

Stability control

Renault aims for sales stability as product options become hampered by ADR homologation, but new models coming



Megane E-Tech

BY PHILIP LORD

DESPITE Renault Australia enjoying a sales increase of almost 25 per cent last year, the brand is playing down any chance it has of continuing such growth and overtaking its local sales record set in 2015.

According to Renault Australia general manager Glen Sealey, the company does not expect to see a continued sales climb to the degree it has recently experienced; rather he thinks it will begin to plateau.

“We had a terrific year last year; I’d like to think we could replicate that year in 2023 as part of stabilising, and I’d like to keep where we are, as a number, give or take, as a step up as the (new product) portfolio comes though,” he told *GoAuto* at a recent media briefing in Sydney.

“The way we’re running the brand at the moment, though, is to have supply meet demand. Renault is still a brand that is relatively

small in Australia.”

From a low of 6904 deliveries in 2020 followed by 7099 in 2021, Renault sold 8855 units in Australia last year, the brand’s biggest sales volume since the peak of 11,525 cars, SUVs and vans it sold in this country when still a factory-owned importer in 2015.



Glen Sealey

Renault has become a star among those brands that tend to appear towards the lower end of the local sales charts. Its 2022 sales volume means it has overtaken Skoda (6502 sales) and is well ahead of French rivals Citroen (296) and Peugeot (2087).

Parsing the results over the last seven years, Renault has had a turbulent ride, mostly due to product availability – or lack of. With important models like the Megane (except for the RS hot hatch flagship) dropped in 2018 and the Clio altogether in 2020, it lost around 1800 combined annual sales.

Continued next page

CHARGE: \$10K OFF A BMW iX3



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Continued from previous page

The Koleos medium SUV has also suffered a hit against fresher competitors, with a drop of 459 units between 2018 and 2019.

Against this backdrop of product disappearing and others faltering was the Kadjar small SUV that arrived to this market late in its lifecycle for a two-year sojourn from 2019-2020 during which it chalked up just 632 sales.

There has been a strong return to form with new Arkana coupe-SUV and Captur light SUV in the past two years, with combined volume bumping up from under 1000 in 2021 to around 2600 last year. The long-in-the-tooth Koleos also saw a bump up of 615 units last year compared with 2021.

Ateco took over in April 2021 from Renault’s own factory representation, Vehicle Distributors Australia, which had opened shop in 2001. Ateco also represents the Maserati, LDV and Ram brands in Australia.



Arkana

Mr Sealey said his expectations for Renault sales growth in Australia were partly tempered by the current uncertain economic conditions, some stock shortages – particularly for the LCV range – and especially by the number of fresh products viable for Australia.

“Sure we’re growing the brand, but it depends on economic conditions and new product coming though. We also have some supply constraints for some (but not all) of our LCVs; for example, if you want a Master bus, you’ll be out to 2024 with your order,” he explained.

“The new product is key. We’re not going to stand here and say we’re going to sell double the existing model range because we’re really good. What we have to do is say that we can stabilise the business, we can inject some excitement into it, but fundamentally the growth part forward is organic and it is based on new product such as this (Megane E-Tech).”

As GoAuto reported in June 2020, Renault undertook sweeping reforms

to reduce fixed costs by €2 billion. Renault Group chair Jean-Dominique Senard said at the time that the company would focus heavily on reducing engineering costs.

This has affected which products the Australian market can lay its hands on, according to Mr



Koleos

Sealey, because of some unique safety, emissions and anti-theft requirements under the Australian Design Rules (ADR) umbrella.

“We do have unique ADRs in Australia that require unique investment for a relatively small market and so putting up your hand

up for a new vehicle is one thing, getting the large machine that is Renault to then decide to invest in the engineering to bring a car to Australia is another.”

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Great news – next page

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Great news

Bigster

Dacia still on the cards for Australia from 2025, local Renault importer Ateco awaits green light

By PHILIP LORD

ROMANIAN car-maker and Renault subsidiary Dacia is still on the wish list of Australian importer Ateco, which says all it would take for the European value brand to come here is for head office to say, 'let's go'.

Speaking to local media last week in Sydney, Renault Australia boss Glen Sealey said the Bigster and Duster SUVs from Dacia's portfolio hold the most promise for Australia.



Duster

The Dacia Duster is an existing compact SUV available in Europe in front- and all-wheel drive formats. First launched in 2010, the Duster has been built in right-hand drive for the UK market since 2013 and is due for replacement with a new-generation model in 2025.

Meanwhile the Bigster is a larger, all-new seven-seat large SUV that has appeared in concept form only so far and is, like the new Duster, expected to be revealed in production form in 2025.

Mr Sealey indicated that these new models are the best chance for the local importer to bring Dacia to Australia.

FULL STORY: [CLICK HERE](#)
Christmas presence – next page

RENAULT AUSTRALIA AIMS FOR ALPINE TO RETURN WITH SPORTY NEW MODELS

BY PHILIP LORD

ALPINE is working on returning to Australia, taking the lead as Renault's halo sportscar brand locally as a new range of electrified Alpine models become available to replace the A110 that fell victim to changes in local regulations.

As part of Groupe Renault's strategic plans announced by CEO Luca de Meo in 2021 dubbed 'Renaulution', Alpine will take over from Renault Sport as Renault's sole premium sportscar brand, with five models coming, all electrified.

Groupe Renault announced this year that it would have its five



A110 R

models in play from 2026, including a new A110 and models in the B, C, D and E segments.

According to Renault Australia general manager Glen Sealey, there likely would have been a seamless transition from the current petrol A110 here, were it not for the updated safety

regulations that ended local sales of the A110 in 2021.

"We'd still be importing the Alpine A110 if we could, if ADR 85 didn't come along," he said.

ADR 85/00, introduced in 2017, introduced new pole side impact regulation requirements that gave existing, non-complying models until November 2021 to comply.

The Alpine 110, Nissan GT-R, Lexus IS and RC and Mitsubishi Mirage were all pulled off the market as they were not able to be made compliant.

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Christmas presence



Renault Megane E-Tech electric SUV here in time for Christmas, but expect a \$70K+ price

By PHILIP LORD

RENAULT Australia has confirmed it will bring the Renault Megane E-Tech battery electric SUV to these shores by Christmas, in a single high-spec trim level, for around \$75K.

While Renault Australia has not yet announced retail pricing or confirmed full local specifications, GoAuto understands it will feature the Technic trim level, which is the top grade available in the right-hand drive Megane E-Tech range.

As such, it will likely come



with a 60kWh battery pack and 160kW/300Nm from a single electric motor driving the front wheels.

At a local media preview for the Megane E-Tech last week, Renault Australia general manager Glen Sealey was only willing to say that price would be “in the mid to low seventies” but confirmed that warranty coverage would last five years with unlimited kilometres for the vehicle and eight years or 160,000km for the battery pack.

No incentives will be offered, such as free charging infrastructure subscriptions, but Renault Australia has partnered with EVSE and Jet Charge for installation of home charging facilities.

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Deliveries of four-variant Ford F-150 range commence Q3 priced from \$106,950 + ORC

By MATT BROGAN

FORD has opened the order books for F-150 pick-up trucks with factory-backed right-hand drive conversion, the four-variant range priced from \$106,950 plus on-road costs and offering what Ford Australia says are “generous standard features for customers that want an uncompromising truck for work and play”.

Now available for order, the short- and long-wheelbase F Truck range will include XLT and Lariat grades for the Australian market, each backed by a five-year, unlimited-

kilometre manufacturer warranty.

Ford Australia says reintroduction of the F-Series comes after significant demand from local customers.

The model has undergone extensive re-engineering work by the Blue Oval’s Aussie engineers and RMA



Automotive and promises to be ideally suited to the harsh local environment.

“As an iconic full-size American pick-up, the F-150 is joining Australian showrooms thanks to an extensive and meticulous local re-engineering program,” explained Ford Australia F-150 assistant program engineer, Tom Dohrmann.

“Together with RMA Automotive, Ford Australia earned the privilege of developing a world-first right-hand drive program for the F-150.

“We set ourselves the target of equivalency without compromise and are incredibly proud to have achieved this to our exacting standards, while offering our customers compelling value and

generous specification.”

The F-150 will compete with established players in the locally converted pick-up space including the Chevrolet Silverado (from \$121,000 + ORC) and DT-Series Ram 1500 (from \$114,950 + ORC).

It will also face competition from the right-hand drive Toyota Tundra when official RHD versions of that model arrive on Australian shores in 2024.

