

# Expertise export

Former Holden engineers behind iMotiv providing automotive start-ups with much-needed knowhow



By MATT BROGAN  
**WHEN** General Motors Holden pulled out of Australia in 2020, we lost not only an automotive identity stretching back to the very formative years of the car as we know it, but an enviable wealth of knowledge and expertise curated over many decades.

Brilliant engineers, designers, and technicians with vastly wide-ranging skills – most formed in the context of the unique Australian market – were left without an industry in which to prosper; their accumulated knowhow seemingly left to atrophy.

Fortunately, not all those great and plentiful gifts were lost.

Shortly after Holden's demise, a team of 27 ex-GMH engineers moved to form the Aftersales Engineering and Quality team at Vietnamese automotive manufacturer VinFast. It was here they learnt not only the degree of engineering strength they had to

offer, but also the deficiencies in vehicle development from which they could capitalise.

“When Holden started to wind down, all of us were on different paths, and there were some of us that took the opportunity the VinFast engineering centre offered,



knowing they needed an aftersales engineering team,” former Holden engineer and iMotiv managing director Peter Whitlock told *GoAuto*.

“The ability to get everything ready to service and repair well ahead of the car being produced was a skill we well understood – and was one that VinFast knew it needed.”

When VinFast decided it would pull up stumps in 2022 for the Australian outfit, moving its aftersales engineering and quality functions back to Vietnam, the group seized upon the opportunity to “go it alone”.

Continued next page

NOW IN RHD: GEELY BEV UTE



RURAL RELIEF: ROOBADGE



Glass's is your trusted partner for vehicle valuations, pricing and data solutions

**Glass's** ....  
 Part of Autovista Group

Continued from previous page

Five of the lead engineers – Peter Whitlock, Mark Barbaro, Mark Ceveri, Leon Wensley, and Brett Harris – formed iMotiv.

iMotiv quickly garnered significant local and international attention. As the team hit its stride, it was able to engage with clients including resources companies, and start-up OEMs.

Appreciating the breadth of services the iMotiv team could offer, overseas start-up organisations sought out the team’s services in aftersales engineering and quality services.

iMotiv then set about delivering upfront engineering services that will ensure vehicle serviceability in the field.

Maintenance manuals, diagnostic equipment, and programming tools were all part of the picture, as were the fundamentals of ensuring the vehicle had been designed with maintenance in mind from the get-go.



L-R: Leon Wensley, Mark Ceveri, Peter Whitlock, Brett Harris and Mark Barbaro

“The relationship we have formed with our global partners is very close. We have quickly become much more than a service provider to them. They are very receptive to our experience and logical way of thinking, especially from an engineering standpoint,” said iMotiv quality director Leon Wensley.

“The way in which we each have the flexibility to work outside of our own roles, to provide knowledge across a cross-section of projects, means we are better equipped to pull in all the information that is needed and set strategies in place that actually work – they genuinely admire that.”

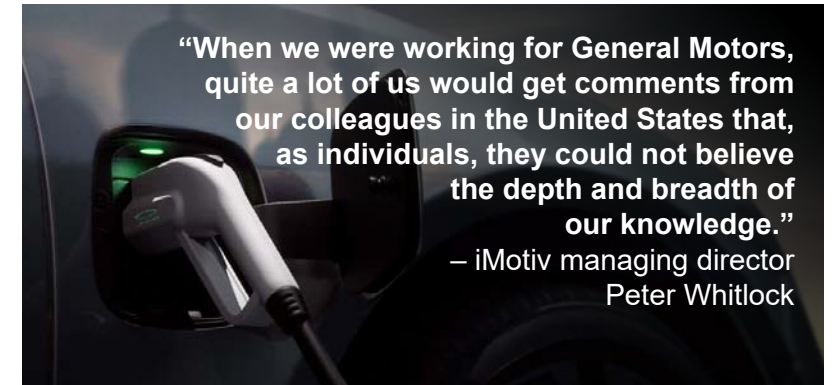
The iMotiv team ensures that its clients are ready to enter the market fully formed, providing vehicles that are engineered to perform not only in the hands of the customer, but also in the service department.

