exclusive to the ID.

The ID.4 aPro+ adds IQ. Light Matrix LED headlights with front LED light bar, 12-inch Discover Max colour touchscreen, and Premium sound system.

The ID.5 Pro and ID.5 Pro+ share an approximate range of 485km.

**The ID.5 coupe SUV gets a sporty exterior treatment with two-tone colours and inside features the 12-inch Discover Max colour touchscreen and Premium sound system (exclusive to PRO+). The ID.5 PRO+ also features ID. exclusive 20-inch Drammen alloy wheels.**





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# PARTNERSHIP HELPING NZ TRUCK FLEETS KICK THE CARBON

**G**overnment-funded future energy centre Ara Ake is working with major road freight and transport companies to help them better assess the options and costs for decarbonising their fleet.

**It's partnering with H.W. Richardson Group (HWR) and Freightways to assess the total cost of ownership of different low-emissions fleet options.**

Auckland University of Technology (AUT) will carry out the work using the publicly available total cost of ownership (TCO) tool developed by Ara Ake.

Ara Ake chief executive **Dr Cristiano Marantes** says the tool enables the comparison between vehicles powered by fuel cells (green hydrogen), battery, drop-in and conventional biodiesels, standard diesel internal combustion engine vehicles, and the most recently added diesel/hydrogen blended fuel.

**The tool incorporates a set of inbuilt assumptions based on publicly available information like vehicle capital costs, the cost of various fuels including electricity, the loads the vehicles carry, driver wages, maintenance, and road user charges.**

The AUT team will support HWR and

Freightways to gather and input their own data into the tool.

"This tool will enable transport companies to make more informed decisions when purchasing or leasing their vehicles, and we see it supporting a hard-to-abate sector in making long-term progress in their decarbonisation goals," Marantes says.

**Ara Ake, known formerly as the National New Energy Development Centre, was launched by the Government in July 2020 with \$27 million in funding.**

Its aim is to lead the development of new clean energy technologies and work with businesses to commercialise innovations creating high-paying local jobs.

Venture Taranaki, the region's economic development agency, was given responsibility for setting it up.

Energy and resources minister **Dr Megan Woods** says the total cost of ownership tool is about using an evidence-based approach that will "prepare New Zealand for the future and best position New Zealand globally".

Freightways' fleet is predominantly powered by diesel, and AUT will be

using its data to ensure the tool is kept relevant to the New Zealand market.

"We're looking forward to using this tool, as it's very useful to determine our best emissions reduction pathways for our heavy vehicle fleets and enhance strategic business decisions," says Freightways safety general manager **Michael Claydon**.

Meanwhile, Invercargill-based H.W. Richardson Group has been leading a project to introduce a blended diesel/hydrogen fuel option to its fleet.

A normal internal combustion engine diesel truck can be retrofitted to enable hydrogen to be blended in the combustion chamber. HWR plans to have 10 dual-fuel trucks on New Zealand roads by the second quarter of 2023.

"The TCO tool will prove very valuable when making decisions on future transport assets," says HWR group chief executive **Anthony Jones**.

**"It's great to see a dual-fuel such as the blended diesel/hydrogen option that we're going to be using, included in the tool, and to have the ability to compare it to other fuels," he says.**

\*Go to [araake.co.nz](http://araake.co.nz) for more information.



# MAINFREIGHT HIGHLIGHTS EV TRANSPORT STRATEGY

**M**ainfreight is focusing on battery electric vehicles and battery swap electric vehicles as a way to supplement its fleet and help decarbonise road freight.

**The New Zealand-based freight giant has released its Sustainability Overview 2022 which outlines transport sustainability measures it's taking.**

"Low-emission heavy vehicles are going to be critical in efforts to decarbonise road freight," the company says.

It says road freight is currently a growing source of emissions.

**However, it says the rate of innovation and development in zero-emission technologies is "exciting but still has some way to go before widespread adoption".**

"Our current explorations focus on supplementing our fleet with battery electric vehicles and battery swap electric vehicles.

**"Hydrogen fuel cell electric vehicles and hydrogen dual fuel vehicles don't currently feature in our fleet mix but remain technologies of interest."**

In New Zealand, Mainfreight has four Fuso eCanters which operate in Auckland and Hamilton. Options for a further 10 are being considered.

The full electric eCanter features a 81kWh lithium ion battery which allows 120-150km range and can be charged within an hour.

The light-duty EV has 135kW of power, an electric motor with two-stage regenerative braking, a 3.5 tonne payload, and advanced safety features.

**Meanwhile, the E700 with battery swap is being installed as New Zealand's first heavy intercity general freight model, operating between Auckland and Hamilton.**

Mainfreight will operate its own battery swapping and charging infrastructure in Hamilton using energy generated by its onsite solar installations.

"Battery swap electric vehicles offer an attractive solution to several of the drawbacks in hydrogen fuel cell



electric vehicles and battery electric vehicles.

**"Specifically, it takes advantage of battery electric lower operating costs but overcomes the range, charging time and payload restraints, by having smaller quick to charge batteries.**

"This allows the use of lithium ferrous phosphate batteries rather than lithium ion which are safer, more stable and less environmentally harmful.

"We expect this vehicle will reduce our road freight emissions by over 100 tonnes of CO<sub>2</sub>-e per year," the company says.

**In Australia, Mainfreight has eight new electric truck builds underway including two Hino 300 SEA 85s and six Foton iBlues.**

Both have a range of about 200km and operating payloads between 2.5 tonnes and over five tonnes.

It expects all eight EVs to be on Australian roads before the end of the year predominantly serving major metro areas.

In Europe, the company has brought on two new EVs with one DAF and one MAN e-TGM to serve Tilburg in the Netherlands.

Tilburg was among the first Dutch cities to impose a ban on fossil fuel vehicles in major urban areas that is due to come into effect from 2025.

Mainfreight says it will look at serving

more of Europe over time with a zero-emission fleet.

Overall, the company has a road fleet policy agreed with owner/drivers which requires vehicles in its fleet be no older than 10 years.

**"Our fleet age on average is around five to six years. This compares with national average fleet ages of around 14 years for Europe, the United States and Australia and around 18 years in New Zealand.**

"As a result, the majority of our fleet are the equivalent of Euro V or VI. More modern vehicles aren't just more fuel efficient, they also produce fewer particulate pollutants that can affect air quality and local health outcomes," it says.

