autotalk
THE VEHICLE DEALER'S NEWS SOURCE
VOLUME 5 ISSUE 3 OCTOBER 2018

Middle dealers will be 'squeezed'





Two reports about what the future holds for franchised auto retailers should be taken into consideration by dealer principals and their respective business managers.

The Australian Automotive Dealer Association (AADA) says the two reports from European research firm ICDP and Brisbane-based Pitcher Partners should be invaluable information for dealers looking toward the horizon.

Speaking to *AutoTalk*, AADA chief executive **David Blackhall** says these "dealer of tomorrow" reports make some strong suggestions that could assist dealers keen to remain agile and open.

He says the European separation of two distinct types of buyer is especially true of the situation Down Under.



David Blackhall, AADA

"I think the breakdown of the customer demographics into "Engaged" and "Not Engaged" is very applicable to the Australian situation, and it is something that our members are seeing today," Blackhall says.

"The challenge will be to respond to this in a way that satisfies the buying public, our OEMs, and our staff."

With every dealer principle working to "different horizons", Blackhall says it's key for businesses to think about the middle term, especially those in the middle regions.

"The difficulty is that we see divergent trends," he explains, "such as the likely impact of EVs and the rise of subscription models instead of the traditional purchase.

"We need to find strategies that will work in most of the likely futures."

Blackhall believes solutions can be found in the usual aspects of the dealership business, by, "finding and keeping the best possible staff, listening to your customers, and working closely with your OEM".

The question remains, however, whether "middle dealers", those not in the major metro areas, but not in the outer rural and regional centres, should be on alert.

Blackhall says the introduction of a dedicated Automotive Code will relieve strain put on those under pressure from their franchise agreements.

"No doubt it will reduce stress levels on many new car dealers," he says. "The scope for individual responses to the challenges emerging in the market is huge, and I would expect our members to rise to those challenges in quite ingenious ways.

"Will everybody prosper?" Blackhall asks. "Of course not, because that has never been the case.

Continued on page 5

INSIDE

Auto code needs light touch P3
Off-roader uproar on police blitz P4
Japanese port seeks Oz opportunities P6
Colour and cheer for Victoria's auto industry P9







Regulator bows to royal commission

The Australian Securities and Investments Commission (ASIC) has responded to the banking and financial services royal commission's "unacceptable" findings.

The commission puts significant blame onto ASIC for allowing institutions to go "unpunished" with only $1.3 million in fines issued to banks in 10 years, yet the Commonwealth Bank made nearly $10 billion in 2017.

ASIC says it promises to "consider these observations" about its role as a regulator after the commission's interim report which says ASIC seldom sought "public denunciation of and punishment for misconduct".

In a statement, ASIC says it will "work with the government, the parliament and other regulators to build a stronger legislative, enforcement and regulatory framework with tougher penalties".

In the report, ASIC tells the commission about nearly $90 mil-

Continued on page 12

AutoTalk acknowledges the support of our foundation sponsors:

carsales

autoPLAY

DOLPHIN
SHIPPING AUSTRALIA PTY LTD

TSIGROUP
AUTOMOTIVE & INDUSTRY IT
SAM
AUTOMOTIVE SERVICE IT
Automotive software solutions
Driving your business
ORION
DEALER MANAGEMENT IT
SYSTIME
AUTOMOTIVE MANAGEMENT IT

Liberty

ADTORQUE
EDGE

graysonline
.com

All the Auto Industry HOT NEWS
every day as it happens on
www.autotalk.com.au
Subscribe online for FREE
twice weekly updates direct
to your email.
www.autotalk.com.au



FCAI wants auto-franchise code with a 'light touch'

The Federal Chamber of Automotive Industries has responded to the Australian dealer network and opposition government eager for an automotive industry specific franchising code of conduct.

The FCAI was present for the Australian Automotive Dealer Association's annual convention on the Gold Coast last month, where shadow assistant treasurer **Andrew Leigh** announced a Shorten Labor Government would implement an auto-industry specific dealership code

FCAI chief executive **Tony Weber** tells *AutoTalk* the automotive manufacturer's lobby group in Canberra is urging whichever government that gets into power at the next election to tread lightly before regulating the industry.



Tony Weber, FCAI chief executive.

"People need to look at the big picture here, rather than respond to spot fires," Weber says philosophically.

"There is a concern that over-regulating the relationship between manufacturers and dealers will be counter-productive," he says.

Despite also telling other media that a franchising code is already in place – the same code used in retail stores regulating the sale of smaller, cheaper consumer goods like clothing, beauty products and seat covers - Weber maintains that this framework needs assessing for the trading of motors vehicles, not a new one.

"I think people are currently not utilising mechanisms in the law that exist in the current framework," he explains.

"The question is whether the existing framework is sufficient – I think it is, it may just not be used in the most effective way."

Questioned whether an auto-industry specific retailing code could be beneficial for carmakers and dealers alike, and what main outcomes implemented would satisfy the FCAI, Weber says he's "only heard anecdotal evidence about the current retailing code not working for dealers".

"The benefits for manufacturers depend on what an auto-specific code looks like," he continues.

"The auto industry is evolving constantly, even though it looks like it takes a long time for major changes to become obvious. We need a code with policies that consider this change, and works with how vehicle manufacturers and dealers operate," he says.

Weber stopped short of identifying exactly what terms the FCAI would be content with in a code, but reassures dealers they are a vital part of doing business.

"Manufacturers use dealers to get cars off the boat, through the wharf and sold out to customers through the dealer network," he says.

"We need a code that works for both sides, I'm just not convinced that what we have already isn't enough.

"We have a lot of work to do with the AADA on this, but nobody really knows exactly what they want the code to look like," he concedes. "We constantly talk to the AADA about this issue."

Weber believes all parties need to think more broadly about policies that "give flexibility to all sides", suggesting that stipulating too much in legislation could be costly to consumers.

"Consumers ultimately pay for the cost of regulation," he says. "We need a light touch of policy to get the right level, otherwise forcing the system could be detrimental. You don't want to be too prescriptive with an industry specific code."

"Hopefully we'll have a sophisticated debate on this, both within the industry to get a good outcome, but also with policy makers to ensure any code that is put in place doesn't go too far," Weber says.

While holding position that the current retail framework is sufficient, the FCAI acknowledges a preparedness to "look into the issue of an automotive franchise code further."

Weber says it's a conversation they're having with the AADA and agree to meet regularly to discuss.

"I suspect nobody really knows what an auto-specific code of conduct will look like," he reaffirms, "nor how exactly it will work – it would need court precedent to iron out the creases – but you would imagine it will align with Australian Consumer Law."

"Ultimately, we need a dealer network to sell cars," Weber concludes.

autotalk

AutoTalk Magazine and **autotalk.com.au** are published by Auto Media Group
PO BOX 286 Batman VIC 3058
Phone: 1800 125 620
ABN: 37 51360 734

EDITOR
Scott (Muzza) Murray
scott.murray@automediagroup.com.au
+61 426 365 774

ONLINE EDITOR
Geoff Dobson
geoff@automediagroup.com.au
+64 21 881 823

GROUP EDITOR
Scott Morgan
scott@automediagroup.com.au
+61 212 402 402

MANAGING EDITOR
Richard Edwards
richard@automediagroup.com.au
+64 21 556 655

PUBLISHER
Vern Whitehead
vern@automediagroup.com.au
+64 21 831 153

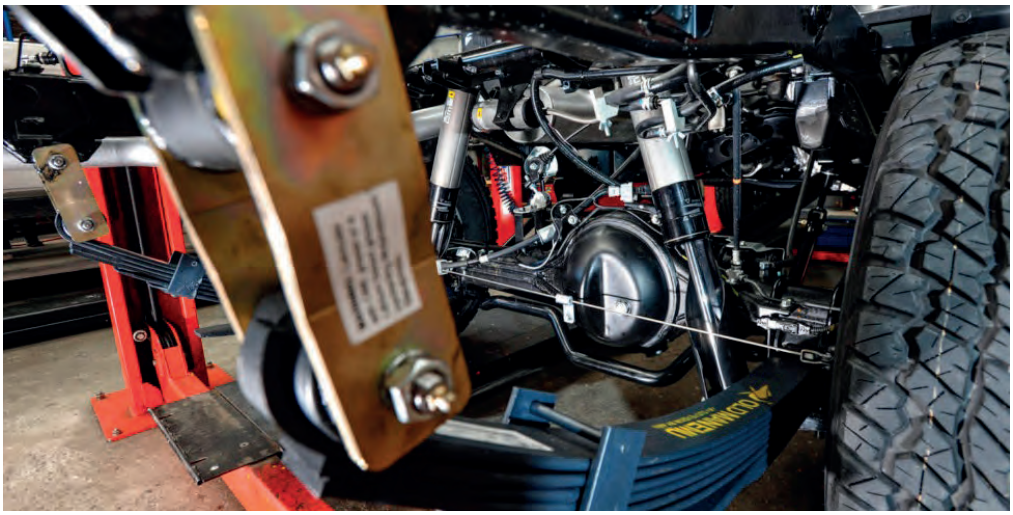
BUSINESS MANAGER
Dale Stevenson
dale@automediagroup.com.au
+64 21 446 214

GENERAL MANAGER
Deborah Baxter
deborah@automediagroup.com.au
+64 27 530 5016

Auto Media Group Limited makes every endeavour to ensure information contained in this publication is accurate, however we are not liable for any losses or issues resulting from its use.

automedia GROUP LIMITED

autotalk.com.au autotalk
autotalk.co.nz autotalk
transporttalk.com.au transporttalk
transporttalk.co.nz transporttalk
evtalk.com.au EVtalk
evtalk.co.nz EVtalk



Off-roaders respond to police blitz on mods

The Queensland government landed in a regulation mud hole in recent weeks after off-road enthusiasts were stung by a police blitz targeting suspension upgrades.

Electronic stability control-equipped vehicles with modified suspension to the legally acceptable height of 75mm - a combined lift of 50mm in mechanical components and 25mm in tyre sidewall improvements - came under the scrutiny of Operation Lift.

Operation Lift saw Queensland Police catching off-roaders with extreme suspension modifications raising vehicles above the legally permitted height. However, conjecture quickly arose after the 4WD community voiced its outrage as owners were fined for modifications seemingly made within regulations.

The Australian Automotive Aftermarket Association (AAAA) fired up at Queensland roads minister **Mark Bailey**, whose department has been in conversation with the industry body around supplying engineering computer modelling for ESC performance under 75mm lifts.



Stuart Charity, AAAA executive director, says well-intending 4WD owners were blindsided.