Both the F-150 XLT and Lariat (from \$139,950 + ORC) will be powered by Ford’s 298kW/678Nm 3.5-litre EcoBoost twin-turbocharged V6 petrol engine coupled to a 10-speed automatic transmission as standard.

Crew Cab bodies with four-wheel drive will be the only configuration available Down Under.

The F-150 is available in short- or long-wheelbase format, the former measuring 3683mm between the axles and with a 1676mm-long style-side load box and the latter 3987mm in wheelbase with a 1981mm-long style-side box.

All variants offer a braked towing capacity of 4500kg.

For the F-150 XLT, standard equipment includes 20-inch alloy wheels, chrome bumpers, black running boards, tailgate step and Tough Bed spray-in ute liner.

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e-2008 confirmed



Compact electric 2008 SUV is Peugeot's first passenger BEV for Aussie market, here Q3

By MATT BROGAN

PEUGEOT will introduce its first battery electric-powered passenger model to Australia in the third quarter of this year with the arrival of its e-2008 SUV – nearly four years after the model went on sale in Europe.

Following recent confirmation of the e-Partner van, the French brand says its all-electric small SUV will further broaden its local range, while offering a familiar look and feel to its petrol-powered sibling. It will offer the model locally as a single, highly



specified variant.

Riding on Peugeot's Common Modular Platform (CMP) and sharing underpinnings with the e-208 hatch, the e-2008 is powered by a 50kWh battery with a single 100kW/260Nm electric motor driving the front wheels. The 0-100km/h dash is listed at a leisurely 9.9 seconds.

The electric 2008 is some 350kg heavier than the petrol derivative, tipping the scales at just over 1500kg. Based on that figure, the model should achieve 290km from a full charge which takes around seven hours and fifteen minutes from a 7.4kW home charger. DC fast charging can take the battery from 10 to 80 per cent in around 28 minutes.

Cargo space is listed at 434-1467 litres (identical to the petrol model) with the packaging and equipment

levels identical to those of a high-grade petrol model.

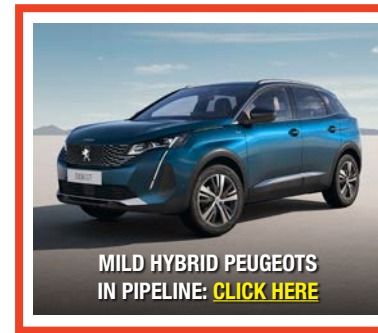
On the outside, the e-2008 measures 4300mm long, 1770mm wide, 1550mm tall and rides on a 2605mm wheelbase.

There is no word yet on pricing, though the e-2008 is likely to be considerably dearer than the similar-sized MG ZS EV (from \$44,990 drive-away), and likely closer to that of the Hyundai Kona EV (from \$54,500 plus on-road

costs) or the Kia Niro S Electric

(from \$65,300 + ORC).

For reference, the local petrol-



MILD HYBRID PEUGEOTS
IN PIPELINE: [CLICK HERE](#)

powered 2008 range is priced from \$38,945 to \$51,188 + ORC.

In terms of equipment (and in comparing the expected variant with that sold in Europe) the e-2008 is expected to offer Peugeot's 3D i-Cockpit instrumentation, a 10.0-inch touchscreen infotainment array with DAB+ digital radio reception, Apple CarPlay and Android Auto connectivity and a reversing camera.

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Closing the gap



BMW cuts \$10K from price of all-electric iX3 SUV but ups cost of petrol, diesel X3

By MATT BROGAN

BMW has quietly cut \$10,000 from the list price of its iX3 electric SUV in Australia, while other X3 variants have increased by between \$3400 and \$8100 to close the price differential between internal combustion and battery electric options.

Speaking to *GoAuto*, a BMW Australia spokesperson said the reduction was not a response to slow uptake of the all-electric model, but



a simple price realignment aimed at offering potential customers a sharper deal.

“The expansion of our fully electric BMW models and imminent arrival of the first-ever iX1 provided us the opportunity to reposition the iX3 within our line-up, and we are delighted to now offer this model to our customers at a revised price point,” the spokesperson said.

An original list price of \$114,900 plus on-road costs placed the iX3 within reach of prestige rivals including the Genesis Electrified GV70 (from \$127,800 + ORC) and Mercedes-Benz EQC (from \$128,000 + ORC) but well ahead of the similar-sized Tesla Model Y (from \$69,300 + ORC).

FULL STORY, PRICING: [CLICK HERE](#)

BMW LOBS 460KW MILD HYBRID X5 AND X6 M COMPETITION SUVs, PRICE UP \$14K

By MATT BROGAN

BMW has detailed its revised X5 and X6 M Competition performance SUV duo, the first M-enhanced models to pack a 48-volt mild hybrid powertrain that promises a neck-stretching 460kW of power at 6000rpm and 750Nm of torque between 1800-5800rpm.

The US-built BMW X5 M Competition and X6 M Competition are priced from \$241,900 and \$247,900 plus on-road costs respectively – \$14,000 more than the outgoing models.

Supplementing the carryover model’s 4.4-litre twin-turbocharged



petrol V8 is a crankshaft-mounted 48V electric motor, adding 9kW of additional drive power and 200Nm of torque, while also serving as a starter-generator.

BMW says the arrangement contributes to stronger mid-range acceleration, quoting an 80-120km/h

time of 3.2 seconds in fourth gear.

However, the 0-100km/h sprint is a tenth tardier than before, at a claimed 3.9 second while V-max is governed at 250km/h – or 290km/h with the optional M Driver’s package.

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Jolion Lux goes hybrid



More affordable entry point to petrol-electric GWM SUV range arrives from \$36,990 d/a

By MATT BROGAN

GWM has introduced a new entry point to its hybridised Haval Jolion SUV range in the form of the base-grade Lux, which hits dealerships priced from \$36,900 drive-away to become the small SUV line-up's



sixth variant.

Powered by a familiar 1.5-litre petrol-electric driveline, the GWM Haval Jolion Lux delivers combined outputs of 139kW and 375Nm while returning a claimed combined-cycle fuel consumption figure of 5.0 litres per 100km. CO2 emissions are posted at 122 grams per kilometre. The quoted figures are achieved using 91 RON standard unleaded petrol.

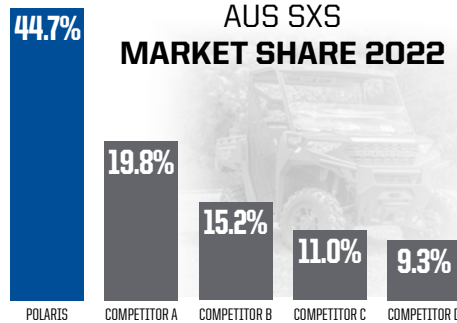
The hybrid model's electronically controlled hybrid transmission unit is said to provide the Jolion with "excellent acceleration and performance from low speeds with increased efficiency and power at higher speeds" to deliver a driving experience GWM says is "similar to that of a battery electric vehicle".

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Xtreme pressure



Clock ticking for Walkinshaw-fettled Triton Xtreme launch as next-gen Mitsi ute nears

By PETER BARNWELL

MITSUBISHI is making a belated run at the ‘hero’ ute brigade with a tough-looking Triton Xtreme variant to be assembled from aftermarket parts by Walkinshaw Automotive in Australia and potentially due to launch around the middle of the year.

Information on the limited-edition Xtreme – a swansong for the current-generation Triton that will soon be replaced – has surfaced from the federal government’s Australian Design Rules (ADR) homologation program.

A Triton Xtreme already exists in South Africa and the proposed Australian version is expected to offer a local twist on its specification, which apart from beefier wheels and tyres, offers little in the way of off-road upgrades.

South African Triton Xtreme upgrades include A-Line Hazard alloy wheels with Pirelli Scorpion all-terrain tyres, fender flares, black sports bar with sailplane, tailgate damper and lock, tow bar, roof rails, tonneau cover and an appearance package comprising black bumper and grille, decals and window visors plus and protectors for the bonnet, headlights and door handles.

However, given its proximity to a new-generation Triton due here late this year or early next, availability of the dual-cab 4x4 Triton Xtreme will likely be strictly limited. It is also unlikely to bear Ralliart branding, something Mitsubishi tends to reserve for factory performance variants.