Mainfreight is looking to rail and coastal shipping to reduce emissions.

"Often forgotten amongst the glitz and glamour of new technologies, the humble train or coastal ship offers immediate emissions reductions," the company says.

**"Mainfreight have invested heavily in supporting infrastructure for rail and coastal freight modes, including inbuilt rail sidings at many of our branches that allow us to offer seamless integration of these service types," it adds.**

# HOW DOES MAZDA'S MILD HYBRID BLACKOUT EDITION STACK UP?

WORDS & PICTURES:  
MATTHEW HANSEN

**T**hough it has the funky looking MX-30 in its arsenal, Mazda has few other options for people shopping for electrified vehicles.

**Almost most all of Mazda's mainstream nameplates remain exclusively combustion engine-powered.**

That's set to change in the short- to medium-term, with Mazda saying it will

launch 13 models by 2025 with electric assistance.

**But you don't necessarily need to wait until then to snap up a Mazda hybrid.**

The Japanese marque's e-SkyActiv X M-Hybrid electrified powertrain has debuted locally in the Mazda3 compact and in the CX-30, and we got our hands on the latter for an up-close look.

## THE NUMBERS

Mazda's CX-30 line-up is surprisingly complex. There are five trim levels with four different powertrains.

**The M-Hybrid features in the flagship front-wheel drive and all-wheel drive grades. The pictured SP20 Blackout Edition is the former, with the 2.0-litre AWD Takami leading the line-up.**

Doubling as the cheapest way to get

*Continued on the next page*



## MAZDA CX-30 SP20 BLACKOUT EDITION

Price: \$44,790

Engine: 2.0-litre four-cylinder hybrid

Transmission: six-speed automatic

Power: 114kW

Torque: 200Nm

Economy: 6.5 litres/100km

Emissions: 248 grams/km

Weight: 1460kg





Continued from previous page

behind the wheel of a CX-30 M-Hybrid, the SP20 is priced from \$44,790.

For your money, you get a 2.0-litre capable of producing 114kW of power and 200Nm of torque and paired to a six-speed automatic gearbox.

**Not all hybrid systems are created equally. The CX-30's is a clear mild-hybrid, utilising the proven formula of adding a separate battery to store energy gained through regenerative braking. This energy is then used to support the car's main petrol engine.**

The CX-30 shares its platform with the Mazda3, meaning the two have similar dimensions. Being an SUV, the 30 is much taller (giving the driver a more commanding seating position).

crossovers.

Those with a double-digit suffix though, like the CX-30, are intended as a more chic and stylish take on the genre.

The CX-30 delivers, as arguably the most striking looking vehicle in the compact crossover space. It sports Mazda's unmistakable Kodo design language, making use of meticulously sculpted body lines and surfacing to create fascinating shadows and reflections in the light.

**The beefed-up black plastic cladding might be an acquired taste for some (particularly those who prefer the look of the Mazda3 hatch), but it's par for the course in this segment.**

I suppose we should also mention the Blackout Edition aspects. They include black 18-inch wheels and wing mirrors. Oddly enough the chrome window trim and grille remain ... perhaps for the better as far as styling is concerned.

#### INSIDE

The CX-30's position as a

is more pleasant inside than most of its Japanese and Korean peers.

Standard kit includes satnav, wired phone connectivity, an 8.8-inch screen and seven-inch digital cluster, and cloth seats.

**Its safety tech suite is fairly comprehensive, too, including stop and go radar cruise control, lane keep assist, rear cross-traffic alert, and frontal AEB with pedestrian and cyclist detection.**

It isn't perfect. The infotainment interface feels a little dated (other models, like the BT-50 ute we drove following the CX-30, come with the brand's latest software), and isn't helped by the lack of touch functionality.

And although rearward visibility is better than in the 3 hatch, it's still more difficult to see out of than a Kia Seltos or Toyota Yaris Cross.

But, arguably unlike those two, the CX-30 feels special to sit inside. And, even with the slick roofline, you can fit a couple of adults in the back.

#### THE DRIVE

Mazdas tend to be sharp steerers, and the CX-30 is no exception. Although it's taller than the Mazda3 it feels similarly planted and responsive when tackling a challenging piece of road.

**No doubt, that's aided by the latest version of Mazda's brake-based torque vectoring system. The trade-off for competent handling is ride quality, and the CX-30 rides a touch firmer than its peers.**

So to the powertrain. Its 114kW/200Nm output is humble on paper, and as it turns out it's also fairly humble in the metal.

Drivers with fond memories of Mazda's early noughties SP20 hot hatch should probably park those at the door because this is no hot SUV.

**Quick enough is perhaps better phrasing, with the occasionally coarse 2.0-litre capable of moving with enough aplomb to appease the average crossover customer.**

More relevant is the M-Hybrid's potential fuel economy gains. Again, there are no big headline numbers to be had here.

Mazda quotes a potential combined economy of 7.0 litres/100km and we saw best figures of 6.5 litres/100km, a number I've previously achieved in the 2.5-litre non-hybrid Mazda3.

#### OUR VIEW

Is the CX-30 a disappointing hybrid? Possibly, although to focus only on its mild-hybrid powertrain living up to what it says on the tin would be to miss the greater point of the CX-30.

**Though there are undoubtedly more frugal and mechanically sophisticated cars in this class, precious few are so welcoming and homely.**



It's also a bit shorter, making it the easier of the two to slip into parking spaces. Its 430-litre boot capacity is considerably more generous than the 3 hatch, and almost lineball with the 3 sedan.

#### OUTSIDE

For people new to the party, Mazda's SUV nomenclature is worth explaining. Models with a single-number suffix like the CX-5 represent the brand's more traditionally proportioned and shaped

segment leader in the looks department continues inside.

Its dashboard layout might be a few years old, but it continues to age gracefully. It's aided by Mazda's commitment to premium materials and build quality, ensuring that the CX-30



## CITROËN C3 AIRCROSS SHINE

Price: \$38,990

Engine: 1.2-litre three-cylinder turbocharged petrol

Transmission: Six-speed automatic

Power: 81Kw @ 5500 rpm

Torque: 205Nm @ 1500 rpm

Economy: 7.3 litres/100km (combined)

CO2 emissions: 166 grams/km



# LOW EMISSION CITROËN SHINES BRIGHTLY

WORDS & PICTURES:  
ROBERT BARRY

**T**he implementation of the Government's Clean Car strategy combined with ongoing supply chain disruption has become a headache for many fleet buyers.