"Minister Bailey said the Queensland government had no intention of subjecting vehicle owners to tougher regulations than the rest of Australia; that he supported national harmonisation," AAAA executive director **Stuart Charity** said at the time. "It has now become very clear that his department has other plans."

In response to an *AutoTalk* enquiry with the minister's office, Mark Bailey's Transport and Main Roads department responded by phone saying no such suspension modification laws had been "quietly changed" as suggested by the 4x4 community.

The department acknowledges a maximum allowable lift with certification of 125mm, slightly lower than the 150mm allowed under national standards and introduced in 2012 under the Newman Liberal government; and that TMR is "taking steps to raise the maximum allowable lift to 150mm to ensure consistency".

"No recent changes have been made to Queensland's suspension and lift laws," Bailey says in a statement. "[Also] a modified vehicle registered in another state or jurisdiction can legally drive in Queensland, provided that vehicle continues to comply with the modifications that were approved in that state or jurisdiction."

The department's post on Facebook and the department's response to the AAAA, also shared on Facebook by the association, both received enthusiast blowback.

In multiple posts TMR reiterated the official ruling in order to remove confusion, and that Operation Lift was "targeting vehicles that were well above the allowable limits, and or not certified". However, several people expressed their criticism of the police blitz on height modifications on vehicles with ESC.

Continued on page 12

SYSTIME
AUTOMOTIVE MANAGEMENT IT

- Automotive DMS & IMS Solutions
- Drive Results in every area of your business with Autoline
- Autoline, the most globally endorsed DMS, is a flexible, scalable solution
- Supported by New Zealand's largest DMS provider



Contact Details
Support: AU 1800 221654
NZ +649 5832424
Admin: NZ +649 5832482

Sales Enquiries
E: Paul.Wilkinson@tsinz.co.nz
M: +64 274 475514

Middle dealers will be 'squeezed'



Continued from page 1

"Will those mid-size dealers that try new ways of adapting to a changing market survive and prosper? I'd give them good odds," he says.

The AADA is now speaking with ICDP about a research report focusing specifically on the Australian situation.

"The overall content was quite useful, but the specifics were very Euro-centric, so certain pieces of data were of limited use," Blackhall concedes, although maintains that ICDP "got it right".

The 2018-19 *Key Performance Indicators for Automotive Retailers* report by Pitcher Partners shows a shift to more customer-centric business could dramatically alter the dealer's role.

The emergence of vehicle subscription and car-sharing concepts, plus the rise of online purchasing all but guaranteed to be a popular method to transact in future, could pull the rug out from under the ill-prepared.

"The emergence of various car sharing companies in the last few years ... presents challenges to automotive dealerships as consumers' attitudes towards car ownership [change]", the report states.

While this is old news to many, dealers be wary, this consumer attitude change "may result in declining demand for vehicles in the future ... compounded by surging online vehicle sales, which are continuing to increase each year".

The report draws on new car VFACTS sales data but also the performance of Australia's economy, noting consumer spending which barely increased by 0.3% in the first quarter of 2018; largely the result of negligible wage growth and high debt levels. As consumers become more aware of the true cost of ownership, slim consumer spending could be staring at a slippery slope backwards.

"[Brand] messaging needs to be consistent and informed," he advises.

"This means that whatever channel the buyer is communicating through, they are receiving an informed and coherent message."

Blackhall says the OEM and dealer need to "speak with one voice".

"Be aware of what the customer has already been told; the online channel is largely the responsibility of the OEMs, so they need to take the lead on this."

He suggests more needs to be done to improve the messaging to consumers around parts, warranties and servicing.

"Different messages, mutual blame, it is liable to affect

Continued on page 8



Port of Sakai-Semboku opens the shopfront to Australia

The Port of Sakai-Semboku in Japan wants Australia to open its arms to automotive trade opportunities.

Visiting several used import stakeholders in Australia earlier this month, including Import Revolutions in Bayswater, Melbourne, representatives from Port of Sakai-Semboku told *AutoTalk* they want our business.

Senior staff from the port's business management office in Japan's Osaka Prefecture includes **Kyota Higashino**, who says the current situation with used vehicle imports into Australia remains difficult.

"We can't trade as we would like to, it takes a long time," Higashino explains through a translator.

"Port of Sakai-Semboku has customers in Australia who want to import more but are restricted – there are many vehicles they would like to bring in, but it is difficult," he says.

The port is working with the Australian Imported Motor Vehicle Industry Association (AIMVIA) to establish lines of communication with government and improve trading options.

The officials say the Port of Sakai-Semboku, Japan's third largest port, is expanding its holding yards by five-six hectares every year until 2024, in order to meet demand – which it hopes will include Australia.

Higashino says Japan's laws have changed to allow ports to better manage their business by a private company, with its own policy and investment.

In Port of Sakai-Semboku's case, SakaiSemboku Wharf Company as their port operation company, has been focusing on a used vehicle exportation, which is unique because other port operation companies are focusing on container trades in Japan, Higashino says.

"Therefore the Port of Sakai-Semboku owns a significant investment in quarantine facilities, inspection sites, and storage yards now at 660,000 square metres.

"Markets change so quickly, but now we can move quickly to meet those demands," he says.

"We're ready for increasing demand by easing regulation with expanding land and quarantine services at our port," Higashino adds.

A larger delegation is returning to Melbourne in November to coincide with the AIMVIA annual general meeting, which vice-president **Kristian Appelt** says is a sign the Japanese still want to trade with Australia.

"Port of Sakai-Semboku is the number one RORO (roll-on roll-off) port for vehicles coming to Australia, so they take our trade quite seriously," he says.

"They are trying to understand the federal government's logic behind deliberately restricting significant opportunities for further trade between Australia and Japan, especially now that all cars, new and used, are imported rather than manufactured locally," Appelt explains.



Kristian Appelt, AIMVIA vice-president

The Port of Sakai-Semboku's business heads respect lobbying activity by AIMVIA, which leads on local changes to laws restricting and permitting used import trading, Higashino says. ■



L-R Yuto Ishihara, Kyota Higashino, Tadayoshi Yamaji, Port of Sakai Semboku

Nissan leads charge with new Leaf

One third of Nissan's Australian volume will include electric technology during its current mid-term plan.

That's what Nissan Australia managing director **Stephen Lester** says at the launch of its new 40kWh Nissan Leaf in Sydney on October 4.

The launch heralds a new era of electrification for the company, with Nissan preparing for the expected spike in electrification and electric vehicle (EV) interest and sales.

"By introducing more electric alternatives on several of our key models, we will make mass market electrification a reality," Lester says.

"I have no doubt electric vehicles will be a success here, sooner than many think, and Nissan is planning for this now to ensure we meet the future needs of the buyer."

Deliveries of the new generation Nissan Leaf start in mid-2019, with Nissan Australia unable to confirm pricing at this stage.

It's expected to have a 270km range on a single charge.

The car has an improved 110kW of power – up 38% on the outgoing model – and 320Nm of torque, an increase of 14% over the first generation.

Australian specifications include an e-Pedal to start, accelerate, stop and hold the car; Apple CarPlay and Android Auto.

Charging times vary depending on the connection, but range between 24 hours to a less than 60-minute fast charge.

"A study by Zero Carbon Australia tells us that, on average, city-based drivers have a 38km daily commute, so daily re-charging is not necessary," Lester says.

"Also, with a conscious mindset of overnight charging well in place thanks to mobile phones, most Australians are unlikely to have range issues."

The new Leaf will be available for sale at 89 Nissan dealerships across the country – up from 12 when the Leaf



was introduced in 2012.

Dealers will determine how many of the new Nissan Leafs they stock, and are enthusiastic about getting them.

More than 3500 enquiries and expressions of interest have been received for the new Leaf.

Nissan says it will have the largest EV sales network in Australia, supported by EV installation experts JET Charge who can supply owners with home charging infrastructure.

JET Charge will be responsible for the installation of EV hardware and software at the Nissan dealerships.

ARE YOU READY TO DO THINGS BETTER?
CREATIVE. ANALYTICS. MEDIA.
ADTORQUE EDGE

YOUR ADVERTISING PARTNER IN THE AUTOMOTIVE INDUSTRY.

"AdTorque Edge are professional, creative and efficient in the development, execution and reporting of diverse multimedia campaigns. A solid business partner."
Vaughan Blackman, Mercedes-Benz Sydney

"AdTorque Edge are continually working in the background, developing ideas and moving my brand forward. I see them as an extension of my team and I wouldn't hesitate in recommending them to anyone."
Maria Rey Molla, BRP Australia

Marketing Partner
Google Partner

CREATIVE SERVICES
Full In-House Design Team. Traditional, Online & Video.
ANALYTICS CONSULTING & REPORTING
Google Analytics, Analysis & Conversion Optimisation.
MEDIA PLANNING & BUYING
Full Traditional & Online Buying, Planning & Management Reporting.
PRODUCT STRATEGY
CALL ATTRIBUTION & MODELLING
Dynamic Number Insertion, Call Recording, Google Analytics, 3rd Party Integration, Autogate.
WEBSITE DESIGN & DEVELOPMENT
Desktop, Mobile, Search Engines, Data Feeds.
PHOTOGRAPHY & VIDEOGRAPHY
Vehicle Photography, Dealership Imagery Videography, TVC's.
SOCIAL MEDIA & ONLINE REVIEW MANAGEMENT
Edge Review, Content Planning, Analytics Reporting.

With offices internationally, AdTorque Edge is an agency that delivers innovative marketing solutions to the automotive, leisure and lifestyle industries.

Phone: **1300 295 383** | Email: **info@adtorqueedge.com** | **www.adtorqueedge.com**
Delivering innovative marketing solutions to the automotive, leisure and lifestyle industries.

Brown takes on New York challenge

AutoPlay founder **Craig Brown** is putting in the hard yards as he prepares for the race of his life.

Brown is the first to admit he's not a natural athlete but is taking on the 42-kilometre New York Marathon to raise money for the family of his friend Mark, who died last year after a battle with mental health problems.

His goal is twofold – to raise about $25,000 that will help provide Mark's daughter, who has special needs, with an assistance dog, alongside boosting awareness about suicide prevention.

"For me it's been a hell of a challenge," Brown, whose company provides dealers with digital sales tools, says.

"I started training about four months ago. Every time I got over the 5km to 7km mark, my knees would play up."

A physiotherapist recommended strengthening his glutes, which improved the situation, but Brown still couldn't get past 15km without experiencing pain.

"I went to see a specialist who said I might need an operation. I don't have time to have the operation before the marathon, so I have to put up with it.

"It's pretty painful to be fair. It ends up being a fast walk or slow jog at about 7km an hour."