FULL STORY: [CLICK HERE](#)

MASSIVE DEMAND FOR ALL-ELECTRIC RAM 1500 REV

By PETER BARNWELL

STRONG reservations for Ram’s forthcoming fully electric, full size 1500 Rev(olution) pick-up truck – publicly teased at the recent US Super Bowl game – have forced the commercial vehicle brand to halt a \$US100 (\$A149) deposit scheme that kicked off in conjunction with the NFL championship game.

The reservation system, called ‘The Ram Revolution Insiders+ Offer Program’, was supposed to run from Feb 10 – 28 but Ram has closed it off early due to the high uptake of reservations.

With the reservation option no



longer available, potential customers (and speculators) can still register their interest by signing up to Ram’s email list for updates on the coveted electric pick-up, a competitor for Ford’s Ford F-150 Lightning, Chevrolet Silverado EV, GMC Sierra Electric and slightly smaller Rivian R1T.

FULL STORY: [CLICK HERE](#)

RECORD ANCAP SCORES



Lexus RX

By MATT BROGAN

ANCAP has released crash performance results for the Hyundai Ioniq 6 and Lexus RX, respectively setting new safety performance records in the adult occupant protection and vulnerable road user protection categories.

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Mini manual axed

Swapping cogs becomes a thing of the past for Mini as Australian-spec cars go auto-only

By PETER BARNWELL

THE writing is on the wall for Minis with a manual transmission as buyers here and overseas overwhelmingly tick the automatic box when ordering their new car.

Mini Australia cites changing tastes, stock shortages and manufacturing hold-ups that caused a halt to manual transmission production for more than eight months from May last year, as reasons for falling sales of manual Minis.

A mere 6.1 per cent of all Mini sales in Australia year were



manual, spread mostly between the Convertible and Clubman models with the Hatch running at half their manual sales rate. It has prompted a swift reaction from Mini Australia.

James Orlov, who is Mini head of product and planning for Australia and New Zealand, was unequivocal in a media statement : “Mini will no longer offer manual transmissions for the Australian market from now until the end of production for current-generation products.”

That point is fast approaching as a heavily revised Mini hatch is due for introduction later this year and could precipitate a decision from head office to stop production of manual Minis entirely given international uptake for the manual 'box is declining as quickly as it has in Australia.

However, on the other side of

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the Pacific, Mini USA has recently launched a ‘manual driving school’ and announced that Mini models produced for that market after November last year would be offered with a six-speed stick-shift.

The latest Mini has transmuted into a premium small car with all the trimmings in numerous configurations ranging from a three-door hatch to six-door wagon with a drop-top thrown in for good measure.

All are now almost fully automated

or electrically operated with power assistance to many functions and controls, so having ‘auto only’ would

WE GO FOR A BLAST IN TOYOTA'S NEW GR COROLLA: [CLICK HERE](#)

make sense for Mini.

It is all a far cry from when Sir Alec Issigonis designed the first Morris Mini Minor back in the late 1950s as a bare bones, cheap to buy and run, two-door runabout that had the starter button on the floor and sliding side windows. Pretty much everything was operated manually including the four speed manual (only) gearbox.

FULL STORY: [CLICK HERE](#)



Right Thar

Aussie report says Indian-made Jeep clone a likely starter for the local market in 2023

By MATT BROGAN

AUSTRALIAN publication *Drive* says Mahindra is looking to bring its Thar four-wheel drive to the local market, assuming a redesign of the model can satisfy the requirements of Jeep’s lawyers, who successfully challenged that the model is a copy of its popular Wrangler.

Mahindra is reported to have said the business case for the Thar is “well progressed” for Australia and that the model will be sold locally provided Mahindra can provide Jeep with sufficient evidence that “details



of the appearance of the vehicle” have satisfied the obligations of the high-profile legal case.

However, with styling of the MY23 Thar recently introduced to the Indian market wearing the same Wrangler-esque looks as before, it remains unclear as to whether any changes to the model are in the pipeline, says *Drive*.

Speaking to *GoAuto* about the possibility of the Thar’s entry to the local market this week, a Mahindra Australia spokesperson said there was “no information that can be added to the story at this time”.

Jeep and Mahindra have been to court over design similarities previously. In 2018, Jeep successfully blocked sales of the Mahindra Roxor in the United States.

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Volvo e-truck buzz



Electric truck to ship parts across Sydney as Volvo preps for QLD e-truck production

By COBEY BARTELS

VOLVO Trucks Australia has delivered its first all-electric truck Down Under, to global logistics outfit Geodis.

A 6x2 FE Electric truck will operate between the Geodis headquarters in Matraville, Sydney, and Volvo Group Australia’s parts distribution centre 47 kilometres away in Minto.

The news comes as Volvo Group Australia gears up to commence local



production of all-electric trucks out of its Brisbane factory in 2027.

In preparation for local production the truck-maker has acquired Queensland state government permits for the trial of two battery-electric heavy-duty trucks that exceed Australia’s 2.5-metre width restriction.

For the Geodis deal, Volvo Group Australia regional logistics buyer Jennie Alfredsson identified the Sydney parts delivery route as an ideal fit for an electric FE model, with calculated energy requirements of 69kWh for the trip.

“This project has been such a great example of multiple stakeholders working together to take yet another step towards decarbonising our industry one truck at a time,” said

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Volvo Group Australia vice president of emerging technology business development, Paul Illmer.



GOAUTO ROAD TESTS THE KIA EV6 GT-LINE AWD: [CLICK HERE](#)

“As a transport buyer, Jennie has recognised an opportunity to make a difference in our logistics operations as seized it. And as a team we’ve worked together to bring a solution to the table.

“We’ve made no bones about our determination to tackle the decarbonisation challenges along the way, whether that be sourcing green power for our facilities, a solar project utilising our own building and factories or finding opportunities

such as this.

The FE Electric is fitted with four batteries providing a total capacity of 266kWh, equating to a driving of 220km depending on the application.

While the journey only uses 69kWh of energy, the truck is charged using a 50kWh charger at the depot end and takes just over three hours to be charged from empty to 100 per cent.

FULL STORY: [CLICK HERE](#)



Master Dealers named

Aspley Mazda dealer principal Luke Camilleri (L) and colleagues

Mazda Master Dealer winning streak continues at Wippells Mazda, Aspley Mazda, Ringwood Mazda

By PETER BARNWELL
FOR the first time in three years, Mazda Australia hosted its Master Dealer Excellence Award at a gala event in Sydney, where 15 of the brand's almost 150 dealers received the coveted Master Dealer title for 2022. The award started in 1994 and gives recognition to franchised Mazda Australia dealers that deliver



the highest standard in customer experience and business excellence. This year, all winners were split into five different categories – Metro 1, Metro 2, Metro 3, Provincial and Rural.

Each dealer is rated against a lengthy list of key success criteria

including facilities, business processes, people development, sales results, financial management and customer satisfaction.

Of particular note was Wippells Mazda in Toowoomba, Queensland, which claimed a record-breaking 29th consecutive award, while Aspley Mazda in Queensland scored its 26th and Ringwood Mazda

in Victoria earned its 25th. Pakenham Mazda in Victoria received its first award.

Mazda Australia director of sales Jarrod Gieschen said the recipients of the 2022 awards had done an admirable job considering the trying conditions of the last 12 months.

“2022 was a year where we had to adapt to the conditions put in front of us, with supply and distribution disruptions throwing a spanner in the works for our dealers nationwide,” said Mr Gieschen.

“But despite these challenges, this year’s award winners have proven that through hard work and going the extra mile, excellence can still be achieved and this is evident when reviewing our very strong customer satisfaction results.”

Mazda Australia congratulated the 2022 Master Dealers and their teams.

Wippells Mazda dealer principal David Russell said: “Today was a special day.

“Mazda Australia have revealed



Aspley Mazda dealer principal Luke Camilleri



Edwardstown Mazda new car sales manager Theo Skonis

their top-performing dealers of 2022 and I am excited to announce that Wippells Mazda has not only won the award for 2022 but our dealership has now secured the win for the 29th consecutive year.

“We are proudly the only dealer to have achieved the Mazda Master Dealer status every year since the program’s inception.

“On behalf of the team, I would like to take this opportunity to thank our community who have continued to support us and we look forward to providing you with a continued standard of excellence throughout your Mazda buying experience.”

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Paccar honours

Top-performing dealerships celebrated at annual Paccar Australia awards night

By COBEY BARTELS

PACCAR Australia has celebrated top performers across its DAF, Kenworth, Paccar Parts, PacLease and Paccar Financial brands at the company’s annual dealer event.

Awards on the night consisted of the top Kenworth Dealer of the Year and DAF Dealer of the Year gongs, as well as the Paccar Parts Dealer of the Year, Paccar Financial Dealer of the Year, and PacLease Dealer of the Year.