“Broad-based thinking is a real benefit,” added iMotiv customer experience and technical director Mark Barbaro.

“We have seen other ESPs

(engineering service providers) come in who want to focus solely on their core task. From our background at Holden, where we worked across many different centres at the same time, we find that we can offer a lot more benefit.

“It has also provided us with the



“When we were working for General Motors, quite a lot of us would get comments from our colleagues in the United States that, as individuals, they could not believe the depth and breadth of our knowledge.”

– iMotiv managing director Peter Whitlock

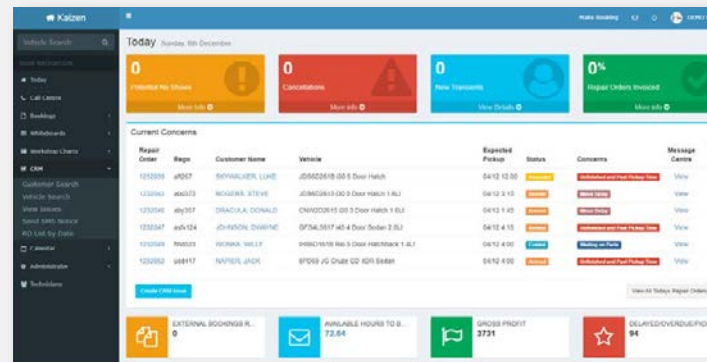
ability to challenge things that we know from experience will not work, and I think our clients see that as a strength – they know we are capable of taking on tasks that are outside our direct scope.”

An ability to think laterally is one the iMotiv team offers

in spades. Across its 27 staff it boasts experience in a multitude of engineering disciplines including not only aftersales and quality, but also design, development and validation.

[FULL STORY: CLICK HERE](#)

## Don't manage the workshop. Own it.



Monitor the whole workshop, personalise it, tweak it, and stay on top of it.

KAIZEN gives service managers a clear view of their domain, plus unmatched control. It’s the ultimate solution for modern service centres. Contact Auto-IT and arrange a demo today.



**GoAutoNews**

**PUBLISHER:** John Mellor  
**EDITOR:** Haitham Razagui

**JOURNALISTS:** Neil Dowling, Matt Brogan, Peter Barnwell, Cobey Bartels, Tony O’Kane, Phil Lord, Matt Campbell

**PRODUCTION:** David L’Huillier, William Vicente, Ian James

PRODUCED BY GOAUTOMEDIA  
newsroom@goautomedia.net Ph: (03) 9598 6477

ADVERTISING BOOKINGS  
steve@bravomedia.com.au or 0419 562 110



# Practical ambition



## Auto industry mostly positive about NVES revisions after consultation

By MATT BROGAN

AUSTRALIA’S automotive industry has voiced mostly positive reactions to revisions made to the proposed New Vehicle Efficiency Standard (NVES), which include allowances for off-road SUVs and light commercial vehicles, as well as delaying enforcement of the new rules by six months from the original January 1, 2025 start date and funding charging infrastructure at dealerships.

The Albanese government consulted with a broad range of stakeholders in preparing the NVES and engaged with the more than 9000 submissions made throughout the most recent consultative period to arrive at a compromise it will take to Parliament.

In a statement, the federal government said the NVES will give

importers an incentive to introduce their most efficient vehicles to the Australian market, while ensuring local new-car buyers have a range of vehicles suited to both business and leisure pursuits.



**Matthew Callachor**

Responding to the announcement, Toyota Australia president and CEO Matthew Callachor said the importer appreciates the federal government’s willingness to consult on this important public policy and that it will continue to offer a range of vehicles best suited to Australian buyers.

“Toyota has long supported the introduction of an ambitious fuel-efficiency standard that is calibrated to the unique requirements of the Australian market and leave no-one behind,” said Mr Callachor.

“We welcome the willingness of

the federal government to consult on this important public policy and to make changes that represent a positive step forward.

“Even so, Toyota and the industry face huge challenges that must be addressed before these significant reductions can be realised.



**John Kett**

“Our task now is to get on with the job of delivering diverse technologies that will enable our customers to choose vehicles with lower or zero carbon emissions that best suit their circumstances.”