**But they've been a godsend for European brands like Citroën who can offer low-emission vehicles which sit in the neutral or rebate category.**

With a CO2 emission figure of 166g/km the revamped Citroën C3 Aircross Shine small SUV sits in the cost neutral zone of the Clean Car Discount (146grams/km to 192g/km), only 20gm away from a potential rebate.

Wiseley, Citroën has elected to market just one version of the C3 Aircross, the comprehensive Shine specification for \$38,990.

As well as new and more aggressive frontal design, the revised C3 Aircross also offers new seat construction to provide greater occupant comfort on which the brand prides itself.

### THE NUMBERS

Powered by the perky and rorty PureTech three-cylinder 1.2-litre turbocharged petrol engine matched to a six-speed automatic gearbox, the C3 Aircross isn't short of character or a decent turn of speed.

But it's a fairly chunky beast with a kerb weight of 1188kg which affects its fuel consumption. The quoted zero to 100km/h sprint takes 10.6 seconds.

Towing capacity is 840/1620kg (unbraked/braked) and it has a 45-litre fuel tank.

NZ importer Auto Distributors NZ quotes combined fuel consumption of 7.3 litres/100km but we were hard pressed to get into single digits like 9 litres/100km, though we used the car mainly for short urban hops.

**The sole option on the C3 Aircross is an opening panoramic roof with electric interior blind for an additional \$2990.**

A three-year/45,000km service plan costs an extra \$1590 or a five-year/75,000km service plan is an additional \$2790.

### OUTSIDE

Citroën has discarded the cute and friendly front-end design of the previous C3 Aircross for a new signature look with an assertive and unique identity inspired by the C Experience concept car and introduced on the new C3 hatch.

A new headlight design combines LED

lights with upgraded chrome-trimmed chevrons.

And the C3 Aircross also sports a new grille with a new geometric pattern and a silver-grey skidplate with coloured inserts.

The design is enhanced by lower-body and wheelarch protections, front and rear skidplates, and roof bars.

**And though the C3 Aircross is available only in one model grade, Citroën offers a range of body colours and colour packs with a total of 70 possible combinations.**

There are seven body colours, Bianca White (solid), Khaki Grey (solid) and the metallic options are Cumulus Grey, Nimbus Grey, Nera Black, Pepper Red, and Voltaic Blue.

The four colour packs - Black, White, Orange, and Blue - include the front lower bumper trims, wing mirror shells, and the rear quarter window trim.

**Customers can choose between two roof colours: white or black, with gloss black painted roof bars.**

The White colour pack is available with all seven paint colours but the orange and blue packs aren't available with the Pepper Red paint.

*Continued on the next page*



## INSIDE

All New Zealand C3 Aircrosses have a Metropolitan Graphite interior, which includes black leatherette and grey cloth upholstery.

**There are "advanced comfort" seats, driver seat with height adjustment and armrest, map pockets on the front seatbacks and a grey cloth dashboard finish with chrome air vents and gloss black trims.**

A nine-inch touchscreen dominates the central dashboard and is still the only way to regulate the heating, ventilation and sound system as well as the navigation and other vehicle functions.

Citroën says adding an extra 15mm of foam in the seats makes for more comfort, thanks to a combination of a high-density sheet in the centre of the seat and thicker, structured foam.

Further functionality is provided by a new central console featuring a large storage space at the rear that can be accessed by front- and back-seat passengers and closed with a sliding shutter.

There's also a small tray ahead of the front passenger, and more cup holders are built into the folding central backrest on the rear bench seat.

**For people who need to move stuff occasionally, the front passenger seat folds flat and provides a load length of up to 2400mm.**

The rear bench seat can slide 150mm fore and aft in two parts for great load flexibility.

Boot volume can be increased from 410 litres to 520 litres with the rear



bench in its forward-most position and up to 1289 litres with the rear bench seatback folded down.

## THE DRIVE

As you'd expect from a mass market European brand, the C3 Aircross is laden with active and passive safety tech including a colour head-up display that keeps useful information in the driver's line of vision.

**There are also traffic sign recognition, active safety brake, tyre pressure monitoring, and automatic high/low-beam control.**

It also features lane departure warning, park assist and top rear vision reversing camera, which displays the environment behind the vehicle on the touchscreen.

Uniquely for this segment the front-wheel drive C3 Aircross has grip control with hill descent assist.

The system enables drivers to adjust front-wheel traction depending on the terrain and maintain speed when descending hills, even on steep inclines.

We can see this function being beneficial for rural users on unsealed



surfaces, or leisure seekers who venture to the ski fields regularly.

## OUR VIEW

Putting the new front face aside, the new C3 Aircross is still a great daily driver, thanks to its combination of a higher seating position which makes getting in and out easier for people with reduced mobility.

The short-but-tall body style provides plenty of space inside for up to five occupants, yet its compact footprint makes for a very manoeuvrable vehicle in which parking in constrained places is a doddle.

In a sea of mundane banality in the small SUV/Crossover space, the Aircross offers character in both sight and sound, a bit of fun-to-drive, and a bit of joie de vivre.

It won't be everyone's cup of tea or café au lait.

**But in an era where fleets must look outside the usual supply chain for a safe, functional, and economic vehicle that isn't going to be compromised by additional Clean Car fees, the business case for the C3 Aircross becomes more compelling.**





## FORD RANGER XLT 4X4 DOUBLE-CAB

Price: \$66,990  
 Engine: 1996cc diesel bi-turbo four-cylinder  
 Power: 154kW @ 3750rpm  
 Torque: 500Nm @ 1750-2000rpm  
 Transmission: 10-speed automatic  
 Economy: 9.5 litres/100km  
 Tyres: P255/70 R17 HT  
 Towing: 3500kg (braked)  
 Kerb weight: 2225kg  
 Payload: 1005kg

## FORD RANGER WILDTRAK V6 4X4 DOUBLE-CAB

Price: \$80,490  
 Engine: 2993cc diesel V6  
 Power: 184kW @ 3250rpm  
 Torque: 600Nm @ 1750-2250rpm  
 Transmission: 10-speed automatic  
 Economy: 10.5 litres/100km  
 Tyres: P255/65 R18 AT  
 Towing: 3500kg (braked)  
 Kerb weight: 2353kg  
 Payload: 997kg

# NEW RANGER A MASTERCLASS IS VEHICLE DEVELOPMENT

WORDS & PICTURES:  
MATTHEW HANSEN

**W**hat do you do when you make a segment-leading product?

**Though some companies might be tempted to rest on their laurels, Ford and its ever-popular Ranger take a different approach.**

The new Ranger is a masterclass in taking an already exceptional product and making it even better.