Most of his longer efforts take place over the weekend, reaching 30km so far, with the goal of getting up to 35km before the 42km marathon.

"The big thing is I will never be able to go out and do 33km without it having a big impact on my body.

"I need to allow a couple of quiet days afterwards when I get back on the horse and keep pushing it.

"I'm normally known for running to a bar, rather than around the block."

Brown has a unique way of preparing for a big training session that works for him.

"Plenty of red wine the night before a big walk helps keep the blood flowing and mind focused. You certainly don't feel like any after it."

Along with running a business and having a young family, Brown says finding the time needed to train is a challenge.

But he's had some great support from his family, including sister-in-law Laura Pattie, who has done the Coast to Coast and Ironman events.

"She's been great with plenty of advice. She a great supporter and over-the-phone coach."

Brown hasn't been able to do any training with his running partner Isaac Piper, but the pair plan on running together during the marathon itself.

In fact, he's used to training by himself, even when away on business.

"It's just making sure when you're travelling, you're going to the gym or doing some training in the park."

"I wouldn't say I'm doing it for enjoyment. I'm doing it for a good cause."

The marathon itself is a huge event, but Brown is determined not to get overwhelmed.

"In New York, they reckon it's like the city of Invercargill doing the race, with the whole of New Zealand supporting it."

Brown says a client, who has run the marathon 21 times, gave him some valuable advice recently.

"He told me to take in the carnival atmosphere but stick to my own pace. Keep at 7km an hour rather than trying to keep up with those doing 12km an hour.

"I think I'm mentally strong enough to do that."

Brown is also encouraging his clients to sponsor one kilometre for $500 to boost the fundraising effort.



The ultimate aim is to make the run an annual event.

If people are struggling with their mental health, Brown says they shouldn't be afraid to ask for help.

"Once it gets hold of you, it can be pretty relentless.

"There's lots of support networks out there for people. It's quite a big step to go to a support group.

"Or if you don't want to go to a support group, talk to your mates."

Click here to donate or email Brown at Craig@autoplay.co.nz to talk about sponsoring a kilometre.

To view an interview with Brown about the run visit Auto Media Group's **YouTube page.**

Middle dealers will be 'squeezed'

Continued from page 5

the customer's overall view of the brand, and of the dealer in particular," Blackhall explains. "Customers are liable to sense disharmony quite easily in this area."

In the modern consumer landscape where so much can be lost or ruined at the post of a comment or tweet, where reputation can tumble like a house of cards and savvy shoppers can see straight through the rhetoric and spin, it seems the "way things have always been" could be an Achilles heel.

In this Darwinian environment, where dealer networks are at risk of shrinking - as suggested by the ICDP report - it's increasingly hard to see either dealers or OEMs succeeding without harmony if they want to sell – or indeed subscribe – cars to customers.

Cavalcade of colour

When you first think about it, 100 cars from 100 years doesn't really sound that difficult to orchestrate, nor that impressive a feat to accomplish. Until you actually see it for yourself.

It was the main event for the Victorian Automobile Chamber of Commerce on September 22, a project the organisation has been planning all year, to pay tribute to its 5000-plus members, who in 2018 remain the backbone of the state's automotive industry.

The VACC joins a small list of automotive industry organisations that have been around for two World Wars, seen the Great Depression, watched Australia go from importer to a homegrown carmaking champion and back to a full-time importer again – through repeated economic and political ups and down.

This story wishes a happy birthday to the VACC – for without it, the dealers, independent mechanics and workshop businesses big and small, the auto retail giants, the service stations and body repair enterprises across Victoria, could have looked very different in 2018. Worst case, they might not be standing today.

As former editor of *Unique Cars* magazine, VACC head of communications and media **David Dowsey** knows how to wrangle a few rare cars together for a story and some photos. But to get 100 cars, one from each year, is particularly convoluted.

"Assembling 100 different vehicles from 100 different years is not for the faint hearted; that's why events like this don't happen often," Dowsey tells *AutoTalk*. "The rush to register for the event was breath-taking."

"Such was the effort and expense of creating this event, I can confirm that VACC will not repeat it for another 100 years," he says.

With the idea of inviting "all things motoring" that were legally road-registered, Dowsey says every man and his ute put their hand up.

"What we ended up with was almost every year oversubscribed and that allowed us to curate a very special collection of vehicles, and that's why the event worked so well," he explains. "We had cars, motorcycles, commercials and trucks."



But Dowsey says the passionate motoring community deserves the real praise for coming together.

"**Iain Ross** from the Association of Motoring Clubs was pivotal to the event's success," he reveals.

"He was our window into the historic motoring movement and what he achieved was absolutely magnificent – we couldn't have done it without him."

Needless to say, the special project had a few perks, Dowsey admits.

"I worked alongside Iain and I really enjoyed spending time back in the historic world – a world I came from and enjoy immensely."

Still with holes for 1994 and 1919 for example, with less than a week until the big birthday bash, Dowsey managed to pull a rabbit (actually a Mustang and a Dodge Brothers Model 30 Roadster respectively) out of a hat. The all-star cast was complete.

The cavalcade gathered and set off from Calder Park Raceway, yet another pillar of Victoria's chequered motoring history, which was broadcast live on Channel 9's *Today Show*.

The VACC sign is not hard to miss when you walk in the front of any mechanic's workshop, dealer service department, tyre fitter, paint sprayer, auto recycler or parts reconditioner. Driving through the main street of Bendigo, the local Bridgestone dealer has theirs in the window, and Ultimate Tyre & Auto on the corner of Camp St in Kangaroo Flat has theirs mounted to the wall. You quickly realise how important the VACC is to the automotive industry when you start looking for the orange white and blue sign.

On the exact 100th anniversary day the VACC was recognised by the City of Greater Bendigo with a bronze plaque, etching the achievement into the walls of Bendigo's Cahill Barristers and Solicitors chambers – where the VACC was first formed on September 20, 1918 by local dealers the Rickards brothers Henry and Percy.

VACC says it wants to especially

Continued on page 10



An eclectic bunch of weird and wonderful machines gather inside the old 'Thunderdome'.



No time for a picnic: The horde makes tracks to Bendigo, others make it.

Cavalcade of colour

Continued from page 9

recognise its regional dealership, service and repair workshops and specialist automotive members, some of whom have worn the orange VACC sign since the beginning.

The Wilson Bolton Holden and Mitsubishi dealership (and RACV shop) on Ocallaghans Parade in Horsham, has renewed its membership every year since 1918.

The Edney's Hyundai and Nissan dealership (and also the local RACV depot) in Leongatha, and Donalda Motor Service in Victoria's Gippsland dairy town of Maffra both signed up to the VACC in 1920, less than two years after the end of World War I.

Wangaratta Toyota has been a VACC member since 1927 and Innes Motors, in Bendigo joined in the same year. The most easterly member is Mallacoota Automotive & Towing; Robot Motors in Niva is furthest west, while farthest north is MJM Automotive north of Mildura. Countrywide Auto Repairs in Mansfield would be one of the VACC's highest-elevated members.

Of the 100 vehicles, an early 1924 Rolls-Royce didn't make it, and an E-Type Jag failed to leave Calder Park. But, however, unfortunate, it's a reminder how important it is the automotive industry supports all cars, great and small. In fact, the Jag's owner had the proper RACV mechanic sourcing a rotor button.

The drive to Bendigo is done in a time unfathomable to motorists setting out in circa-1918, but this shows how far the automobile and its service and repair support network has come in a century. Certainly none were never going to set a record, but they were undoubtedly part of a very special event.

Thousands of people gathered in the Bendigo Town Hall precinct to stare in awe at every vehicle, from the biggest and ugliest to the curviest and most delicate.

It doesn't matter their topographical location or how shiny their shopfront is, every VACC member is part of a network of thousands of skilled people ready to keep Victorians and interstate visitors motoring on. ■



VACC now looks to the next century.



They came in all shapes, sizes and varying levels of beauty.



They came, they saw, they concurred the VACC is invaluable to Victoria's automotive industry.

One in four customers don't meet a business manager - industry report

As many as one in four car buyers are never getting in front of a business manager - and that is costing finance and insurance sales, according to a new industry report.

Digital solutions and consulting firm Op2ma released their 2018 Australian National Finance and Insurance Customer Survey Report last month - revealing some concerning insights into the lost sales opportunities many dealers are experiencing.

The report collates information from customers spanning 500 dealerships in five states and territories, representing 30 manufacturers, 15 dealership groups and 10 financiers.

"The feedback we received was invaluable and helped us gain a 36-degree view of dealership finance and insurance performance," managing director **Marc Brien** says in the report. "It can be used as a catalyst for dealerships to review and improve their finance and insurance processes and increase profit."

On review of the extensive report, *AutoTalk's* takeaway is there is a lack of consistency for customers when it comes to F&I. Firstly, 24% of customers never meet with a business manager, and that 39% are never offered finance.

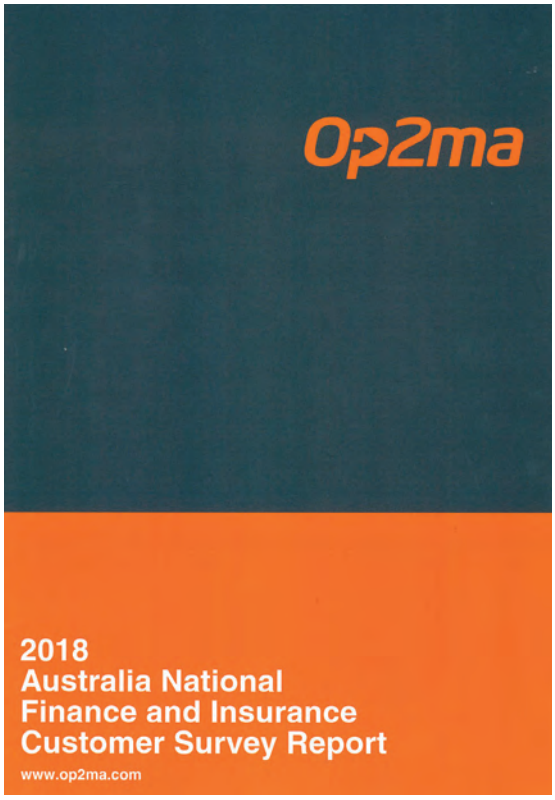
That equates to lost profits - with 54% of those offered finance taking the dealership up on the offer. On the insurance side, 62% of customers are offered insurance, with 16% of those offered purchasing it.

"If this sample of respondents represented the population of customers who took delivery of a vehicle nation-wide in the last 12 months, almost 10,000 potential sales would be lost, totalling almost $21 million."