Hyundai Motor Company

Australia (HMCA) seconded Toyota in welcoming the NVES revisions, with HMCA chief operating officer John Kett saying the proposal



**Behyad Jafari**

“seems to strike the right balance between ambition and practicality”. “Hyundai has been selling EVs in Australia for six years and investing in the technology globally for decades. It is our intention to bring many more EVs to the Australian market, while substantially reducing the emissions profile of our entire range.

“The NVES will help us to do that – and now we can look forward to

getting on and selling some cars.”

Also supportive of the NVES update was the Electric Vehicle Council (EVC), describing the result as “strong, ambitious standards that will send a clear signal to the global automotive industry (that) Australia now demands the same options in electric cars, vans, and utes that you offer to the US and Europe”.

“Ultimately, these standards will mean all Australian consumers are paying lower fuel bills, breathe cleaner air, and enjoying a greater choice of the latest and greatest in new cars,” said EVC chief executive Behyad Jafari.

**FULL STORY: [CLICK HERE](#)**

## FINANCIAL MANAGEMENT REPORTING TAILORED TO YOUR BUSINESS NEEDS!

At CDS our clients never have to choose between Option A or B.

When it comes to Financial Management Reporting systems, CDS offers tailored solutions so you can capture your financial data your way.

*Bespoke*  
Automotive Industry Software,  
Services and Solutions since 1994



For more information contact Errol Fernandes on 0429 398 082 or email us at [enquiries@cdsonline.com.au](mailto:enquiries@cdsonline.com.au)



# Biggest year yet!



Kamiq (left) and Scala updates

## Skoda Australia's mammoth product rollout for 2024 includes new BEV and ICE models

By MATT CAMPBELL

SKODA Australia is gearing up for its biggest new product roll-out year yet, with an unprecedented number of updated and new-generation vehicles to launch in 2024 – although their effect on sales figures will be mostly felt in 2025.

The Czech brand will finally join the battery electric vehicle (BEV) race with the new Enyaq and Enyaq RS models in October 2024, though the company



Michael Irmer

has not yet confirmed pricing and specifications for models that will, in theory, line up against the Tesla Model Y, which spans \$65,400 to \$91,400 before on-road costs and incentives.

Beyond that, the company is looking to launch a new entry-grade version of the Fabia city car, the facelifted Scala hatchback, revised Kamiq small SUV, the facelifted midsize Octavia liftback and wagon, and the second-generation Kodiaq



Fabia



Kodiaq

seven-seat SUV.

At a recent media briefing in Sydney, Skoda Australia managing



SKODA REFOCUSSES ON VALUE: [CLICK HERE](#)

director Michael Irmer said the brand is gearing up for a significant second half of 2024, following a couple of years of global setbacks.

“Obviously in 2021, the disruptions happened. Supply and the semiconductors, we then had to switch and pivot to vehicles with certain despecification,” explained Mr Irmer.

**FULL STORY: [CLICK HERE](#)**  
**More reports – next page**



# Unveiling LeadDriver: Smart & Connected Lead Management System

*Engage your customers.  
Empower your teams.*



### WHAT'S COMING

|                          |                            |
|--------------------------|----------------------------|
| Entry-level Karoq        | March                      |
| Octavia Sportline        | March                      |
| Kamiq Run-Out            | March (until approx. June) |
| Kodiaq SportLine Run-Out | April                      |
| Kamiq facelift           | June                       |
| Fabia entry-grade        | July                       |
| Scala facelift           | July                       |
| Enyaq coupe SUV          | October                    |
| Enyaq RS coupe SUV       | October                    |
| Octavia facelift         | November                   |
| Kodiaq new-gen           | November                   |





# Epiq wishlist

Epiq concept

## Skoda Australia has high hopes of securing two smaller, more affordable electric SUVs

By MATT CAMPBELL

SKODA is set to Elroq and roll with an Epiq pair of compact battery electric SUV models expected to make their way to Australia in the



next couple of years.

The new Elroq medium SUV and the smaller, more budget-focused Epiq crossover are both in the crosshairs of the Czech brand's Australian outpost, as well as an electric wagon and the production version of the Vision 7S large three-row SUV.