Though most of its peers seem to be playing the waiting game in terms of big, grand updates, Ford has gone the other way.

It has added even more polish to an already hard-to-fault vehicle. People who don't think the Ranger is the best in class will need to present one heck of an argument.

### THE RANGE

The Ranger better be good given that it's arguably the most expensive nameplate in class. The line-up begins at \$46,990 for the single-cab XL with the single-turbo 2.0-litre diesel, positioned just a few grand cheaper than Toyota's entry-level SR5 double-cab.

Of course, Ford's pricing comes with the caveat that customers often get discounts off sticker. But I digress.

For our test, Ford handed us the keys to the pictured XLT 4x4 double-cab and Wildtrak 4x4 double-cab. That's no accident as these are probably the two most important trim levels in the range: a pair of likely starters for fleet customers and private buyers.

**The XLT line-up starts at \$64,990 for the super-cab 4x4, with the double-cab another \$2000. The XLT and Wildtrak are exclusively four-wheel drive, with two-wheel drive available only in the XL trim level.**

Both models incur a Clean Car levy: the XLT's \$1840 fee dwarfed by the Wildtrak's \$3910.

### TECHNICAL

Under the bonnet the XLT gets the familiar 154kW/500Nm 2.0-litre bi-turbo and the Wildtrak gets either the same 2.0 or a new-to-the-model 184kW/600Nm 3.0-litre V6 turbodiesel.

In spite of the Wildtrak's additional twist, it has the same 3500kg tow rating as the XLT. The XLT actually squeezes in a slightly higher payload rating, thanks to its more heavy-duty suspension tune.

Spec-sheet warriors might scoff at the Wildtrak not getting a boosted tow rating, but those who tow regularly

know that not all 3500kg-rated utes are quite equal.

Although the Wildtrak doesn't get to flex its muscles on paper, its segment-best torque figure guarantees it a spot at the pointy end of the field when it comes to towing.

Although the Ranger still sits on T6 architecture, Ford has given the platform an almighty refresh, reworking the frame, transfer case, and suspension while also pushing out the wheels an added 50mm to increase the wheelbase.

The latter makes the Ranger more manoeuvrable and better off-road thanks to improved approach and departure angles. It also potentially frees up a bit of space in the Ranger's chassis for a hybrid system down the line.

### THE DRIVE

Powertrain and ride quality are arguably where the Ranger gains the most ground over peers like the Toyota Hilux and Mitsubishi Triton.

**This is the most insulated and comfortable Ranger yet, setting a new benchmark when it comes to driver isolation and the comfort capabilities of a body-on-frame vehicle.**

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Potholes, surface changes, gravel; each is glossed over by the Ranger's impeccable damping.

At the Ranger's launch, Ford boasted that the 2.0-litre's chief refinements include NVH improvements, more robust pistons, and a new oil filtration system among other changes.

**The 2.0 was already one of the quietest diesel engines, but now it seems even quieter, kicking into life with a relative whisper compared to the Mazda BT-50 we drove in the weeks following.**

Oddly enough it feels a little punchier off the mark, too, in spite of losing 3kW between generations.

The 3.0-litre isn't particularly quiet, and it's all the better for it. Plant your right foot, and it makes all manner of turbo whooshes and whistles.

It's rapid, too, capable of hitting 100km/h in a little over eight seconds (making it roughly two seconds quicker than the outgoing Raptor).

It may be something of an antithesis to the electrification revolution, but there's no denying that the F-150-derived PowerStroke unit is fabulous fun.

It was even sort of efficient during our testing, returning best figures of 10.5 litres/100km. Not bad when the 2.0 is returning 9.5l/100km.

**Both have Ford's trusty 10-speed automatic to thank in part for their credible responsiveness.**

It can still be a little fussy as it decides which of the 10 ratios to use at any given moment, but each time I'm reunited with this 'box it feels like Ford has made it more predictable.



## INSIDE

The Ranger can also claim to be the most high-tech competitor in class.

**The XLT and Wildtrak both get portrait-orientated touchscreens (10-inch in the XLT, 12-inch in the Wildtrak) and an eight-inch digital cluster.**

Each comes paired with SYNC 4, which is improved in leaps and bounds over SYNC 3 in terms of presentation and features.

Wireless phone connectivity, crisp cameras, and a handy one-touch system that brings up all your off-roading functionality on to the touchscreen with one click are highlights.

The Ranger's cabin feels more spacious than before, although this isn't necessarily felt by back seat passengers.

There, leg room still feels a little compromised for adults, which is a slight disappointment given the Ranger's increased wheelbase.

Another concern is the complexity of



the Ranger's handsome dashboard. To make the dash more customisable to individual specs (allowing for trim levels like the Wildtrak to gain plenty of soft-touch areas), the dash has been cut and quartered. We observed a few ill-fitting panel gaps, and a handful of creaks in Rangers we've sampled so far.

## OUR VIEW

It's not perfect, but the new Ford Ranger comes quite close. It should be no surprise that it's already a sales hit, with local availability effectively ruled out for the rest of the year as Ford deals with a mountain of pre-orders.

**The updated Ranger is not only a great ute. It represents another turning of the tides in a segment once rife with competitors that would shy away from regular updates and refinements for fear of hurting their bottom dollar.**

Ford has sunk an enormous amount of investment into the Ranger, and it shows.

All that's missing is electrification, although in the case of the Ranger, that's lurking just around the corner.







## HYUNDAI IONIQ 5 58KWH

Price: \$79,990

Engine: Permanent magnet synchronous motor

Battery: 58kWh Lithium Ion

Power: 125kW

Torque: 350Nm

Driving range: 384km

CO2 emissions: Zero

# BEST VALUE BASE MODEL

WORDS & PICTURES:  
ROBERT BARRY

Often, the entry level version of a new vehicle is the most underrated and the best value, particularly from a fleet perspective.