Of those offered finance and insurance, 55% were not fully satisfied with the presentation or explanation, 9% were extremely or fairly dissatisfied, and more concerningly - particularly from a legal perspective - 16% felt contract fees and charges were not properly explained.

Customers are also sensitive to how long the presentation is - with 18% feeling they spend too long with a business manager, and 41% spending less than 20 minutes with the business manager.

"Although the majority of customers feel they spend sufficient time with a business manager, the largest proportion of customers will spend less than 20 minutes in total," the report explains. "This indicates some business managers may be omitting 'less critical' information in an attempt to quicken the overall process."



"Survey findings place the average optimal presentation time between 20 and 40 minutes, taking into account the customer's satisfaction and comprehension of information and their ability and willingness to focus on monotonous and tedious compliance obligations."

Once they have signed on the dotted line, there does appear to be a problem at many dealerships at the start of the ownership process - delivery. The survey found 44% of customers have to wait more than 30 minutes on their day of delivery, while a surprising 17% have to come back another time.

"Dealerships cite poor and/or manual processes, no DMS and financier integration, lack of communication between departments and being understaffed as the main reasons behind delivery reschedule."

This is just a sample of the information in the extensive report. For a copy of the report get in touch with Op2ma - **www.Op2ma.com**





Off-roaders respond to police blitz on mods

Continued from page 4

"So much for national standards. The only standard here is the revenue collection," says one person. "The rules have been changed/implemented without public knowledge of such, wouldn't it be prudent to warn people that the goal posts have been moved," another defends. "What seems to have changed is the little bit about vehicles with ESC; that's pretty well the only bit people are upset about," someone else explains to TMR.

Others fully support police pulling non-compliant and potentially unsafe 4WDs off the roads, which TMR describe as "well outside the rules and clearly illegal".

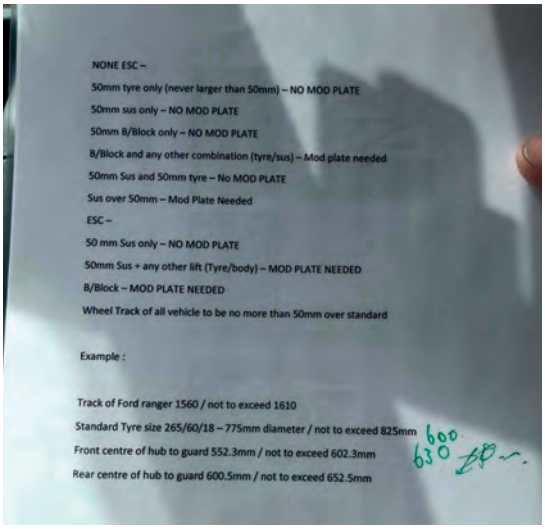
While the department denies rules were changed or that compliant vehicles were targeted, the AAAA says it has contradictory proof otherwise.

"Vehicle owners that had only just picked up their vehicles or driven over the border from NSW were suddenly pulled off the road and told that their vehicle is not legal in Queensland," Charity reveals.

"One driver picked up a new 4WD that had been modified by the authorised new car dealer and 15 hours later his car was issued with a Defect Notice by the Queensland Police - it is a ridiculous situation," he says.

The police caught, fined and impounded around 60 vehicles which, according to an image obtained by Pat Callinan Media through Facebook, shows a laminated cheat sheet officers used during Operation Lift, listing a range of modifications to scrutinise.

The cheat sheet shows ESC-equipped vehicles found with only a 50mm suspension lift did not required a "mod plate", but those with anything higher in addition to that 50mm (such as tyres) did require a mod plate, which would require engineering certification, and was therefore in breach of the regulations. If correct, the photo shows officers during the three-day Gold Coast operation could target vehicles up to the 75mm height.



TMR has since said it is reviewing the code to "more closely align Queensland's requirements with Australian standards (the National Code of Practice VSB-14), without disadvantaging Queensland drivers and modifiers".

The state government is proposing changes which would see the maximum combined lift that can be certified (using codes LS9 and LS10) increase from 125mm to 150mm, and the maximum individual wheel suspension lift that can be certified (using codes LS9 and LS10) would increase from 50mm to 75mm.

"For vehicles with Electronic Stability Control (ESC), vehicle owners will be able to raise their vehicles up to 75mm (incorporating a maximum of 50mm suspension and 25mm tyre increase) without certification," Bailey says.

"Queensland already allows such a lift for non-ESC equipped vehicles; the move to 75mm without certification, for ESC vehicles, will ensure consistency with the rules in NSW and Victoria," he elaborates.

These changes should be introduced by October, but Bailey's office expressly denies Operation Lift was targeting off-roaders and their vehicles.

The AAAA has advised owners to take issue with infringement notices they believe are lawful and are unfairly imposed, at their local police station.

"Thousands of people did the right thing, they had legal lifts performed by reputable and responsible suspension industry service providers with decades of technical nous, but they were made to worry and get understandably angry," Charity adds.

"We understand that from time to time the Government will seek to get the extreme 4WD modifications off the road and we support that, but this was over-reaching. We're glad to see the government making sensible revisions to the regulations, but it should never have gotten to this," he adds.

The AAAA has advised drivers who were issued defect or infringement notices for vehicles they believe are compliant should contact their local police station and ask for a review. ■

Regulator bows to royal commission

Continued from page 1

lion in car loans sold to nearly 17,000 consumers using "reliance on fraudulent documentation and breaches of responsible lending obligations".

Between 2010 and 2018 over $128 million in remedial compensation was paid to consumers by financial service entities "as a result of particular conduct in connection with add-on insurance", the commission states

While $900,000 includes home loan add-ons, the majority $117m repaid was in connection to vehicle loan add-on insurance.

The commission reports banning, cancelling, suspending or conditioning 19 company or individual licenses in the vehicle finance sector.

Over 212,000 consumers have been taken advantage of by-vehicle add-on insurance products, ASIC says, promising a full submission response to the report by October 26. ■



Motorists deserve relief from unfair taxation

By David Blackhall

The Comprehensive and Progressive Agreement for Trans-Pacific Partnership (TPP-11) passed through the House of Representatives. When finalised, this trade deal will eliminate tariffs on new vehicles imported from countries like Canada and Mexico, providing relief for a small number of new car buyers in Australia.

Unfortunately, the TPP-11 will not change the fact that roughly a third of all cars sold in Australia will continue to be hit by import tariffs.

Tariffs are never good for consumers and they are very difficult to stomach when the industry they are protecting no longer exists.

In October 2017, the last Australian manufactured vehicle rolled off the production line and with it went the rationale for the passenger vehicle tariff. In May, the Federal Government missed an opportunity in its first post-automotive manufacturing budget to abolish the 5% tax it applies to imported vehicles. Instead, motorists will continue to pay more than half a billion dollars a year to the Government for the privilege of buying new, safer, environmentally friendly and energy efficient vehicles.

This is a shame because the Government has done good work in recent years on removing tariffs on cars through its free trade agreements with China, Japan, Korea, and more recently Indonesia. However, tariffs still apply to cars from non-FTA countries. This secret and discriminatory tax remains on around 400,000 new vehicles sold in Australia each year. On average, this is estimated to be $1,900 tax per vehicle.

The sale of new cars brings significant societal benefits as they are safer, more environmentally friendly and more fuel efficient. Improving road safety, reducing vehicle emissions and bringing down energy costs are all Government priorities and these taxes hinder progress towards these goals.

There is an estimated $1500 in import tax for a mid-range VW Golf, one of the more popular small cars sold in the country. A similar amount of tax is now on the Holden Commodore after its production moved from Adelaide to Germany. Many models from popular brands such as Ford, Nissan and Suzuki are built in non-FTA countries and thus subject to this hidden import tax.

The Volvo XC60, a five-star ANCAP rated vehicle which is highly regarded for its state-of-the-art safety features and is ranked on the Government's Green Vehicle Guide as one of the cleanest most efficient vehicles on sale in Australia, attracts an extra $2350 in duties.

Significant duties are applied to some electric vehicles, such as the new Jaguar I-pace and the Renault Zoe – cars with zero tailpipe emissions.

There are countless other examples of the price of various vehicle models being inflated by the tariff.

Trade policy aficionados say that the vehicle tariff will naturally fall away as part of the inevitable free trade agreement with the EU. However, free trade agreements can drag on and motorists would be wise to not hold their breath in the case of the EU where we are negotiating with a union of 28-member states and which is also currently managing the departure of the United Kingdom.

Consumers deserve immediate relief for new vehicles and so does industry, particularly those new car dealerships which have a disproportionate amount of product on their showroom floor which just happens to be manufactured in a non-FTA country.

The tariff is just one piece of the affordability puzzle. The real crime for consumers is the compounding nature of Australia's automotive taxation regime. The tariff applies a 5% charge to the landed cost of an imported vehicle. The GST is then applied on top of that. The inflationary effect of the tariff can push the price of a vehicle above the threshold for the luxury car tax, incurring a rate of 33% on the amount above $66,331 or $75,526 for a fuel-efficient vehicle.

Once the Feds are done with you,



David Blackhall, CEO, Australian Automotive Dealer Association.

the States have their turn with most rates of stamp duty linked to the price of the car. State Treasuries, in particular, have targeted motorists in recent times with Queensland introducing its own version of the luxury car tax in this year's state budget and Victoria increasing stamp duty on new cars by a whopping 30% at last year's budget.

After all of these taxes, motorists still have to pay registration charges, fuel taxes and road tolls. With the inevitable decline of fuel excise revenue and the emergence of road pricing as an area of interest, Australia needs an urgent discussion on how to overhaul the way motorists are taxed.

There are no quick fixes and much of this will hinge on political factors and the development of new regulations. However, removing the tariff on imported vehicles can be quick and easy as it can be done through a simple regulatory change, by removing motor vehicles from the Excluded Goods Schedule of the Tariff Concession System.

The passenger vehicle tariff is a relic of the past, which suited a time when Australia had a vehicle manufacturing capability. The industry no longer exists, and motorists deserve relief from unfair taxation.





Right to repair campaign global meeting

It is always a pleasure to attend the Global Right to Repair (R2R) meeting held once every two years at Automechanika Frankfurt.



By **Stuart Charity** executive director Australian Automotive Aftermarket Association (AAAA).

This is a connected community of industry associations that are working toward fair and open competition in their markets.

Focusing on consumer choice, each member is actively engaged in community and political campaigns to mandate the sharing of repair and service information and ensure access to parts and tools.

The R2R global community is often connecting via teleconferencing and email – but the chance to meet up face to face and compare progress is invaluable and there are always surprise developments at the meeting: New laws, mandatory codes and additional members coming into the network. This year was no different – and with 44 participants, it was our largest gathering so far.