The major Dealer of the Year awards recognise dealerships with the highest ranking across five key areas; customer service, truck sales, finance and leasing, parts support, and overall dealership performance.

Brown and Hurley Caboolture was named 2022 Kenworth Dealer of the Year for the first time in its eight years of operation, as well as being named Cummins Dealer of the Year on the night.

Newly appointed Brown and Hurley Caboolture dealer principal Dylan Hurley accepted the award but dedicated the win to outgoing dealer principal, Darryl Evans.

“On behalf of the entire Caboolture team, it is with great pride that I accept this award, and we are especially honoured to be recognised as the top performing dealer by Australia’s leading heavy-duty truck manufacturer,” Mr Hurley said.



L-R: Michael Long, director sales and marketing Paccar Australia; Jonathan Crawford, managing director Kenworth DAF Adelaide; Andrew Hadjidakou, managing director Paccar Australia; Mike Dozier, executive vice president Paccar Inc.

“I would like to thank our dedicated team of sales, service, and support professionals, and it is great for them to be recognised for their

outstanding efforts.

“Thanks also to the team at Paccar for providing incredible products that enable us to deliver for our

customers and support them with their business needs.”

Paccar Australia managing director Andrew Hadjidakou congratulated the Caboolture dealership for its outstanding performance.

“In an extremely competitive and challenging environment, customers continue to expect more from dealers. Brown and Hurley Kenworth DAF Caboolture have not only excelled in meeting these expectations but have also gone above and beyond in providing the highest standards of customer service and professionalism,” Mr Hadjidakou said.

FULL STORY: [CLICK HERE](#)



L-R - Michael Long, director sales and marketing Paccar Australia; Dylan Hurley, dealer principal Brown and Hurley Kenworth DAF Caboolture; Andrew Hadjidakou, managing director Paccar Australia; Mike Dozier, executive vice president Paccar Inc.

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Ebb and flow

Ford comes out on top as monthly ute sales data is skewed by supply and quarantine bottlenecks

By NEIL DOWLING

AUSTRALIANS bought 228,671 utes in 2022, representing 22 per cent of the total new car market as new models and fresh upgrades became the catalyst for increased buyer demand.

Despite headwinds in supply and logistics, there were 28 ute models from 14 brands available in Australia last year.

Surprisingly, despite the increased frequency of ute sightings on the nation's roads, this statistic does not represent a lot of change from a decade ago when buyers had their pick of 29 models from 12 brands.

New players over the past five years are predominantly Chinese – LDV and GWM – with contributions from South Korea's SsangYong and the two major US brands Chevrolet and Ram.

Added to that are remanufactured utes that include the Toyota Tundra and Ford F-Trucks, neither of which are listed in VFACTS delivery data.

Sales of the main players in Australia's 4x2 and 4x4 ute segments have retained much of their market share over the past

decade, with production and supply chain issues eroding gains across the board in 2021 and 2022.

In addition, shipping holdups at Australian ports, triggered by more intense contamination and quarantine procedures by authorities, have squeezed delivery to ports and then to dealerships and ultimately, customers.

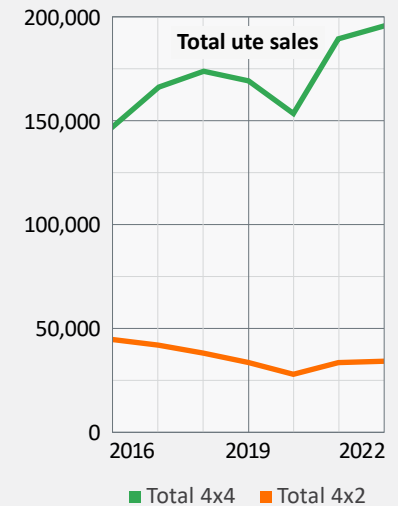
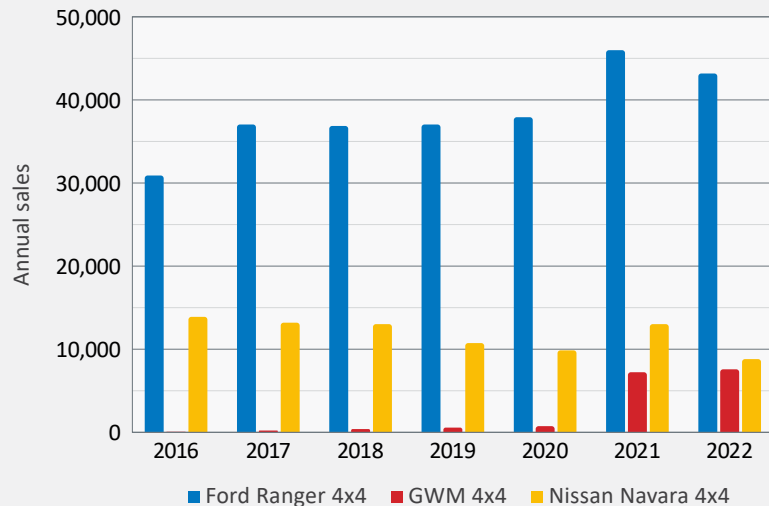
There has also been some unusual sales activity in some months that can also be attributed to the arrival of ships.

If one brand gets two shipments in one month, for example, it is reflected in a strong sales period while a brand that had delayed shipments would report fewer sales, indicating a lack of demand.

While all brands are affected by the various problems, on paper at least these issues hit Nissan and Mitsubishi particularly hard.

Sales of Mitsubishi Triton 4x4 variants were down a big 59.6 per cent in the first month of this year compared with January 2022, while Nissan Navara 4x4 sales have fared a fraction worse with a 59.8 per cent plunge.

Utes riding high despite delays



A Nissan spokesperson told GoAuto that Navara order books remained strong. Buyers have had a wait of up to six months but now stock flow is improving and delivery times are being reduced.

Delays have made a huge dent in Nissan's performance. Navara 4x4 sales were only 410 units in January,

down 59.8 per cent, while the 4x2 models found only 19 buyers, down 88.1 per cent.

From these figures it is easy to surmise that there is weak demand for 4x2 models, although such products are predominantly fleet territory and aside from production holdups, these variants are subject to buying

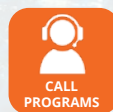
programs from fleet organisations. Mitsubishi was similarly affected and for the same reasons. The Triton 4x4 had 1051 buyers in January, down 59.6 per cent on the same month in 2022, while the 4x2 variant had 202 sales, down 25.7 per cent.

[FULL STORY: CLICK HERE](#)

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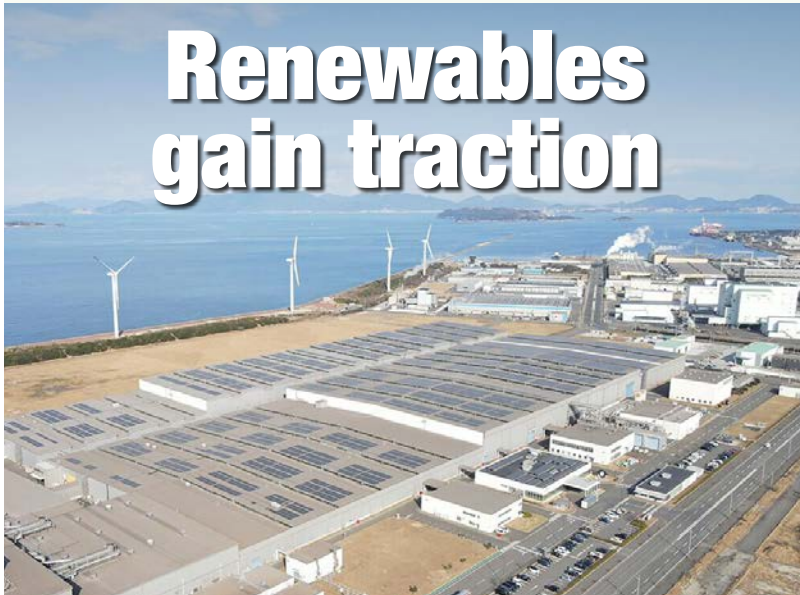
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Renewables gain traction



Bridgestone's commercial and mining tyre factories the latest to hit solar energy switch

By MATT BROGAN

JAPANESE tyre manufacturer Bridgestone is now using renewable energy to power its commercial and mining tyres production lines courtesy of giant solar arrays at its facilities in Shimonoseki and Kitakyushu.