**And the entry level 58kWh rear-wheel drive Hyundai Ioniq 5 SUV priced from \$79,990 is another base model beauty, particularly as it's the only variant which qualifies for the full Clean Car Discount of \$8250.**

Factoring in the generous government subsidy, the volatility of fossil fuel prices, and the very strong residual values that battery electric vehicles are commanding in the secondhand market, the 58kWh Ioniq 5 becomes a fiscal no-brainer for fleet purchasing.

### THE NUMBERS

Hyundai describes the Ioniq 5 as a midsize crossover utility vehicle offering the interior space of a much larger vehicle.

**At 4635mm long, 1890mm wide and 1605mm tall with a 3000mm wheelbase (100mm longer than a Palisade) it still has a significant footprint.**

It provides 531 litres of boot space, which increases to almost 1600 when the second-row seats are fully folded.

For versatility, the second-row seats can slide forward up to 135 mm and be folded in a 6:4 ratio.

A front trunk offers 57 litres of capacity for shopping bags and the like.

The 125kW/350Nm electric motor drives the rear wheels, and the 58 kilowatt hour battery has a driving range up to 384km.

Hyundai says the 58kWh Ioniq can accelerate from 0 to 100km/h in 8.5 seconds.

**Charging is where the Ioniq 5 should outpace its rivals. It has an 800 Volt battery allowing faster charging on hyper-chargers, with a converter allowing the car to charge normally on the 50kW units that make up the bulk of NZ's charging network.**

With a 350kW charger, the Ioniq 5 can charge from 10% to 80% in 18 minutes, only needing five minutes' charging to get 100km of range.

### OUTSIDE

Hyundai says the Ioniq 5's exterior design pays homage to and was inspired by the proportions of its first all-new mass-produced car, the Pony.

**Styled by ItalDesign Giugiaro, the Pony began series production in 1975.**

The front of the Ioniq 5 is equipped with Hyundai's first clamshell bonnet that minimises panel gaps for optimal aerodynamics.

The front bumper is defined by a V-shape incorporating distinctive

daytime running lights (DRLs) that provide its unique light signature. These small pixel-like clusters also appear at the rear of the vehicle.

On the sides, flush door handles provide clean surface styling and enhanced aerodynamic efficiency.

The aero-optimised wheels echo the Parametric Pixel design theme and are offered in a 20-inch diameter, the largest rims yet fitted to a Hyundai EV.

### INSIDE

Thanks to the E-GMP platform that enables a flat floor where the Ioniq 5's traction batteries are stored, Hyundai could create what it calls a Living Space interior rather than the usual conventional design theme found in vehicles with internal combustion engines and conventional steer-by-wire systems.

**The combined central touchscreen and digital instrument cluster work well and look good but it doesn't feel as well integrated as those you find in other brands.**

Many of the interior touchpoints – seats, headliner, door trim, floor and armrest – use sustainably sourced materials, like recycled PET bottles, plant-based yarns and natural wool yarns, eco-processed leather with plant-based extracts, and bio paint with plant extracts.

*Continued on the next page*



ing time

s (80%)

72%

67 kW



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The 58kWh base model comes with a durable yet comfortable grey cloth upholstery which looks and feels more practical than the light coloured cabins of its more expensive siblings.

It also does without seat heating and ventilation but that didn't bother us as the seats themselves are incredibly comfortable and supportive.

**A Universal Island moveable console complements the simple centre fascia with gear selector located behind the steering wheel.**

The sliding console allows passengers to enjoy more flexibility and enter and exit the cabin freely on either side when parked in a narrow spot.

Second-row passengers also can enjoy centre console features, including cup holders, a 15 W fast wireless phone charger and USB ports.

### THE DRIVE

The Ioniq 5 is equipped with the next level of Hyundai's SmartSense, advanced driver assistance system which underpins its five-star ANCAP safety rating.

**It's also the first Hyundai with Highway Driving Assist 2 (HDA 2). Other driving assistance systems include forward collision-avoidance assist (FCA), intelligent speed limit assist (ISLA), driver attention warning (DAW), and high-beam assist (HBA).**

There's very good throttle response and an engaging steering feel for a

family and fleet focused SUV, but it offers far more ride comfort than the sporter Model 3 and I4 sedans offered by Tesla and BMW.

**One nice feature is the adaptive cruise control's ability to slow the Ioniq 5 using the regenerative brakes when following other vehicles, even when the system isn't engaged.**

The lane keeping assist is accurate on winding roads but it will remind drivers to keep their hands on the wheel through tight corners.

### OUR VIEW

Though the 58kWh Ioniq 5 is missing some of the nice-to-have elements of

its more expensive siblings, like fancier seating, leather upholstery, panoramic glass sunroof, more engine/battery power, all-wheel drive, it has more than enough need-to-have equipment and features for fleet application.

Viewed through the fleet lens, the base model Ioniq 5 answers the requirements for a safe and comfortable vehicle for up to five people, with good boot space, and more than adequate electric range for daily driving.

**And it looks a bit different from the norm which will broaden its appeal for many people.**



### NEW VEHICLE SALES BY BUYER TYPE AUGUST 2022

	MONTH	YTD
<b>PASSENGER - BUSINESS</b>		
TOYOTA RAV4	224	1616
TESLA MODEL 3	205	634
MITSUBISHI OUTLANDER	175	2057
TESLA MODEL Y	171	180
MAZDA CX-5	148	972
KIA NIRO	118	377
TOYOTA HIGHLANDER	91	588
BYD ATTO 3	91	111
MITSUBISHI ECLIPSE CROSS	82	658
MG ZS	77	421
FORD EVEREST	73	533
MITSUBISHI ASX	70	539
HYUNDAI KONA	66	644
KIA SPORTAGE	65	606
TOYOTA YARIS	63	408
KIA EV6	57	111
SUZUKI SWIFT	51	610
HYUNDAI IONIQ	48	311
SUBARU OUTBACK	47	345
HYUNDAI SANTA FE	46	468
OTHER	1624	16230
<b>TOTAL</b>	<b>3592</b>	<b>28,419</b>
<b>PASSENGER - GOVERNMENT</b>		
HYUNDAI IONIQ	50	307
SKODA SUPERB	45	371
HYUNDAI KONA	41	325
SUZUKI SWIFT	33	204
TOYOTA RAV4	20	168
MITSUBISHI OUTLANDER	13	191
MITSUBISHI ASX	10	60
SUBARU XV	10	21
TOYOTA YARIS	9	157
MITSUBISHI ECLIPSE CROSS	7	169
OTHER	47	515
<b>TOTAL</b>	<b>285</b>	<b>2488</b>
<b>PASSENGER - RENTAL</b>		
TOYOTA COROLLA	216	404
MITSUBISHI OUTLANDER	195	1153
TOYOTA YARIS CROSS	117	151
NISSAN X-TRAIL	100	102
KIA SELTOS	95	135
HYUNDAI IONIQ	85	358
KIA SPORTAGE	83	120
MITSUBISHI ECLIPSE CROSS	79	231
TOYOTA RAV4	75	886
TOYOTA C-HR	72	73
OTHER	390	3230
<b>TOTAL</b>	<b>1507</b>	<b>6843</b>