For every nation in attendance, the R2R campaigns are local, taking account of local laws and conditions. But the challenges and arguments are often very similar throughout the world and the intent is to share our intelligence.

The global meeting focuses on presentations and discussion on current and past activities, coalition partners and opponents and "lessons learned" that are relevant across international borders.

In Australia we call our R2R campaign – Choice of Repairer, and **Lesley Yates** presented our progress toward the Mandatory Code for Data Sharing in our industry. She also shared the other important gains that have flowed from the ACCC study including the new consumer and industry advisory material for choice in servicing of vehicles under warranty.

The USA report delivered by Autocare Association's **Aaron Lowe** was an interesting update on the progress of their "Pass-Through" laws. The Massachusetts Right to Repair Law required manufacturers to ensure that vehicles can be scanned using a generic tool and not an expensive propriety tool.

All manufacturers selling vehicles into the USA market were required to comply with this law by January 1, 2018. The Autocare Association recently conducted some field trials to see if manufacturers were compliant with this law. It appears that most are meeting their obligations.

It is interesting to see how quickly the American industry is able to comply with mandatory conditions such as data sharing and universal tools. Their industry continues to function well with consumer choice and fair competition and without the catastrophic consequences that are often predicted by the car industry in Australia. Data is shared, cars keep moving, security and safety are assured, all because competition is mandated.

I was surprised by the progress of the South African R2R campaign. Two years ago I could not have predicted how quickly they would progress. Before the end of this year South Africa will sign off on an enforceable agreement for data sharing in the automotive industry.

Interestingly, their agreement will have a couple of envious additions to the standard clauses requiring access to information on fair and reasonable terms. The South African industry have managed to negotiate access to OEM training which is a great win for consumers and for the industry.

Similarly, they have also managed to curtail the impact of extended warranties – these offerings will be limited and cannot be used to restrict a consumer's choice of repairer. This is amazing progress over the past two years and our congratulations go out to our South African colleagues for their great work over a short period.

Another interesting development for 2018 was an increased presence from Asia – and a first-time appearance from China. We should not be surprised to hear that the issues of restricted access to data results in a reduction of competition and choice – but it's staggering to hear that in China this affects over 400,000 independent workshops.

Importantly, the R2R Global Meeting is focusing more and more on telematics, particularly the diagnostic data that is collected from the vehicle and can be conveyed to the consumers' repairer.

The USA report focused on their progress on promoting a data sharing framework that will ensure that the consumer has the ability to choose who their data is shared with – ensuring that their nominated repairer is the recipient of fault code data.

Fortunately, we were also able to report some progress on this issue as a result of the forthcoming introduction of the Consumer Data Right CDR Law in Australia, which will lay the foundation and the principles for consumers to be able to access their data for competition and choice.



Market drops the ball in September

It might have been finals fever in the sporting world, but there were few points for celebration in September.

According to VFACTS sales data provided by the Federal Chamber of Automotive Industries, passenger sales, light commercials, and all states and territories, bar Tasmania, dropped the ball.

Passenger sales slipped 5.5% with 5489 fewer sales year-to-date than September 2017, with the monthly figures for September 2018 also down a substantial 20% from when the Richmond Tigers won the premiership in September 2017.

Light commercials failed to deliver on September 2017's efforts this month, down 2.3% or 7660 individual sales.

Ford's Ranger and Mazda 3 were the biggest losers, down 25.2% and 33.6% respectively (although with no disrespect), compared to their September 2017 sales efforts, and the Toyota Corolla also uncharacteristically lost ground some 4.5%.

Four of the top 10 manufacturers scraped a knee this September, including Mazda in second which grazed 31.5% off their September 2017 figures, Hyundai stubbed a toe down 0.2% and Holden took one to the face - down 32.4% month-on-month and 27.1% on their year-to-date sales of September 2017. Mazda is 4.2% behind their year-to-date scorecard and likewise Hyundai, also bereft 0.2% year-to-date sales compared with this time last year.



Mitsubishi eclipsed the competition.

Every state and territory managed to kick sales figures out of bounds, except for Tasmania which holds a decent 21.9% margin over its September 2017 efforts. NSW was down 9.4%, Victoria fumbled 4.9%, Queensland was deflated 4.6% and South Australia dropped 5.1% over September 2017 figures. WA hit the post, down 1.1%, the ACT was down 0.6% and the Northern Territory kicked an own goal, down 6.5%.

It's not all bad news, however, with SUV sales keeping spirits up with a 6.2% improvement over September 2017, although that's just 2417 vehicles.

Toyota is a skin graft ahead of September 2017's monthly efforts - just 0.1% - and only 1.3% up on its year-to-date sales.

Mitsubishi has runs on the board with a 7.9% boon over September 2017, and keeps the momentum with 8.5% margin in year-to-date sales, breaking into the top four brands and pushing Ford to fifth, Holden to sixth, holding Kia to a consistent seventh place, while Nissan resides in eighth, ahead of Volkswagen in ninth and Honda in 10th.



Ford Ranger sales took a dip

Subaru, despite a 2.5% win in September 2018, 39,447 year-to-date sales (down 3%) keeps it a stone's throw from the top 10.

FCAI chief executive **Tony Weber** says September 2018 had one less day with dealer doors open, losing 64 vehicle sales per day, but the market held its ground at 94,711 sales this year despite having cracked 100,200 sales by the end of September 2017.

"After a record 2017, year to date sales in 2018 are sitting just 0.9 % below last year's numbers," he explains.

"This demonstrates the inherent strength of the slightly slowing market; the industry has produced five years of record sales over the past six years," he says.

"The decline in passenger vehicle sales and corresponding growth in SUVs also shows that the traditional family car continues to evolve in Australia," Weber adds.

Top 10 Brands



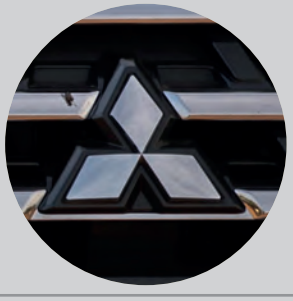
1. Toyota 164,988



2. Mazda 86,074



3. Hyundai 73,120



4. Mitsubishi 64,468

2018 sales in September

Top 10 4x4 dual-cab utes



1. Toyota Hilux
3,338



2. Ford Ranger
2,870



3. Mitsubishi Triton
1,674



4. Nissan Navara
1,374



5. Holden Colorado
1,120



6. Isuzu D-Max
1,055



7. Toyota Land Cruiser
812



8. Volkswagen Amarok
740



9. Mazda BT-50
597



10. LDV T60
278

Top 10 mid-size sedans sub-$60k



1. Toyota Camry
1145



2. Mazada 6
213



3. Volkswagen Passat
174



4. Ford Mondeo
168



5. Skoda Octavia
152



6. Subaru Liberty
136



7. Hyundai Sonata
114



8. Kia Optima
32



9. Subaru Levorg
29



10. Hyundai i40
23

Top 10 Brands *continued*



5. Ford 52,970



6. Holden 45,548



7. Kia 45, 374



8. Nissan 43,594



9. Volkswagen 42,781



10. Honda 40,537



Swift interception

In the 50s, Britain's RAF adorned what became the fastest aircraft in the world at that time, the Swift.

Obviously the Swift name also refers to the common bird, capable of unmatched flight speeds of over 110km/h, it is also the most in-flight bird on the planet, clocking millions of kilometres of flight distance in a single lifetime.

The Latin word for Swift is Apus, which means "without foot" in Greek – a highly appropriate etymology for the Suzuki Swift Sport, because a dash up to Marysville to seek supplies of locally-made honey proved this grunty little hot hatch feels "without wheel".

Weighing only 1040kg with me in it, or 970kg "without a driver", and using its 230Nm from the 1.4-litre BoosterJet four-cylinder, it's a torque-to-weight proposition of around 4.2kg/Nm. Like the bird, it means bugger all weight moved with an abundance of power.

I won't be drawn into Suzuki's fuel economy claims, because realistically both theirs and mine are meaningless. But being direct injection, weighing so little and having 103kW at your disposal at 5500 revs, it translates into a very smart performance-value proposition. Especially considering average servicing costs over five years are more than half that of a VW Golf GTi. It's the same story on price from a dealer.

Driving the semi-auto with paddles, yet dreaming about how nice it would be going back to the manual, the whole experience is much noisier than a GTi costing twice the price, but an extra 30k in the pocket is one helluva trade-off. Tyre roar is always there, the adaptive cruise and AEB which deserve praise for their inclusion, are a bit unrefined in highway traffic but not unbearable, and the tinny sound of pebbles clinking with the underbody might feel cheap to some buyers. But that's their issue, not the Swift Sport's.

Suzuki have an ability to make tiny engines do wonderful things. Forever etched into my psyche is the 10 minutes spent on an RM-Z450 several years ago; it's basically an off-the-shelf motocross racer which goes like a scolded cheetah and nearly killed me directly into a tree.

Fortunately, such moments never happened in the Swift Sport, but the geniuses at Suzuki have tweaked the turbo's boost pressure to give long, strong surges of forward progress that make you feel like nipping through traffic is as easy to you as dancing through the trees is for the bird of the same name.

Ergonomics are important, and the simpler the better. Swift Sport keeps a concise layout of the infotainment screen into four coloured squares, two cup holders before decent phone storage and a couple of door bins encourage minimalist thinking (less junk to take), and the steering wheel isn't a mash of buttons and scrolling toggles like some. Reversing camera is good resolution, although one will seldom stress about parking its 3.8m length. You can also find boost, power and torque gauges inside the digital dash display if you're secretly eight inside that wrinkly skin.

Especially good fun is fanging through the wet dirt back roads around Marysville, where few German prestige hatches would be too precious to tread.

Punching through the corners with a confident step and lightest of footprints, this is such a charming, polite little car. It doesn't wriggle when you stand on the ventilated front discs and the Monroe shocks will cop all but the worst pothole without too much discomfort.


Suzuki's rallying roots come out to play


It's what's underneath that counts.

There's a snarling exhaust note which competes with an equally gratifying wastegate whistle in both directions of gear change. Coming through the misty forest, that menacing face is an alternate personality to the affordable university student-spec runabout.

Neither Swift, the British speed record jet nor aerobatic avian variety are the most powerful, or sophisticated or exemplars in their field. But what they do accomplish is being the best at what they were good at.

The Swift Sport isn't the fastest, it isn't the quickest, and nor is it the most refined hot hatch on the market. But for what it costs and what it delivers in outright performance is thrilling to say the least. And Suzuki Australia tells me they want to do a proper road-racer version of Swift Sport. Yes please.