Generating 820MWh and 5250MWh respectively, the plants are the first solar-powered examples of their kind in Japan, contributing to what Bridgestone says is the realisation of its sustainability business frameworks that “ensure the link between sustainable activities and business for contributing to carbon

neutrality and a circular economy across the entire value chain”.

Together, Bridgestone estimates the plants will contribute to a reduction in annual CO₂ emissions of approximately 2500 tonnes when compared to emissions from electricity supplied via the grid.

Bridgestone said previously that it is targeting CO₂ reductions of 50 per cent by 2030 (compared with 2011 levels) as part of its Milestone 2030 plan.

Specifically, the company aims to source more than 50 per cent of its electricity from renewable means by

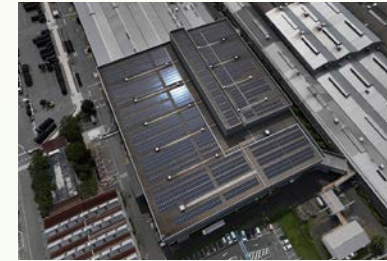
the end of this year and to use 100 per cent renewable energy by the end of the decade.

The latest solar switch at Shimonoseki and Kitakyushu means Bridgestone now operates all its European plants, four Japanese plants (Hikone, Kitakyushu, Shimonoseki and Tosu), two Chinese plants (Tiajin and Wuxi) and other facilities in Thailand and the United States on full or part solar power.

When solar power is not available, electricity is purchased from renewable supplies.

The Shimonoseki plant, located in Japan's Yamaguchi Prefecture, made the switch to solar in October last year while the Kitakyushu facility, in neighbouring Fukuoka Prefecture, moved to solar power last week.

“These initiatives are anticipated to make large contributions to carbon neutrality while also cementing the position of these plants as important global production bases



for Bridgestone Mastercore tyres for mining vehicles and other Dan-Totsu products,” the company said in a statement.

“Looking ahead, Bridgestone intends to transition to renewable energy for electricity purchased at all of its bases, while also accelerating CO₂ emissions reductions through the expansion of solar power generation and the improvement of energy efficiency.”

Bridgestone said it will also strive to increase the ratio of recycled and renewable materials used in tyre construction to 40 per cent by 2030.

Efforts focusing on tyre life, renewable resources, re-treading,

recycling, repairing, and sharing tyres will improve incrementally over the remainder of the decade.

Bridgestone said it is also continuing to focus on the development of low rolling resistance tyres and other “environmental performance improvements without sacrificing comfort and safety functionalities”.

Thinner, and therefore lighter tyres are said to be at the forefront of reducing the consumption of the firm's raw materials. It says that since 2018, Bridgestone tyres have used 15 per cent less rubber material while also offering a fivefold increase in tear strength.



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FILAZZOLA TAKES HELM AT STELLANTIS AUSTRALIA

By NEIL DOWLING
STELLANTIS has appointed former GM aftersales director and Holden sales director Michael Filazzola as managing director for Australia, effective March 20.

He will be responsible for the Stellantis brands of Jeep, Alfa Romeo, Fiat, Fiat Professional and Abarth in the Australian market.

Mr Filazzola replaces Kevin Flynn who, after 47 years in the automotive industry, has decided to retire so he can spend more time with his family in South Africa.

Over three decades, Mr Flynn worked across multiple countries and brands including Lexus, BMW,

Jaguar Land Rover and Porsche before joining Fiat Chrysler Automobiles (FCA) to lead the India team in 2015.

Stellantis senior vice president, India and Asia Pacific Region, Billy Hayes, said: “With proven leadership capabilities and a diverse skill set, we are confident that Michael will continue to drive the growth and success of the Stellantis business in Australia.”

Mr Filazzola has worked in the automotive and aftermarket industry for more than 28 years, working in Australia, China and South-East Asia.



Michael Filazzola

FULL STORY: [CLICK HERE](#)

TICKELL NAMED AS CARTELUX GLOBAL AUTO LEAD

By NEIL DOWLING
AUSTRALIAN ad-tech company Cartelux has expanded its operations into the United States, Canada and Latin America, and appointed Matthew Tickell as its global automotive lead.

He joins the company after Cartelux’s successful entrance into the European markets at the beginning 2022 along with consistent growth throughout Asia Pacific.

Cartelux says that now is the perfect time to grow its operation in the world’s second-largest car market with more than 18,000 new-vehicle dealerships in the United States alone.

Mr Tickell is an automotive industry leader with more than 15 years of experience in the management of automotive

dealerships and automotive software providers, specifically CRM, marketing and data solutions.

His most recent role was director of sales and equity partner with e-GoodManners, an automotive software provider throughout Asia Pacific specialising in CRM and marketing for both dealers and OEMs.

Mr Tickell said: “I am delighted to be heading up the expansion of Cartelux into the US, Canada, and Latin America.

“I have always had a passion for designing and implementing software solutions that assist OEMs to grow their brand and manage their network while improving the customer experience.”



Matthew Tickell

FULL STORY: [CLICK HERE](#)

NEW CHIP ROLE FOR LEX

By NEIL DOWLING
FORMER Volvo Cars chief commercial officer Lex Kersemakers, who served as president of the car-maker’s overseas operations including Australia, has joined the board of integrated circuit and semiconductor manufacturer PhotonDelta.

Mr Kersemakers, who now joins PhotonDelta’s supervisory board based in the Netherlands, retired from his Volvo CCO position last year but remains a senior advisor of the Volvo Cars group management team.

He joined Volvo Cars in 1983, initially working in the Netherlands.



Lex Kersemakers

FULL STORY: [CLICK HERE](#)

TRANSPORT HEAD KIM LINDSAY TO RETIRE IN JUNE

By NEIL DOWLING
THE chief executive of Lindsay Australia, Kim Lindsay, has announced his retirement and will step down from the board on June 30, 2023.

Lindsay Australia said that under his leadership, the company has become one of Australia’s largest transport companies employing



Kim Lindsay

more than 1500 people. During his time as CEO, Lindsay Australia has grown from operating revenue of \$144.3 million and EBITDA of \$12.3 million in 2003 to revenue of \$553 million and EBITDA of \$60.1 million in FY2022.

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Premium light

Lavishly equipped Staria Load Premium van arrives in Aus priced from \$51,240 + ORC

By MATT BROGAN

HYUNDAI will introduce a highly specified version of its Staria Load light commercial van this month, the Staria Load Premium priced from \$51,240 plus on-road costs.

Offering what the Korean importer says are new standards of style, safety and convenience, the LCV introduces dual 10.25-inch

instrumentation and infotainment screens with native satellite navigation, LED headlights, 17-inch alloy wheels, climate control, keyless entry and push-button ignition, and a smart powered tailgate.

Further, and on top of the features found in the current Staria Load (from \$45,740 + ORC), the two-seat Staria Load Premium



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BMW iX1

- BMW Z4
- Chery Omoda 5
- Hyundai Ioniq 6
- Hyundai Staria Load Premium
- Jeep Grand Cherokee
- Mazda CX-8
- MG 4
- Mitsubishi Eclipse Cross
- Mitsubishi Pajero Sport



Battery electric version of BMW's new-gen X1 small SUV priced from \$84,900 + ORC. Brings to 12 the number of electrified choices in BMW's Australian portfolio. Two models offered: xLine and M Sport. The iX1 uses a dual motor system with a combined 230kW and 494Nm.

FULL NEW CAR DIARY: [CLICK HERE](#)

adds blind-spot camera monitor and high-beam assist systems, additional paint colour choices (including Abyss Black, Graphite Grey, Moonlight Blue, Creamy White and Shimmering Silver). Premium paint continues to attract a \$695 surcharge.

The Staria Load adopts nearly all of Hyundai's SmartSense active driver assist and collision-avoidance technologies as standard, a suite that earned it 'platinum'

status in a comparison of van safety performance by ANCAP last year.

Driver attention warning, forward collision-avoidance assist, haptic warning function, intelligent speed limit assist, lane-keeping assist, lane following assist, leading vehicle departure alert, parking sensors, tyre pressure monitoring, safe exit warning, rear cross-traffic collision avoidance-assist and blind-spot collision-avoidance assist are all standard, in addition

to seven airbags.

The new variant shares the existing Staria Load's – and Staria people mover's – powertrain with a 130kW/431Nm 2.2-litre four-cylinder turbocharged diesel engine driving the front wheels via an eight-speed automatic transmission.

Fuel consumption is listed at 7.0 litres per 100km on the ADR combined cycle.