### NEW VEHICLE SALES BY BUYER TYPE AUGUST 2022

	MONTH	YTD
<b>LIGHT COMMERCIAL - BUSINESS</b>		
FORD RANGER	685	4787
TOYOTA HILUX	623	4880
MITSUBISHI TRITON	162	3069
TOYOTA HIACE	114	1005
LDV T60	103	367
NISSAN NAVARA	101	1081
ISUZU D-MAX	56	1132
MAZDA BT-50	46	448
MITSUBISHI EXPRESS	32	357
LDV G10	28	321
RAM 1500	20	192
CHEVROLET SILVERADO 1500	19	63
TOYOTA LANDCRUISER	18	157
HYUNDAI STARIA LOAD	17	298
GREAT WALL GWM CANNON	15	331
VOLKSWAGEN T6	15	95
LDV EDELIVER 3	13	101
LDV V80	12	177
MERCEDES-BENZ SPRINTER	11	131
SSANGYONG RHINO	11	133
OTHER	62	1185
<b>TOTAL</b>	<b>2163</b>	<b>20,310</b>
<b>LIGHT COMMERCIAL - GOVERNMENT</b>		
MITSUBISHI TRITON	66	568
ISUZU D-MAX	58	84
TOYOTA HILUX	32	204
FORD RANGER	10	210
TOYOTA HIACE	7	91
LDV EDELIVER 3	6	11
MERCEDES-BENZ SPRINTER	2	7
NISSAN NAVARA	2	2
SSANGYONG RHINO	2	3
MAZDA BT-50	1	9
OTHER	1	71
<b>TOTAL</b>	<b>187</b>	<b>1260</b>
<b>LIGHT COMMERCIAL - RENTAL</b>		
TOYOTA HILUX	89	226
MERCEDES-BENZ SPRINTER	44	132
MITSUBISHI TRITON	42	198
TOYOTA HIACE	4	46
VOLKSWAGEN AMAROK	1	1
FORD RANGER	0	30
FORD TRANSIT	0	3
GREAT WALL GWM CANNON	0	5
GREAT WALL STEED	0	0
HYUNDAI STARIA LOAD	0	30
OTHER	0	72
<b>TOTAL</b>	<b>180</b>	<b>743</b>



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

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

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

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



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

PRICELIST		
MODEL	ENGINE	PRICE
All-new Tucson	1.6 GDi Turbo Plug-in Hybrid Elite A6 AWD	\$89,990
New Santa Fe	2.5 MPi A6 AWD 7S	\$62,990
New Santa Fe	2.2R CRDi DCT8 AWD 7S	\$69,990
New Santa Fe	2.5 MPi Elite A6 AWD 7S	\$73,990
New Santa Fe	2.2R CRDi Elite DCT8 AWD 7S	\$80,990
New Santa Fe	2.5 MPi Limited A6 AWD 7S	\$82,990
New Santa Fe	3.5 V6 MPi Limited A8 2WD 7S	\$82,990
New Santa Fe	1.6 GDi Turbo Hybrid A6 AWD 7S	\$88,990
New Santa Fe	2.2R CRDi Limited DCT8 AWD 7S	\$89,990
New Santa Fe	1.6 GDi Turbo Hybrid Elite A6 AWD 7S	\$99,990
New Santa Fe	1.6 GDi Turbo Plug-in Hybrid Elite A6 AWD 7S	\$109,990
Palisade	3.8 V6 GDi Elite A8 2WD 8S	\$99,990
Palisade	2.2R CRDi Elite A8 AWD 8S	\$106,990
Palisade	3.8 V6 GDi Limited A8 2WD 7S	\$107,990
Palisade	2.2R CRDi Limited A8 AWD 7S	\$114,990
Palisade (with Nappa Leather)	2.2R CRDi Limited A8 AWD 7S	\$119,990
<b>ISUZU</b> For more information on Isuzu's fleet offerings visit <a href="http://www.isuzu.co.nz">www.isuzu.co.nz</a> 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
<b>JEEP</b> For more information on Jeep's fleet offerings visit <a href="http://jeep.co.nz">jeep.co.nz</a> to find your local Jeep Dealer and their Fleet Specialist will be able to assist you further.		
JEEP GRAND CHEROKEE L Night Eagle	3.6L V6 Petrol 8 Speed Auto 4 x 4	\$99,990
JEEP GRAND CHEROKEE L Limited	3.6L V6 Petrol 8 Speed Auto 4 x 4	\$104,990
JEEP GRAND CHEROKEE L Summit Reserve	3.6L V6 Petrol 8 Speed Auto 4 x 4	\$134,990
JEEP GRAND CHEROKEE Limited 4 x 4	3.6L V6 Petrol 8 Speed Auto	\$85,990
JEEP GRAND CHEROKEE Limited 4 x 4	3.0L V6 CRD 8 Speed Auto	\$92,990
JEEP GRAND CHEROKEE Trailhawk 4 x 4	3.0L V6 CRD 8 Speed Auto	\$102,990
JEEP GRAND CHEROKEE Overland 4 x 4	5.7L V8 Petrol 8 Speed Auto	\$99,990
JEEP GRAND CHEROKEE Overland 4 x 4	3.0L V6 CRD 8 Speed Auto	\$104,990
JEEP GRAND CHEROKEE SRT 4 x 4	6.4L Hemi V8 Petrol 8 Speed Auto	\$129,990
JEEP JL WRANGLER (2 DOOR) Rubicon	3.6L V6 Petrol 8 Speed Auto	\$98,990