Other jets have since taken the limelight from the Submarine Swift, like Hawker Hunter, Harrier Jumpjet, Tomcats and FA-18s in the modern era, but none would have their now-standard swept wing design without the Swift.

One could argue other carmakers could learn a thing or two from the "less is more" Swift Sport. ■

AUSSIE TALK DIARY

AutoTalk Australia's editor Scott Murray looks at the month gone by on **autotalk.com.au**



September 3

AADA backs ACCC's unfair contract terms comments

The Australian Automotive Dealer Association (AADA) is welcoming calls for thresholds governing unfair contract terms to be revisited.

The Australian Competition and Consumer Commission (ACCC) is recommending that the thresholds for small businesses be revisited in the upcoming review of the business-to-business unfair contract term regime.

September 4

More muscle for new car dealers under Labor?

There will be a more balanced relationship between car dealers and manufacturers if Labor reclaims power at the next election, the party says.

Shadow assistant treasurer Andrew Leigh told dealers at the Australian Automotive Dealer Association (AADA) Convention and Expo that a Labor government would introduce an industry-specific code making rules about contract terms between the two parties clearer.

Citroen to relaunch in Australia

Citroen plans a full relaunch in Australia, coinciding with its centenary in 2019.

The product portfolio will include the C3 and C3 Aircross, Citroen Australia has told motoring.com.au.

September 6

Dealers encouraged to distribute information sheet

A new car fact sheet outlining consumers' legal rights has been produced by the Australian Competition and Consumer Commission (ACCC) so they are better informed during the purchasing process.

And the Australian Automotive Dealer Association (AADA) is encouraging its members to hand the sheet out to customers, after it was explained in more detail at the AADA convention this week.

September 7

Toyota recalling a million hybrids

Toyota is recalling about 1.03 million hybrid models, including the Prius and its plug-in variant, due to a wiring issue that could pose a fire risk.

The vehicles were produced between June 2015 and May 2018.

September 11

South Australia won't register Takata-affected vehicles

Vehicles in South Australia which have not had their Takata airbags replaced will be refused registration.

The Department of Planning, Transport and Infrastructure has announced that, as of November 1, vehicles which have not had their potentially lethal Takata airbag inflators replaced will be barred from the state's roads.

Mango Motors seeks review of tribunal decision

Used car dealer Mango Motors will ask the Northern Territory tribunal to review a decision it made in June 2018.

Michael Patrick bought a used Toyota Hilux from Mango Motors in Pinelands, NT, in March 2017 for $26,000 only to have engine knocking and other defects present within three months of purchase, not all of which the dealership agreed to remedy.

September 12

Queensland 4X4 modifications under review

The Australian Automotive Aftermarket Association is concerned about the Queensland Government "unfairly" targeting four-wheel drives.

A Queensland Police campaign has targeted off-road modifications on vehicles, with fines, defect notices and impounding of 4×4 vehicles.

September 13

Gross combined mass rules need clarity

Clarification of gross combined mass and towing capacities is needed for second stage manufacturers, the Australian Automotive Aftermarket Association says.

"Second stage" manufacturers performing Gross Vehicle Mass upgrades on yet-to-be-registered vehicles are seeking clarity from regulators for the purpose of fitting aftermarket suspension and improving handling.

More states join Takata rego ban

Tasmania, Queensland and Northern Territory have joined the push to stop registering Takata airbag affected vehicles that haven't been fixed. South Australia announced a ban on the registrations last week.

The more dangerous alpha airbags have been a particular target.

September 14

Queensland hydrogen industry ready to bloom

The Queensland government is calling on all industry stakeholders to add their two cents worth about taking hydrogen to the people.

Transport, automotive, energy, technology, manufacturing and other industries have until October 17 to respond to the Advancing Queensland's hydrogen industry discussion paper.

September 17

Millennials and Generation X most distracted

Generation X is more likely to use a mobile phone while driving than millennials and Gen-Z.

A Finding Focus on the Road study commissioned by Volvo Car in the United States reveals the young parents which grew up with Atari, Rubik's Cube and the Walkman are as likely to use their phone as the newer generation.

Carbon Revolution to become powerhouse

Geelong's specialist aftermarket wheel design and manufacturing business Carbon Revolution will boost its output by 15 times what it currently produces.

New export contracts secured by the company will see production swell from 10,000 to 150,000 lightweight carbon fibre wheels by 2023.

September 20

World's largest auto alliance and Google deal

Intelligent infotainment and customer applications such as voice activated vehicle function management will be provided within three years under a Renault-Nissan-Mitsubishi Alliance and Google partnership.

Incorporating artificial intelligence (AI), the system aims to provide connectivity within and outside a vehicle.

Continued on page 19

Continued from page 18

September 21

Worthington Prestige brings Lexus to Gosford

Dealer principal Brad Worthington has opened the Lexus of Central Coast dealership in Somersby as the area experiences significant population growth.

Worthington, managing director of Worthington Prestige, including Worthington BMW and Mini Garage, and both Honda and BMW motorcycles, built the family business in 2002.

September 25

New tech warns drivers to let emergency vehicles past

Connected vehicle technology that can automatically warn drivers of accidents ahead and show them how to get out of the way of emergency vehicles is being tested by Ford and Vodafone.

A prototype project which shows drivers how to create an "emergency corridor" so fire engines, ambulances and police vehicles can travel unhindered is aimed at improving accident victims' survival rates.

September 27

Carsales announces inaugural Best Used Car Awards

Carsales has announced Australia's top used cars on the market in 2018. The new Carsales awards rank used cars in the top 10 vehicle categories, from small cars to off-roading 4x4s.

Using Redbook valuation data for vehicles in the 2012 model-year, and opinions from Carsales judges, the awards are based on all the primary criteria consumers will take into account when buying used.

Labor doubles-down on dealer support

Labor has bolstered its support for an automotive industry code of conduct.

Member for Oxley in Brisbane's south-west, Milton Dick has told the House of Representatives a future Shorten Labor government would commit to an automotive code, citing the relationship between dealers and automakers was "out of control".

Autonomous vehicles and insurance discussion

Driverless vehicles and what that means for insurance is among key topics at the Insurtech Summit in Sydney on February 28 next year.

Advancements in technology are having a significant impact on the insurance industry, with some segments ripe for disruption, Insurance Business Australia reports.

September 28

Wounded warriors test AV

A self-driving Jaguar Land Rover Sport vehicle was tested by Invictus Games competitors ahead of the October Sydney event for wounded, injured or sick armed service personnel and veterans.

United Kingdom team captain Mark "Dot" Perkins and Italian team member Simone Careddu joined former competitors Jamie Weller and JJ Chalmers to ride in the Level 4 autonomous SUV on public roads in Milton Keynes, which has some of the UK's most complicated roads.

THE DIARY

AutoTalk New Zealand's group editor Scott Morgan looks at the month gone by on **autotalk.co.nz**



September 7

MIA encourages motorists to use 'genuine' parts

Several problems arising from the use of third-party parts in vehicle repairs has prompted the Motor Industry Association to encourage the use of parts sourced from the distributor.

Brake failure, engine damage and misfiring airbags are just some of the serious issues that sometimes stem from the use of non-genuine parts in cars, motorcycles and trucks, MIA chief executive David Crawford says.

September 14

Biosecurity gets tough for stink bug season

Biosecurity officials are promising to take "tough action" against cargo vessels believed to be infested with brown marmorated stink bug during the upcoming risk season.

The risk season runs from September to April when stink bugs from the northern hemisphere are most likely to crawl into cargo heading to New Zealand.

September 18

World ridesharing platform Ola launching in NZ

Ola, one of the world's largest rideshare services, plans to launch in New Zealand shortly.

It will rival Uber and Zoomy here, while a female-only rideshare DriveHer plans to begin in Auckland later this year.

September 20

MBIE bans six vehicle traders

The number of "cowboy" traders is increasing as the online motor vehicle market grows, according to the Ministry of Business, Innovation and Employment.

It has banned six traders from motor vehicle trading over the past 12 months for several reasons, including failing to comply with orders from the Motor Vehicle Disputes Tribunal.

September 25

Motoring media merger bites the dust

A proposed merger that would have brought together two of New Zealand's largest automotive media businesses has failed – again.

The Court of Appeal has declined Stuff and NZME's request to overturn a Commerce Commission decision that denied them permission to merge.

September 26

Christchurch dealership caught up in crime spree

A woman who test drove a car from a Christchurch dealership but never returned it is awaiting sentencing.

Stealing the $11,000 black and silver Ford from the unnamed dealership was just one of 21 charges Antonia Deborah Ogilvie faced, Stuff reports.

transporttalk
AUSTRALIA'S NEWS SOURCE FOR ROAD TRANSPORT, LOGISTICS & HEAVY EQUIPMENT INDUSTRIES



Chain of Responsibility secures basic rights

Anybody in the trucking and transport industry caught in a case of proving who's to blame for an incident will be presumed innocent until proven guilty.

Ascertaining who is responsible for causing a crash, damage, injury, death or financial detriment now has the burden of proof placed with the plaintiff from October 2018.

This new Chain of Responsibility legislation is now in effect to protect persons in the transport sector in NSW, Victoria, Queensland, Tasmania, ACT and South Australia, turfing out the presumption of guilt and evidencing of innocence.

Any corporation receiving the maximum penalty for recklessness under heavy vehicle safety legislation will be $3 million, and $300,000 or five years in jail for an individual – with the possibility of both.

Australia Trucking Association chairman **Geoff Crouch** says the reform will not only improve safety in transport and trucking, but also makes the legal ground even.



ATA chairman Geoff Crouch

"There will be a strong general safety duty on everyone in the road freight chain of responsibility, including customers, and massively increased maximum penalties."

Crouch says "a personal due diligence obligation on business directors and executives" means "they can't ignore potential safety issues". Those safety requirements "will be matched by increased fairness," he supports.

"Under the reforms, the prosecution will have to prove its case in court. That's the way Australians expect our legal system to work and the way it needs to work," Crouch says.

"I believe this reform package is one of the ATA's greatest achievements," he adds, bouyed by the incoming heavy vehicle master code developed in tandem with the Australian Logistics Council, to be explored in-depth at the Technology and Maintenance Conference in Melbourne, October 16 next week. Code drafters **Peter Elliot** and **Sean Minto** will be available for discussion into the details of the master code.

"The rest of the HVNL (Heavy Vehicle National Law) needs to be pulled apart and redone, starting with the prescriptive work and rest hours for drivers and the road access arrangements for trucks," Crouch says.

Other sessions in next week's Technology and Maintenance Conference include discussions around mental health in the transport industry, attracting and keeping top automotive and engineering apprentices in your workshop, details on trailer braking requirements, information from manufacturers around keeping modern truck diesel engines cool and plenty more.