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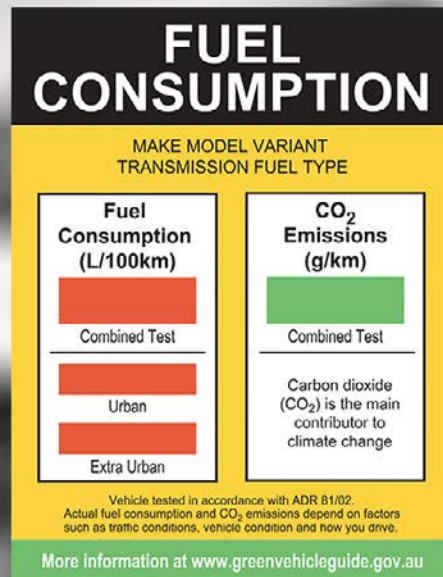
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THE BUSINESS PAGES OF GOAUTONEWS

High Court opening for Mitsubishi Motors

Court agrees to adjudicate on 'misleading conduct' arising from following the letter of the law



By JOHN MELLOR

THE High Court of Australia has agreed to grant special leave for Mitsubishi Motors Australia (MMAL) to appeal against a Victorian court decision last year that said the car-maker was guilty of misleading conduct when all it was doing was obeying the laws regarding fuel labelling.

In August 2022 the Victorian Court of Appeal agreed with a previous hearing that MMAL and one of its dealers engaged in misleading or deceptive conduct over a fuel label which was required by law to be affixed to the windscreen of a 2016 Triton. The Triton was sold to a motorist who said he could not match the economy claimed on the label.

The case has also sparked a class action against MMAL.

MMAL argued before the Victorian appeal justices that all it was doing was following the procedures laid down in the Motor Vehicle Standards Act.

But the appeal justices said that

there was nothing in the Act that required MMAL to proceed with the sale if the label was not an accurate representation of the consumption drivers could expect in that it knew the label was being used by consumers as a benchmark of the Triton's fuel use.

The issue raises once again the dichotomy between test results from a prescribed driving cycle in an engineering laboratory and so-called real world fuel consumption achieved by a whole host of different car owners which can vary dramatically. Driving style can vary consumption by 30 per cent.

The case highlights that the fuel labelling results are not so much an indication of the true fuel consumption of the vehicle on the road, but are more a point of comparison between competitive vehicles that have been tested in exactly the same environment using exactly the same driving cycle. The testing is the constant by which competitive models are judged.

Continued next page

Predictive traffic tech bound for AU

Intelematics partners with US firm to fast-track traffic information systems for motorists

Ford to design 'from scratch'

Culture of 'dysfunction' has returned to the automaker as it searches for cost savings

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Triton

Continued from previous page
MMAL told *GoAutoNews Premium* in December 2021 that the case “is without foundation” and it “will respond accordingly”.

“Importantly, Mitsubishi Motors has full confidence in the accuracy of its fuel consumption testing, which is conducted in an accredited laboratory,” MMAL said.

“There are very specific government regulations that mandate how this testing is undertaken and how the result is displayed on the fuel consumption label of all new vehicles, with which Mitsubishi fully complies,” MMAL said.

The case dates back to 2019, when

the Victorian Consumer Arbitration Tribunal (VCAT) ordered that MMAL refund the Triton owner, Zelko Begovic, the sum of \$39,500 because he said the fuel consumption figure on the windscreen sticker – legally required and with data based on Australian Design Rules 81/02 – of his (then) new car was not achievable. VCAT in 2019 heard that Mr Begovic’s Triton was using 27 per cent more fuel than the label stated.

The core of the issue in the case and the subsequent class action is simply that under the Australian Consumer Law the buyers of the Tritons were misled or deceived.

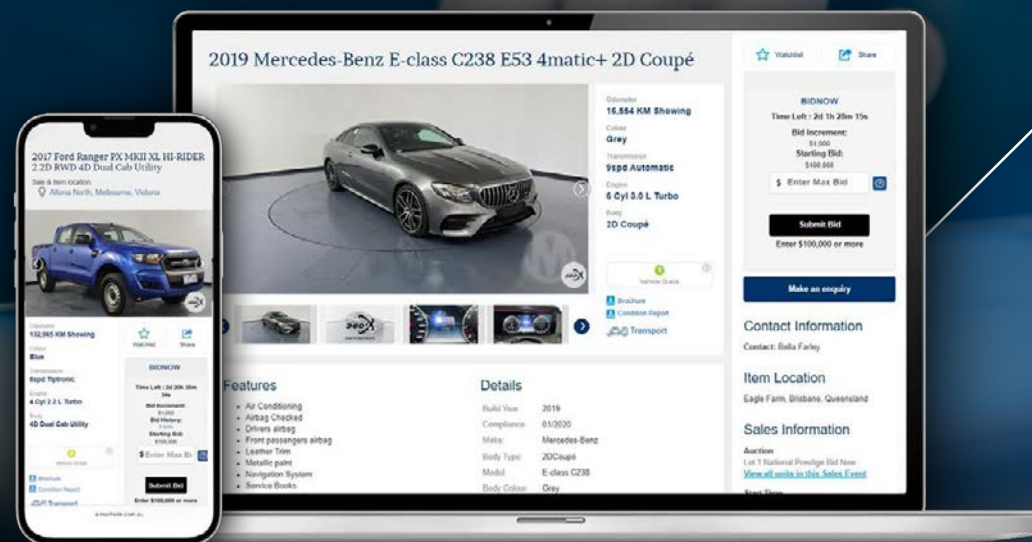
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Predictive traffic tech bound for AU

Intelematics partners with US firm to fast-track traffic information systems for motorists

By NEIL DOWLING
SMOOTH traffic flow with quicker travel times, lower emissions and lower fuel use as well as the freedom from being locked inside a car on congested city roadways, is coming to Australia through the work of local company Intelematics and its new partner, US-based Traffic Technology Services.

Together, the mobility and traffic technology company Intelematics and Traffic Technology Services (TTS) are poised to bring predictive traffic signalling technology to Australia.

Intelematics CEO Nick Marks, speaking exclusively with *GoAutoNews Premium*, said predictive traffic signalling is the result of road authorities sharing

live traffic signal and freeway signage data with motorists.

He said it was a new category of vehicle safety technologies that promises to optimise the use of road networks and improve driver safety.

“It allows us to predict and dynamically respond to changing road conditions,” he said.

“By giving road authorities the ability to see traffic flows in real time and drivers the ability to make more informed decisions when on the road, we will be creating smarter, safer and more efficient road networks.”

TTS is the leading provider of infrastructure content for connected vehicles in the US and Europe. Its core service solutions include Personal Signal Assistant (PSA) and



Nick Marks



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Additional colleagues are welcome to attend. There is no cost to attend this forum.

Pitcher Partners is an association of independent firms.

Personal Freeway Assistant (PFA) that are used by companies such as Volkswagen Group (which includes Volkswagen, Audi, Lamborghini and Bentley), Mercedes-Benz and Ford.

TTS’s service is used in more than 110 metro regions at more than 60,000 signalised intersections in the US, Canada, Germany, Austria, Norway, France and China. The size of its footprint overseas will provide a springboard for its introduction to Australia.

Mr Marks said that Australia will be the first region in the Asia-Pacific region to trial TTS’ PSA and PFA solutions.

Intelematics – owned by the Royal Automobile Club of Victoria – will work with OEMs and state-based road authorities to evaluate and roll out the technologies.

“As a leader in mobility and traffic technology, we are pleased to be at the forefront of this safety evolution and partnering with TTS,

vehicle manufacturers and state road authorities to bring the benefits of this technology to life in Australia,” Mr Marks said.

He said that for TTS, Australia is an ideal location to trial – and then implement – the predictive system.

TTS CEO Thomas Bauer said in a statement: “Australian metro areas have many long, signalised corridors that carry high volumes of passengers and freight.

Continued next page



Continued from previous page
 “This means Australia is primed for the adoption of predictive traffic signalling technologies and is the perfect launch pad for TTS’s expansion of this important technology into Asia-Pacific.”

He said that partnering with Intelematics introduces synergies and specialist expertise with OEMs and governments.

“We believe this partnership can help to advance vehicle and road safety in Australia and ultimately save more lives,” Mr Bauer said.

Mr Marks said Intelematics has good relationships with the road authorities through previous involvement and that working with them is “something we’re very keen to pursue”.