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

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



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

PRICELIST		
MODEL	ENGINE	PRICE
MX-30	MX-30 2.0 FWD Petrol MHEV Limited 6AT	\$46,790.00
MX-30	MX-30 35.5kWh FWD BEV Takami 6AT	\$74,990.00
CX-5	CX-5 2.0 FWD Petrol GLX 6AT	\$41,795.00
CX-5	CX-5 2.0 FWD Petrol GSX 6AT	\$44,495.00
CX-5	CX-5 2.5 AWD Petrol GSX 6AT	\$47,695.00
CX-5	CX-5 2.2 AWD Diesel GSX 6AT	\$49,995.00
CX-5	CX-5 2.5 AWD Petrol Limited 6AT	\$56,795.00
CX-5	CX-5 2.5T AWD Turbo Petrol SP25T 6AT	\$59,795.00
CX-5	CX-5 2.5T AWD Turbo Petrol Takami 6AT	\$62,295.00
CX-5	CX-5 2.0 FWD Petrol GLX 6AT	\$42,290.00
CX-5	CX-5 2.0 FWD Petrol GSX 6AT	\$44,790.00
CX-5	CX-5 2.5 AWD Petrol GSX 6AT	\$47,990.00
CX-5	CX-5 2.5 AWD Petrol Activ 6AT	\$50,990.00
CX-5	CX-5 2.5 AWD Petrol Limited 6AT	\$57,790.00
CX-5	CX-5 2.5T AWD Turbo Petrol SP25T 6AT	\$61,290.00
CX-5	CX-5 2.5T AWD Turbo Petrol Takami 6AT	\$64,290.00
CX-8	CX-8 2.2 AWD Diesel GSX 6AT	\$57,190.00
CX-8	CX-8 2.2 AWD Diesel Takami 6AT	\$66,990.00
CX-9	CX-9 2.5T AWD Petrol GSX 6AT	\$61,190.00
CX-9	CX-9 2.5T AWD Petrol Limited 6AT	\$68,190.00
CX-9	CX-9 2.5T AWD Petrol Takami 6AT	\$72,090.00
BT-50	BT-50 2WD Double Cab GSX W/S 6AT	\$48,290.00
BT-50	BT-50 2WD Double Cab GTX W/S 6AT	\$52,290.00
BT-50	BT-50 2WD Double Cab Limited W/S 6AT	\$54,790.00
BT-50	BT-50 4WD Double Cab GSX W/S 6AT	\$55,290.00
BT-50	BT-50 4WD Double Cab GTX W/S 6AT	\$59,290.00
BT-50	BT-50 4WD Double Cab Limited W/S 6AT	\$61,790.00
<b>MITSUBISHI</b> For more information on Mitsubishi's fleet offerings visit <a href="http://www.mmnz.co.nz">www.mmnz.co.nz</a> or contact the Customer Care Centre on 0800 54 53 52.		
Mirage	1193cc 58kW CVT	\$19,990.00
ASX 2.0P LS 2WD CVT	2.0 L DOHC MIVEC Petrol	\$27,990.00
ASX 2.0P XLS 2WD CVT	2.0 L DOHC MIVEC Petrol	\$31,990.00
ASX 2.4P VRX PETROL 2WD	2.4L DOHC MIVEC petrol	\$35,990.00
OUTLANDER 2.4P LS 2WD CVT	2.4L DOHC MIVEC Petrol	\$33,990.00
OUTLANDER 2.4P LS 4WD CVT	2.4L DOHC MIVEC Petrol	\$37,990.00
OUTLANDER 2.4P SPORT 4WD CVT	2.4L DOHC MIVEC Petrol	\$39,990.00
OUTLANDER 2.4P XLS 4WD CVT	2.4L DOHC MIVEC Petrol	\$39,990.00
OUTLANDER 2.4P VRX 4WD CVT	2.4L DOHC MIVEC Petrol	\$45,990.00
OUTLANDER 2.3D XLS 4WD 6AT	2.3 L DOHC Intercooled Turbo Diesel	\$42,740.00
OUTLANDER 2.3D VRX 4WD 6AT	2.3 L DOHC Intercooled Turbo Diesel	\$48,990.00
2WD GLX DIESEL SINGLE CAB 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
<b>NISSAN</b>		
<i>For more information on Nissan's fleet offerings visit <a href="http://www.nissan.co.nz">www.nissan.co.nz</a> to find your local Nissan Dealer and their Fleet Specialist will be able to assist you further.</i>		
LEAF ZE1LE01	40kW Electric Hatch	\$61,990
LEAF ZE1LP01	62kW Electric Hatch	\$69,990
JUKE F16ST01	ST 1L Turbo Petrol	\$33,650
JUKE F16SL01	ST-L 1L Turbo Petrol	\$38,750
JUKE F16TI01	Ti 1L Turbo Petrol	\$44,990
X-TRAIL T32SS03	2.5L Petrol ST 2WD 7 Seats	\$42,100
X-TRAIL T32ST03	2.5L Petrol ST 4WD 5 Seats	\$44,640
X-TRAIL T32SX03	2.5L Petrol ST-L 2WD 7 Seats	\$46,440
X-TRAIL T32SL03	2.5L Petrol ST-L 4WD 5 Seats	\$49,390
X-TRAIL T32TI03	2.5L Petrol Ti 4WD 5 Seats	\$55,640
X-TRAIL T32SS04	2.5L Petrol ST 2WD 7 Seats	\$42,100
X-TRAIL T32ST04	2.5L Petrol ST 4WD 5 Seats	\$44,640
X-TRAIL T32SX04	2.5L Petrol ST-L 2WD 7 Seats	\$46,640
X-TRAIL T32SL04	2.5L Petrol ST-L 4WD 5 Seats	\$49,590