The Technology and Maintenance Conference runs from October 15-17 at the Kangan Institute's Automotive Centre of Excellence in Docklands.



Drought draws trucking industry support

Without trucks Australia stops, but without farmers everyone stops.

The Australian Trucking Association, the South Australia Road Transport Association and trailer manufacturer MaxiTrans are lending resources to help drought-suffering farmers in New South Wales and South Australia.

MaxiTrans has donated a drop-deck Tautliner for the ATA to loan in moving bagged feed from WA to Rankin Springs and Gunnedah, NSW, while SARTA management will roll up their sleeves.



Ben Maguire, ATA chief executive

SARTA president **Sharon Middleton**, chief executive **Steve Shearer** and the ATA's own chief executive **Ben Maguire** will swap neck ties for Redbacks in the Great Southern Hearts campaign called "Drive for Life", moving 128 tonnes of donated hay and feed to communities in SA and rural NSW.

It's estimated over $100,000 worth of hay, feed and money has been donated by WA businesses Kojonup Feeds, Broomehill Stock Feeds and Bar Feeds and respective communities to the Drive for Life cause.

"As a farmer myself, I can understand the hardship farmers are facing and the struggles of keeping their livelihood afloat," Maguire says.

Maguire says he will "be joining the crew when they make their way through Ceduna, South Australia, tomorrow".

MaxiTrans group general manager of sales and marketing **Andrew McKenzie** says the company has been in discussions internally about how it could offer a more "systemic and sustainable" contribution to the drought relief effort.

"While a one-off cash contribution is always well received, providing free access to trailers to help deliver much needed supplies allows us to stretch our contribution to help so many more people while they need it most," he says.

SARTA president Middleton says it was something of a no-brainer for the association and its members.

"It's a strong Australian tradition to lend a helping hand to those in need, so SARTA and our members are pleased to be able to help our farmers," she says.



Drought is about more than just water.



Arms race for fuel cell commercials

Hyundai Motor Company and Volkswagen AG have hydrogen fuel cell commercial vehicles waiting in the wings.

Hyundai has announced a partnership with Swiss hydrogen company H2 Energy (H2E) for the development of fuel cell electric trucks.

The memorandum of understanding was announced at the 2018 IAA Commercial Vehicles show in Hanover, Germany.

It aims to provide 1000 fuel cell electric trucks to the Swiss commercial vehicle market, including a developed supply chain of renewable hydrogen, over a five-year period starting from early 2019.

Hyundai's fuel cell truck's Gross Vehicle Weight is as much as 18 tonnes, reaching 34 tonnes with trailer and offering 350kW (from the same two 95kw Nexo fuel cells) and a whopping 3400Nm of torque to move it. With a fuel tank pressure of 350 bar, refuelling takes seven minutes. Its dimensions are a tidy 9.74m long, 255m wide and 3.730m high, sitting on a 5.13m wheelbase.

Hyundai has made big strides in the market since developing the world's first mass-produced fuel cell electric vehicle, the Tucson Fuel Cell, in 2013.

The 190kW fuel cell electric trucks are being developed according to European regulations.

They are expected to deliver a single-fuelling travel range of around 400km with eight large hydrogen tanks installed.

Hyundai executive vice-president **Cheol Lee** says the partnership aims to be the world's first to commercialise electric fuel cell trucks.

"We will continue to seek opportunities for expanding into other markets by carefully monitoring multiple factors such as fuelling infrastructure and governmental policies," Lee says.

H2E chairman **Rolf Huber** says a "sustainable hydrogen economy needs a designated ecosystem for hydrogen" and the strategic partnership with Hyundai "makes a lot of sense".

Meanwhile, Volkswagen commercial vehicles in Europe has revealed its Crafter HyMotion, a fuel cell van based on the Crafter platform.

VW claims the HyMotion can achieve a driving range of up to 500km, which would obviously be reduced with payload increases on the 4.2-tonne van. Specially designed for longer journeys, the integrated tanks have a capacity of 7.5 kg hydrogen, with fuel consumption at 1.4kg hydrogen per 100km.

Volkswagen Group says manufacturing costs for the zero-emission drivetrains in the HyMpotion and its battery-electric e-Crafter counterpart, which share the same 100kW electric motor and gearbox "are likely to equalise by 2025".

"By then, the infrastructure of hydrogen filling stations will also have improved substantially," the company says.

Currently in Germany there are 50 hydrogen filling stations and by the end of this year that figure should reach 100.



The German auto giant VW takes on Korea's bold new fuel cell frontier.



Mack, Scania regain big-rig sales after tricky August

Kenworth, Volvo and Isuzu have filled the heavy duty truck sales podium in September.

Leading the pack with 265 September sales, Kenworth sees a 22.2% windfall over last year.

Taking silver is Volvo on 188 units and a 15.7% jump over September 2017, with Isuzu close behind on 173.

Mack in fourth overall sold 81 trucks in September, a 7.9% gain over September 2017, while Scania managed 81 heavy sales for a 6.8% gain over September 2017 - pushing Mercedes-Benz back to sixth after 62 sales and a 5.2% improvement for the same month last year.



Isuzu firms its grip, strengthened by Ready-to-Work range.

Kenworth holds a year-to-date sales lead of 2085, ahead of Volvo's 1581 and Isuzu's 1342.

In the light-duty truck segment, Isuzu is on 402, Hino 273 and Fuso notching 195 sales for September.

Overall sales show Isuzu continuing its market dominance with 7263 sales this year and 869 in September - respectively, a 23.7% monthly and 24.8% annual improvement.

Toyota-owned Hino fills second spot overall with 502 sales this last month (up 14.3%) and 4136 year-to-date, ahead of Daimler-owned Fuso on 338 September sales (up 9.6%) and 3166 sales for the year.

In the vans segment, it's the usual contenders, however, the deck chairs have shuffled.

Mercedes-Benz, with Sprinter, Vito, Valante, V-Class and Marco Polo, keeps its tight grip on the sales race with a comfortable 1992 year-to-date sales backed by September's 190 units sold according to registrations - a massive 40.3% increase over September 2017.

Fighting for second to sixth it's Renault, knocking last month's silver-medallist Volkswagen down to fourth. The French brand racked up 127 Trafic and Kangoo van sales (up 27% on September 2017), bringing its yearly total to 993 which holds Ford firmly in third place but only in year-to-date sales.

Third for September, however, was the Italian brand Iveco, a whisker ahead of VW with 45 Daily sales against the German's 42 Transporter and Crafter sales. Fellow Italian brand Fiat achieved 40 Ducato sales, and Ford's Transit range saw 27 leave dealerships.



Renault bumps Volkswagen in commercial van sales this month.

EV talk
AUSTRALIA'S NEWS SOURCE FOR ELECTRIC, INTELLIGENT AND AUTONOMOUS TRANSPORTATION

Queensland looks to energy and transport future

Queensland has a clearly defined energy plan, which includes renewables like solar and hydrogen – suitable for transport use and export.

In a "state of the state" address, premier **Annastacia Palaszczuk** outlines how that energy plan works, along with advances in vehicle manufacturing, artificial intelligence, and blockchain technology, particularly in the transport industry.



Annastacia Palaszczuk

"Queensland's position as Australia's energy powerhouse remains unchallenged," she says.

Although the state has the country's "youngest and most efficient" fleet of coal-fired generators, plus extensive gas services, it is investing heavily in renewable energy projects to provide 20% of its energy needs by 2019.

"We have $5 billion in committed renewable investment ($1.1b is already constructed and operating), and $20b in the pipeline," Palaszczuk says.

She recently opened a $200 million solar farm and also joined Virgin executives in announcing the blending of biofuel into its fuel stock at Brisbane Airport for domestic flights.

"And in Townsville, my government has provided more than $3m for a feasibility study into a possible $2b (lithium-ion) battery factory (for electric vehicles)."

Hydrogen is also seen as a potential energy source and export industry, with the state's second-largest trading partner Japan looking to Queensland for its future energy needs.

Japan aims to demonstrate hydrogen powered vehicles during the 2020 Tokyo Olympics.

Palaszczuk has just released a hydrogen discussion paper for submissions.

Queensland has become Australia's largest vehicle manufacturer, she says.

"When Holden and Toyota pulled out of Melbourne and Adelaide last year, many people saw that as the end of the automotive industry in Australia," she says.

But Palaszczuk says while manufacturing jobs have declined in other states, they are growing in Queensland.

She opened Volvo's $30m national headquarters in Wacol which can produce 67 heavy duty trucks weekly.

The government is also backing Rheinmetall Defence in a $15b project which includes military vehicles.

A deal has also been secured with Boeing to house its largest autonomous systems programme outside the US, drones also able to do search and rescue missions after natural disasters.

Drone applications are even taught in Queensland schools as new skills are required for a changing workforce. Palaszczuk says coding and robotics are also important.

Later this year she plans a skills summit with key companies involved in traditional and emerging industries.

Artificial intelligence (AI) and blockchain technology are being catered for as two main areas governments and industry need to focus on. AI is included in The Precinct start-up hub in Fortitude Valley, while blockchain – providing a new type of database – offers further opportunities.

Palaszczuk points to **Leanne Kemp's** Everledger company winning an international technology innovation award and her plans to use blockchain tracing to see how minerals such as lithium and cobalt, used in EV batteries, can be recycled and reused.

Blockchain technology is also helping the Port of Brisbane develop a system to improve efficiency and service innovations with a potential $1b value.

Says Palaszczuk: "I can truly say our best days are ahead of us". ■

Nothing confirmed for Honda EVs yet

Honda Australia won't bring the Urban EV Concept production model into Australia.

The company confirms reports it has "no plans for electric vehicles locally at this stage", including the Urban and the Sports versions.

The 2019 Honda EV is expected to go to European customers first.

Reports suggest that with Australia's low EV uptake, Honda Australia isn't keen to risk introducing its all-electric vehicles here.

The production four-seat hatchback for the Urban EV Concept is expected to have about a 250km range, with more details likely in early 2019.

Honda expects to release a number of EVs during the next five years. ■





RAC Intellicar unveiled in Perth

One of the world's first driverless, on-demand vehicles is now in Perth.

The RAC Intellicar was officially unveiled there on September 12.

Designed as a shared mobility service, the RAC Intellicar will become the newest addition to RAC's automated vehicle programme, supported by the State Government and vehicle manufacturer Navya.

The arrival of the prototype vehicle is a significant transportation milestone for both Western Australia and Australia, RAC group chief executive officer **Terry Agnew** says.

"How we move around is rapidly evolving and being able to test emerging vehicle technologies right here in WA will help us adapt to these changes in the safest way possible," he says.