“We also have strong relationships with some OEMs – Toyota being one – so we would be keen to

involve these in the development of the system for Australia,” he said.

Mr Marks said the timing for the pilot stage of the predictive traffic signalling technology would come down to getting road authorities and OEMs to come together and plan a roll-out.

He added that having to involve each state-based road authority – the road system administration is a state duty and not federal – added to the complexity. However, he saw a role here for organisations such as the Australian Automobile Association and its state clubs.

The partnership with TTS is the second global technology partnership announced by Intelematics in the past 12 months, following an agreement with global IoT solutions provider, Aeris.

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CKDA opens Sydney's biggest Hyundai showroom

Rapid overnight turnaround as Chatswood welcomes a new Hyundai dealership

By NEIL DOWLING

HYUNDAI has opened its latest dealership in Sydney metro with CKD Automotive's (CKDA) second brand showroom and service facility operating from new premises in the Sydney CBD suburb of Chatswood.

The dealership, at 586 Pacific Highway, is a relocation for Hyundai and a new branding for the site that was previously CKDA's Nissan showroom from 2018. CKDA continues to represent the Nissan franchise in Pennant Hills and Brookvale.

Aside from the complexities of changing branding and introducing new staffing to accommodate the larger volume brand, CKDA turned the operation around overnight.

Hyundai sales and service customers were quick to respond to the change and despite being only weeks into the new operation, CKDA said retail sales were already promising and inline with the PMA expectation of 1000-plus a year.

Service was also proving to be the big hit for customers in the PMA with demand outstripping initial expectations, the company said.



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*Source: Nielsen Digital Content Planning, Nov 2020– Aug 2021, P2+, Digital (C/M), Text, Gumtree Cars, Autotrader, CarsGuide – Total De-Duplicated Unique Audience = 3.1 million UA average per month.

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A key is the easy access; with a need to have the service available on the same site as sales, CKDA said many customers commented on the positive change.

CKDA owner Chad Davies said the change to Hyundai was in recognition of the volume potential of the brand and the location complemented the already strong Hyundai business he operates in the adjoining PMA of Pennant Hills.

He said Chatswood was in a

very strong PMA despite intense competition from neighbouring rival brands and that the Hyundai product perfectly suited the motorists who lived and worked in the area.

Hyundai Motor Company Australia's eastern region general manager Anthony Rogers told *GoAutoNews Premium* that Hyundai products such as the Palisade, Santa Fe and the N performance range were "a really nice fit for a lot of the demographic" of the area.

"Vehicles such as the Palisade in top-trim are \$80,000 so this fits with the buyers in the PMA, so our potential to do well here has never been stronger."

He said that the Hyundai franchise was acquired from Alto Group in Artarmon, with the sale facilitated by Steven Bragg of Pitcher Partners, and moved to CKDA ownership with a relocation to Chatswood.

FULL STORY: [CLICK HERE](#)



Dallas dealer visit

Pitcher Partners impressed by a dealership tour of Southwest Ford, Nissan & Volkswagen

By JOHN GAVLJAK and STEVE BRAGG

THE Pitcher Partners’ motor industry services team took part in a tour of Southwest Ford, Nissan & Volkswagen which are included in the Gilchrist Automotive group. The tour was part of the Australian Automotive Dealers Association (AADA) delegate activities associated with the National Automobile Dealers Association (NADA) convention held recently in Dallas, Texas.

Below are the key insights taken by the team:

- The group has over 19 locations covering 13 brands
- There is a significant focus on training programs across the group – not only training of

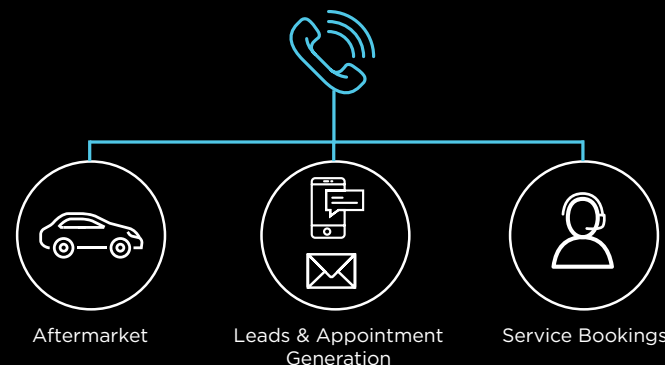
service technicians but across all positions. The group has appointed a director of training to facilitate the training and drive training outcomes

- The dealership staff and management were very disciplined in operating the group’s processes and in their adherence to the processes. They were almost military in their approach to process at the dealership
- We were greeted with a very high level of hospitality by the dealer principal Charlie Gilchrist and his management team. They were very giving with their time as they had also hosted South American and Indian delegations on

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- Managers walked around the dealership with us and gave us presentations from the vehicle operations and fixed operations management teams. Those teams were extremely knowledgeable of their departments from an operational and financial KPI perspective which was very impressive
- The group’s customer interaction mantra is “Friendly

& helpful” and “We are the answer”. The managers we met on the day were certainly living this mantra

- The sales philosophy is a ‘cost up’ model – that is all internal work is done at retail rates and costed in. All sales are at a cost-plus sales philosophy.

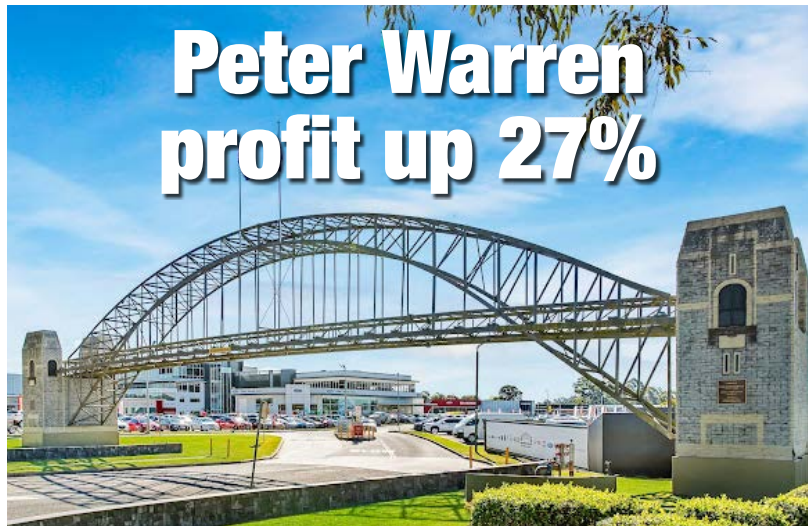
Some interesting operational and market matters we observed:

- At Southwest Ford 100 per

cent of used vehicle stocks are sourced from trade-ins which is unheard of these days in Australia

- The used car correction observed by Southwest group has been between 25 per cent and 30 per cent
- They focus on the service walk-arounds with the customer (a lost art form in our opinion).

FULL STORY: [CLICK HERE](#)



Peter Warren profit up 27%

Penfold acquisition enhances a strong half-year by the nation's second-biggest car retailer

By NEIL DOWLING

AUSTRALIA'S second biggest listed automotive retailer, Peter Warren Automotive Holdings Limited, has posted a 27 per cent jump in pre-tax profit for the first half of the current financial year compared with the same period in 2022.

The company built its profit on revenue of \$999 million for the six months, up 28.4 per cent on the \$777.9 million recorded in the first half of the last financial year.

Peter Warren Automotive Holdings Ltd (PWR) CEO Mark Weaver said the strong performance "reflects the diversity of our revenue streams and validates Peter Warren's position as a dealer of choice for both our customer and the OEMs we represent".

"It is a credit to our teams who

continue to deliver exceptional customer experiences while adapting to the changing market conditions.

"The performance of our recently acquired Penfold Motor Group has exceeded our expectations and is a clear demonstration of our disciplined approach to acquisitions."

The Penfold Motor Group, acquired on December 1, 2021, had a revenue increase of \$151 million and PBT increase of \$5.9 million, which Mr Weaver said "performed above expectations".

He said PWR now looks forward to expanding its operating footprint further as it executes on the growth strategy.

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Ford to design 'from scratch'

Culture of 'dysfunction' has returned to the car-maker as it searches for cost savings

By NEIL DOWLING

FORD will have to redesign its cars from the ground up, reducing the number of components and more efficiently source materials to rid itself of what it says is an \$US8 billion (\$A11.6b) cost disadvantage to its rivals.

Ford CEO Jim Farley has doubled down on recent remarks that there were “entrenched issues that needed to be solved” now saying that there is an “internal dysfunction” that is putting the company at a financial disadvantage.