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



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

PRICELIST		
MODEL	ENGINE	PRICE
KAROQ Sportline	1984cc	\$56,990.00
KODIAQ Ambition	1395cc	\$48,990.00
KODIAQ Style	1984cc	\$63,990.00
KODIAQ Sportline	1984cc	\$69,990.00
KODIAQ Sportline (Diesel)	1968cc	\$74,990.00
KODIAQ RS	1984cc	\$79,990.00
<b>SUZUKI</b> <i>For more information on Suzuki's fleet offerings visit <a href="http://www.suzuki.co.nz">www.suzuki.co.nz</a> or contact fleet sales manager Simon Terry at <a href="mailto:simon.terry@suzuki.co.nz">simon.terry@suzuki.co.nz</a> 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
<b>TOYOTA</b> <i>For more information on Toyota's fleet offerings visit <a href="http://www.toyota.co.nz">www.toyota.co.nz</a> or contact fleet sales manager 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
<b>VOLVO</b> For more information on Volvo's fleet offerings visit <a href="http://www.volvocars.com">www.volvocars.com</a> / <a href="http://www.volvotrucks.com">www.volvotrucks.com</a> or contact the general manager <b>Ben Montgomery</b> at <a href="mailto:ben.montgomery@volvocarsnz.co.nz">ben.montgomery@volvocarsnz.co.nz</a>		
S60 B5 Inscription	Petrol MHEV	\$77,900.00
V60 B5 Cross Country	Petrol MHEV	\$79,900.00
XC40 T4 Momentum	Petrol	\$60,900.00
XC40 T4 Inscription	Petrol	\$68,900.00
XC40 T5 R-Design	Petrol	\$73,900.00
XC40 T5 Recharge Plug-in Hybrid	Petrol PHEV	\$85,900.00
XC60 B5 Momentum	Petrol MHEV	\$81,900.00
XC60 B5 Inscription	Petrol MHEV	\$87,900.00
XC60 B6 R-Design	Petrol MHEV	\$95,900.00
XC60 T8 Recharge Plug-in Hybrid	Petrol PHEV	\$119,900.00
XC90 B5 Momentum	Petrol MHEV	\$101,900.00
XC90 B6 Inscription	Petrol MHEV	\$107,900.00
XC90 B6 R-Design	Petrol MHEV	\$111,900.00
XC90 T8 Recharge Plug-in Hybrid	Petrol PHEV	\$146,900.00
<b>VOLKSWAGEN COMMERCIAL</b> For more information on Volkswagen's fleet offerings visit <a href="http://www.volkswagen.co.nz">www.volkswagen.co.nz</a> or contact national fleet sales manager <b>Mark Wadman</b> at <a href="mailto:mwadman@volkswagen.co.nz">mwadman@volkswagen.co.nz</a> / 021 618 654		
Cargo TDI 280Nm Manual	1968cc	\$46,500
Cargo TSI 220Nm Manual	1498cc	\$43,500
Cargo TDI 320Nm DSG	1968cc	\$50,000
Cargo TSI 220Nm DSG	1498cc	\$47,000
Cargo Maxi TDI 320Nm DSG	1968cc	\$54,500
Cargo Maxi TSI 220Nm DSG	1498cc	\$51,500
Life TDI 320Nm DSG	1968cc	\$61,000
Life TSI 220Nm DSG	1498cc	\$58,000
Move TDI 320Nm DSG	1968cc	\$54,000
California TDI 320Nm DSG	1968cc	\$70,500
California TSI 220Nm DSG	1498cc	\$67,500
Mobility TDI 320Nm DSG	1968cc	\$73,500
Mobility TSI 220Nm DSG	1498cc	\$70,500
Runner SWB 250Nm Manual	1968cc	\$50,500
Runner SWB 340Nm DSG	1968cc	\$58,500
Trendline SWB 340Nm DSG	1968cc	\$66,000
Trendline SWB 450Nm DSG 4MOTION	1968cc	\$76,000
Trendline LWB 340Nm DSG	1968cc	\$69,000
Trendline LWB 450Nm DSG 4MOTION	1968cc	\$79,000
Comfortline LWB 340Nm DSG	1968cc	\$78,000
Comfortline LWB 340Nm DSG 4MOTION	1968cc	\$84,000
Comfortline SWB 340Nm DSG	1968cc	\$85,500
Comfortline SWB 340Nm DSG 4MOTION	1968cc	\$92,000
Highline SWB 450Nm DSG 4MOTION	1968cc	\$108,000
Family PHEV 350Nm DSG	1395cc	\$78,800
Energetic PHEV 350Nm DSG	1395cc	\$106,000
Ocean SWB 450Nm DSG 4MOTION	1968cc	\$155,000

PRICELIST		
MODEL	ENGINE	PRICE
MWB 30 340Nm Manual Runner	1968cc	\$65,500
MWB 30 340Nm Auto Runner	1968cc	\$69,500
MWB 35 340Nm Manual	1968cc	\$74,000
MWB 35 340Nm Auto	1968cc	\$78,000
MWB 35 410Nm Auto	1968cc	\$82,000
MWB 35 410Nm Auto 4MOTION	1968cc	\$89,500
LWB 35 340Nm Manual	1968cc	\$78,000
LWB 35 340Nm Auto	1968cc	\$82,000
LWB 35 410Nm Auto	1968cc	\$86,000
LWB 35 410Nm Auto 4MOTION	1968cc	\$93,500
ELWB 35 340Nm Auto	1968cc	\$84,500
ELWB 35 410Nm Auto	1968cc	\$88,500
ELWB 35 410Nm Auto 4MOTION	1968cc	\$96,000
MWB 35 340Nm Auto	1968cc	\$67,500
MWB 35 410Nm Auto	1968cc	\$71,500
MWB 35 410Nm Auto 4MOTION	1968cc	\$79,000
LWB 35 340Nm Auto	1968cc	\$69,500
LWB 35 410Nm Auto	1968cc	\$73,500
LWB 35 410Nm Auto 4MOTION	1968cc	\$81,000
MWB 50 410Nm Manual	1968cc	\$89,000
MWB 50 410Nm Auto	1968cc	\$93,000
LWB 50 410Nm Auto	1968cc	\$97,000
ELWB 50 410Nm Auto	1968cc	\$99,500
MWB 50 410Nm Auto	1968cc	\$83,500
LWB 50 410Nm Auto	1968cc	\$85,500
600 410Nm Auto 4MOTION	1968cc	\$163,000
680 410Nm Auto 4MOTION	1968cc	\$167,000
Comfortline 420Nm Auto 4MOTION	1968cc	\$65,000
Sportline V6 580Nm Auto 4MOTION	2967cc	\$75,000
Aventura V6 580Nm Auto 4MOTION	2967cc	\$90,000
<b>VOLKSWAGEN PASSENGER</b> For more information on Volkswagen's fleet offerings visit <a href="http://www.volkswagen.co.nz">www.volkswagen.co.nz</a> or contact national fleet sales manager <b>James Dobbie</b> at <a href="mailto:jdobbie@volkswagen.co.nz">jdobbie@volkswagen.co.nz</a> / 021 701 468		
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



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*"Of course."*



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

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