"Human error is the cause of the vast majority of road deaths and serious injuries, so if we can help WA and Australia safely transition to driverless vehicles sooner, hundreds of Australian lives could be saved.

"Every year, the cars we drive are becoming increasingly automated, and the adoption of these new technologies by manufacturers is only accelerating.

"Over coming years, vehicle automation will become more prolific within our transport network, which is why it's critical we conduct trials like these to better understand the potential impacts and opportunities."

Agnes says having a robust understanding of the technology and what it means for WA will help develop a roadmap for the safe transition to a driverless future.

"Australia is a strategic place to test, showcase and deploy new technologies in the region," Navya chief executive officer **Christophe Sapet** says.

RAC expects to take delivery of additional Intellicars later this year.

Over coming months RAC will work with the State Government to identify potential trial locations, with public trials planned for 2019.

Visit **rac.com.au/intellicar** for further information.



The RAC Intellicar.

Grant for Nissan Australia EV charging project

Nissan Australia will get a $210,000 grant from the Victorian Government for its research project on electric vehicle (EV) charging.

The project is in partnership with the Commonwealth Scientific and Industrial Research Organisation (CSIRO) and Delta Energy Systems (Australia) Pty Ltd.

Approval for the grant from the New Energy Jobs Fund (NEJF) towards the 18-month research project has come from Victorian minister for energy, environment and climate change **Lily D'Ambrosio.**

The NEJF supports Victorian projects that create long-term sustainable jobs, increase the uptake of renewable energy generation, reduce greenhouse gas emissions, and drive innovation in new energy technologies.

The joint research project aims to study off-grid EV charging, using solar power and battery backup, and the optimisation of EV charging profiles to reduce grid impact and maximise the use of renewable energy.

"Developing alternative sources of energy is our priority as we pursue innovation in the electric vehicle space," Nissan Australia managing director **Stephen Lester** says.

"While it's undeniable that the future is electric, we believe that it is important that the future of electric is also sustainable. That's part of what defines intelligent mobility for us."

The Delta-designed system will undergo tests to confirm its performance in various environmental conditions in the temperature control chamber at the CSIRO Monash facility.

After these initial tests are successful, researchers will deploy the system at Nissan Australia's Melbourne facility.

Here the system will undergo extensive field trials with a fleet of the new Nissan Leaf which awaits release in Australia.

D'Ambrosio addressed the positive impact renewable solutions will have on the community during her visit to the CSIRO Monash facility.

"The project will address a key need in the electric vehicle market by increasing the accessibility to charging stations for domestic, commercial and mobile customers," he says.

"Such a benefit certainly will contribute to a more stable electrical grid, shorter payback time and more control for the user on charge rates."



Left: Representatives from Nissan, CSIRO and Delta Energy Systems at the grant announcement.

Tritium gets funding to improve high-powered charging

A US$400,000 allocation will allow Brisbane-based electric vehicle charging solutions company Tritium to develop a smaller, more efficient and cheaper to buy high-powered charger.

Tritium will develop a custom version of its Veefil-PK charger while also providing input for system design and testing through its part of a US$3.2 million in federal funding awarded to the Electric Power Research Institute (EPRI) for developing an extreme fast-charging system that can connect to the grid.

"This project lets us use our expertise in EV charging to build an advanced system that is easy to scale, repeat and manufacture," Tritium's engineering director and co-founder **James Kennedy** says.

"The solution the project team develops will result in a system with a smaller footprint, higher efficiency and lower cost of ownership.

"The project will help us gain exposure to the rapidly developing US market."

Tritium is one of several companies partnering with EPRI to develop a system for plug-in electric vehicle (PEV) high-powered charging with a DC connection to the medium-voltage grid.

The system will reduce the impact on the grid while providing the ability to charge multiple EVs quickly at "extreme" levels while providing physical and cyber-security protection for the infrastructure.

"Electrification of transportation presents opportunities for massive decarbonisation, increased productivity and customer satisfaction," EPRI integrated grid vice-president **Mark McGranaghan** says.

"Our collaborative team will dig deeper into options for faster, flexible and more efficient vehicle charging, which could be key to maximising the impact and acceleration of electrifying fleets of vehicles."



Tritium will develop a custom version of its Veefil-PK charger.

EPRI's funding is part of US$80m in US Department of Energy (DOE) funding distributed among 42 projects for early-stage research in advanced vehicle technologies that give drivers more choices to affordably meet their mobility needs, strengthen US energy security, reduce dependence on foreign materials and enhance the economy.

The DOE's investment in battery and electrification research has several objectives, including creating cathode materials for EV batteries that do not require cobalt, providing data on the impact of mobility services and maximising fuel economy.

Total renewable power in 12 years - ANU



Australia could have 100% renewable electricity by the early 2030s.

That's if the present rate of installations by industry continues into 2020 and beyond, a study by the Australian National University (ANU) shows.

It would help improve electric vehicle (EV) uptake too.

ANU experts analysed Australian Government renewable energy project data that showed during 2018 and 2019 Australia will install about 10,400mW of new renewable energy.

If the current rate of renewable energy installations continues, Australia will eclipse the Renewable Energy Target, with 29% renewable electricity in 2020, and 50% in 2025, Energy Change Institute director **professor Ken Baldwin** says.

"We estimate electricity emissions would thereby be reduced by 26% in 2021, and the electricity sector on its own would meet Australia's entire Paris emissions reductions target of 26% by 2025," he says.

"Australian industry is proving it's not difficult or expensive to make deep and rapid cuts to greenhouse gas emissions."

Baldwin says the evidence points to Australia's capacity to be a renewable energy superpower, with all the economic and environmental benefits that come with it.

"We need Australia's governments to put in place the right plans for the renewable energy train to have a smooth ride," he says.

Professor Andrew Blakers from ANU Research School of Engineering says the new capacity coming is divided about equally between large-scale solar photovoltaics (PV), wind farms, and rooftop solar PV.

"Combined, the 10,400mW of new capacity to be installed in 2018 and 2019 represents about 30% of Australia's peak electricity demand," he says.

"The Australian renewable energy industry is unequivocally demonstrating that it has the technical capability to deliver vast quantities of cheap, reliable, secure and zero-emissions energy."

Blakers says Australia is installing wind and solar PV at a faster per capita rate than nearly every other country."

Dr Matthew Stocks from the ANU Research School of Engineering says the rapidly growing supply of renewable energy into the electricity network requires effective planning to ensure enough storage and transmission capacity is built to deliver reliable energy to homes and businesses.

"The remaining piece of the puzzle is more storage and stronger interstate interconnection, which is where governments should be focussing their attention," he says.

"Pumped hydro storage – such as the proposed Snowy 2.0 – is off-the-shelf technology, while batteries are rapidly falling in price."

The ANU analysis was based on publicly available data from the Clean Energy Regulator, and is available on the ECI publications website.

EV numbers climb slowly

Electric and hybrid vehicles continue their upward momentum in Australia – albeit slowly.

Sales of new electric vehicles (EVs), including hybrids, increased by 161 (16.1%) to reach 1161 in September compared with 1000 for the same month last year.

Year-to-date (YTD) totals show a similar level of increase at 15.9%.

VFACTS national figures reveal 10,949 EVs for the 2018 YTD compared with 9445 for the same period during 2017 – up 1504.

SUVs continue to be popular.

Electric SUVs in the non-private market reached 100 for September compared with 27 for the same month last year, while private SUV sales recorded 23 in September, just nine more than September 2017 (14) and down 21.5% YTD (113 in 2018 compared with 144 to the same time last year).

Hybrid SUVs were only slightly higher than for the previous month and year.

Private hybrid SUVs totalled 51 for September – just six up on the same month in 2017.

And non-private hybrid SUVs were no better, recording 67 in September which was only two more than in September last year. YTD figures in those two segments were marginally more at 503 for private (436 in 2017) and 737 for non-private SUVs (600), up 15.4% and 22.8% respectively.

In the pure electric market, non-private passenger sales fell markedly, recording just 13 in September compared with 38 in September 2017 (down 25 or minus 65.8%). YTD the segment was up slightly with 340 (2018) compared with 228 (2017), a 49.1% rise.

Private passenger sales in the electric market reached 21 in September compared with 14 for the same month last year, up 50%, and 194 YTD compared with 148 for the same period last year, up 31.1%.

In the hybrid market, private passenger sales increased 120 on the same month last year (187 to 307, up 64.2%, and reached 2822 YTD compared to 1787 for the same time in 2017 – up 57.9%.



Electric and hybrid vehicles continue to increase in Australia – but not by much.

Passenger non-private hybrids dropped for September 2018, down from 610 in 2017 to 576 this time (-5.6%). YTD showed little movement, the 5832 in 2018 showing just 27 more than in 2017 (5805) or 0.5%.

Light commercial non-private electrics totalled three for September 2018 (zero in September 2017), with YTD totals at 11 compared with one in 2017.

The figures support the Electric Vehicle Council Australia and other Senate Select Committee on Electric Vehicles submitters that more needs to be done to encourage EV uptake in Australia.

NEW VEHICLE SALES BY BUYER TYPE AND FUEL TYPE
SEPTEMBER 2018

	Month		YTD		Variance +/- Vol. & %			
	Sep 18	Sep 17	2018	2017	MTH	YTD	MTH	YTD
ELECTRIC								
Passenger Private	21	14	194	148	7	46	50.0%	31.1%
Passenger Non-Private	13	38	340	228	-25	112	-65.8%	49.1%
SUV Private	23	14	113	144	9	-31	64.3%	-21.5%
SUV Non-Private	100	27	397	296	73	101	270.4%	34.1%
Light Commercial Non-Private	3	0	11	1	3	10	-	>999%
Sub Total	160	93	1,055	817	67	238	72.0%	29.1%
HYBRID								
Passenger Private	307	187	2,822	1,787	120	1,035	64.2%	57.9%
Passenger Non-Private	576	610	5,832	5,805	-34	27	-5.6%	0.5%
SUV Private	51	45	503	436	6	67	13.3%	15.4%
SUV Non-Private	67	65	737	600	2	137	3.1%	22.8%
Sub Total	1,001	907	9,894	8,628	94	1,266	10.4%	14.7%
TOTAL	**1,161**	**1,000**	**10,949**	**9,445**	**161**	**1,504**	**16.1%**	**15.9%**



VEHICLES

TRUCKS

MACHINERY

We can ship anything you have, anywhere in the world!

For further information call Andrew Hughes
02 9700 0100 (Ext 2) or mobile 0416 344 322
Email: andrew.hughes@dolphinshipping.com.au
or visit www.dolphinshipping.com.au