Mr Farley, speaking to *Automotive News* (AN) in the US, said Alan Mulally (Ford’s CEO from 2006 to 2014) cleaned up a lot of the culture of internal dysfunction “but that it has since returned”.



Jim Farley

“We can cut the cost and the people and do it quickly,” Mr Farley said. “But the reality is, if you don’t change the efficiency of engineering, supply chain and manufacturing – the way people work – it’ll grow back, because it did. It all grew back.”

“My job as CEO is to make sure far after I’m gone that it doesn’t grow back.”

He has promised solutions to Ford’s quality problems but last week the company was hit by three new issues – a battery fire that caused weeks of production and shipment delays for the F-150 Lightning EV; a software problem that showed up in pre-production models of the Escape SUV being built in the Louisville plant; and a stop-sale on a number of models with the

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The US transport authority, the National Highway Traffic Safety Administration (NHTSA), has reported that Ford has issued the most US recalls in the industry for the past two years.

Mr Farley said future plans are to redesign Ford’s manufacturing process so vehicles have less content that assembly workers have to install.

He said that includes reducing the

number of fasteners in a vehicle by half and moving to larger castings with fewer parts, similar to Tesla.

Much of the current problem with the manufacturing processes at Ford became clear only after a group within Ford called Team Edison created the EV model, the Mustang Mach-E.

“Our prejudice will never get us to eight per cent (EV profit) margins,” he said.

“We have to design the vehicle

totally differently. We have to manufacture it, source it and sell it totally differently. That’s been a big transition.”

It is one year since Mr Farley split Ford into separate divisions to accelerate what he calls a “dual transformation” of its traditional internal-combustion business and its development of connected electric vehicles.

FULL STORY: [CLICK HERE](#)

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45 Days
Average Days to Sell

100 Days
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Last updated on 17.10.2022

Inventory Age Aug 50 Days

Market Price by Inventory Age

Days in Inventory	Quantity	Total EGC Price	Avg. Market Price	Market Days Supply
0-15	14 Vehicles (12% of inventory)	\$338,800	97%	141
16-30	19 Vehicles (17% of inventory)	\$528,901	100%	64
31-60	34 Vehicles (30% of inventory)	\$865,340	97%	95
61-90	40 Vehicles (36% of inventory)	\$998,399	96%	102
91+	4 Vehicles (4% of inventory)	\$196,529	102%	180

Market Days Supply Aug 100 Days

Market Price by Market Days Supply

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61-90	40 Vehicles (36% of inventory)	\$998,399	96%	102



Bailey 'turns 21' this year

Bailey's Day: celebration of a young life cut short who lives on raising funds for cancer research

By JOHN MELLOR

BAILEY'S Day, which will be held on Friday March 3 this year, has become an iconic event in the motor industry known for its contribution to the treatment of brain cancer.

This year the golf day and luncheon, to be held at the Woodlands Golf Club in Mordialloc, Victoria, is especially important to all the connections of the day as it would have been Bailey Tessier's 21st birthday.

Bailey's Day is named after



Bailey Tessier, who died of a brain tumour in 2004 at just two and a half years old.

Bailey was just two when he was diagnosed in February 2004 with a medulla blastoma, an aggressive brain cancer. Despite numerous surgeries, chemotherapy and a determined fight, he died five months later in July 2004.

Bailey's Day raises funds for the Children's Cancer Centre at the Monash Children's Hospital in Clayton Victoria. The vital funding is used by the Monash Children's Hospital for the provision of a clinical fellow each year at the Monash Children's Cancer Centre.

Since 2004 Bailey's day has raised \$4.2 million that has funded the training of 18 oncologists and ground-breaking research into

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brain tumour biology that has dramatically improved the quality of care protocol.

Bailey's Day founder and father of Bailey, Patrick Tessier OAM, told *GoAutoNews Premium* that he is proud of Bailey's legacy and is dedicated to raising the funds necessary to continue this important initiative.

"Bailey's Day has a solid automotive connection. It has been heavily supported by the

automotive industry since we began in 2004," he said.

"The industry's generosity has been the rock in the success of this program, which has impacted the lives of so many children.

"This year we are again supported by the automotive industry. They include Angle Auto Finance, Cox Automotive, Allied Finance, Pentana Solutions, Delos Digital and Carsales.

"Other automotive participation

includes the Werner Family, Finlayson Family, Sawicki Family, Bertali Family, together with many Melbourne dealers and colleagues."

Mr Tessier said: "For my family this is a special year. This year would have been Bailey's 21st birthday. Our aim is to celebrate this day, and his legacy, by supporting the many other kids who will one day see their own milestone birthdays."

[FULL STORY: CLICK HERE](#)



Autosports ups profit by 71%

autosports group 
DRIVE ENDLESS POSSIBILITIES

New and used-car sales growth, dealership purchases and property boost post-tax earnings

By NEIL DOWLING

PRESTIGE vehicle retailer Autosports Group has reported a significant 71 per cent increase in net profit after tax to \$35.1 million.

The result for the six months to December 31, 2022 showed that ASG had a 15 per cent growth in new-vehicle sales during the period while used-car revenue jumped by 20 per cent.

ASG CEO Nick Pagent said in his statement to the Australian Securities Exchange (ASX) that the company's financial result was attributed to "continued organic growth and accretive growth from our strategically aligned acquisitions".

"We continue to deliver growth which demonstrates the scale and diversity of our business," he said.



Nick Pagent

"We recorded underlying growth of 15 per cent in new vehicle revenue and new vehicle order bank grew 14 per cent (net of cancellations) in H1 2023FY. Total used car revenue grew by 20 per cent with organic revenue lifting by 11 per cent.

"Like-for-like revenue in service and parts increased by 21 per cent which continues to be a higher margin.

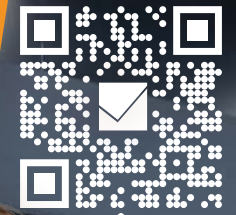
"Meanwhile, our strategically-aligned acquisitions contributed further revenue and earnings growth to the business."

Mr Pagent said ASG bought Auckland City BMW Limited during the half-year and Motorline BMW Group in February 2023.

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Aussie miner to supply Tesla

Tesla signs \$50m annual deal for Magnis to supply graphite battery materials

By NEIL DOWLING

AUSTRALIAN publicly-listed company Magnis Energy Technology has signed an agreement estimated to be worth \$A50 million a year to supply Tesla with battery materials.

The deal, which is conditional to Magnis opening a new plant in the US, is for a three-year contract to supply 17,500 tonnes a year of anode active materials (AAM) beginning in February 2025.

Tesla has an option to double the contract to 35,000 tonnes a year.

Magnis is now locked in to secure a location in the US for the AAM plant by June 30 this year; have a pilot operation in place with trial production by March 31 next year; and start production from February 1, 2025.

The AAM uses graphite from Magnis's Nachu graphite mine in Tanzania. The graphite has for the past seven years been shipped to Magnis' facility in New York state. From 2025, the plan is to ship from Nachu to the new US plant.

Magnis and its US-based technology partner, C4V LLC, produces high-performance AAM for lithium-ion batteries.

Most lithium-ion batteries use graphite powder as an anode material which is either synthetically produced (artificial graphite) or mined from the ground (natural graphite). It is then heavily processed before being baked onto a copper foil to serve as anodes.

Magnis chair Frank Poullas said in a statement that Magnis can produce a battery-grade AAM that avoids

traditional chemical purification and energy-intensive high thermal purification. This leads to reduced costs and lower emissions.

It said that its AAM product is produced at a 99.97 per cent purity rate using existing commercial scale technology.

From the upcoming US plant, Magnis aims to send the AAM product to Tesla's gigafactory in Nevada to be used to make batteries.

Tesla has recently announced a

\$US3.6 billion (\$A5.2b) expansion to the gigafactory to allow it to produce 100GWh of batteries per year, equivalent to supply 1.5 million EVs a year.

In a report to the Australian Securities Exchange (ASX), Magnis said that: "North America currently has no domestic supply of AAM. In 2022, global annual demand for AAM was 779,000 tonnes. By 2030, that global demand is expected to soar to 2.523 million tonnes."

The agreement comes as Tesla prepares a major announcement set for launch at the company's Investor Day on March 1.

Tesla's Investor Day is expected to reveal the car-maker's third-generation platform which is believed to enable it to dramatically reduce production costs and lead to CEO Elon Musk's long-speculated sub \$US25,000 (\$A36,300) Tesla model.

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