Skoda Australia managing director Michael Irmer confirmed the brand's plans to offer the pair of more affordable battery electric vehicles (BEV) to cut through to a new BEV buyer demographic, having finally locked in launch timing for the Enyaq large SUV model line-up, now due in the last quarter of this year.

**FULL STORY: [CLICK HERE](#)**

**More reports – page 8**



**CONVENTION & EXPO**

**MELBOURNE | 24-25 JULY**

# AADA 24

DRIVING FORWARD TOGETHER

**VISIONARY LEADERSHIP**



THE HON. **JEFF KENNETT AC**

Former Premier of Victoria  
beyondblue Founder & Former Chairman

**AUTO-IT BREAKFAST**



**GARY GILCHRIST**

NADA Chairman 2024  
President of Gilchrist Chevrolet Buick GMC

**COX AUTOMOTIVE KEYNOTE**



**EARLY-BIRD PRICING AVAILABLE FOR A LIMITED TIME**

**REGISTER NOW** [aadaconvention.com.au](http://aadaconvention.com.au)



# On the Radar

## Geely Radar RD6 electric ute back on the agenda for Australia as right-hand drive production begins

By MATT BROGAN

CHINESE manufacturer Geely has taken to LinkedIn to announce that its Radar electric ute is on its way Down Under.

“Exciting news!” says Geely’s LinkedIn post. “Get ready for the release of an RHD electric pick-up truck, available in your market soon.”

GoAuto understands that Geely has commenced right-hand drive production of its ‘Radar’ RD6 utility, with arrival in local dealerships expected from the second half of

this year.

Further, it is understood the importer will adopt the Riddara nameplate for the Australian market, owing to a trademark conflict with the Radar title. Images posted by Geely of the RHD version bear Riddara bonnet badging.

According to the marque’s global website, the Riddara ute will measure up at 5260mm in length, 1900mm in width, and 1865mm in height, giving it similar proportions to the top-selling Ford Ranger and



# tjekvik

## Digitalise. Engage. Upsell.



103k  
service plans

\$16.9M  
in added-value sales

95k  
vehicle valuations

Global usage in 2023

**Contact: Kevin Pascoe** E: [kevin.pascoe@tjekvik.com](mailto:kevin.pascoe@tjekvik.com) T: +61 (3) 9753 2896 [tjekvik.com](http://tjekvik.com)

Toyota HiLux.

The RD6 rides on a 3120mm wheelbase and is offered with 63kWh and 86kWh battery packs, depending on market. Range claims are listed at 385km and 517km respectively. Charging times are listed at 30-32 minutes (30 to 80 per cent) on a DC fast charger or up to 11 hours on an AC charger.

Both battery packs supply a 200kW/384Nm rear electric motor to deliver a 0-100km/h time of 7.3

seconds, while dual-motor, all-wheel-drive version delivers 315kW of power, slashing the unladen

TRITON-BASED NAVARA HINT IN NISSAN ROADMAP: [CLICK HERE](#)

0-100km/h to just 4.5 seconds.

Riding on strut front and multi-link rear suspension – courtesy of Geely’s Multiplex Attached Platform (MPA) – the Riddara RD6 features a 1525mm long by 1425mm wide tray bed. It offers a braked towing capacity of 2500kg and payload of 755kg (AWD ups towing capacity to 3000kg braked). Braking is all disc.

FULL STORY: [CLICK HERE](#)

PAGE 6



# 'Roo on road relief



## VW Australia helps devise potentially lifesaving sonic technology to repel roos from rural roads

By MATT BROGAN

**VOLKSWAGEN** has helped devise a new technology that it says could save the lives of countless kangaroos and prevent hundreds of thousands of dollars in vehicle damage.

Developed over three years by Volkswagen Australia and the DDB Group in consultation with the University of Melbourne and the Wildlife Information, Rescue and Education Service (WIRES), RooBadge replaces a vehicle's front logo with a device that emits a sound detectable by kangaroos – an animal

involved in 90 per cent of the nation's wildlife collisions.

Connected to an in-car app, RooBadge calibrates a vehicle's GPS coordinates with kangaroo distribution data.

The badge itself is a circular disc of 170mm diameter that replaces a VW's front logo roundel and emits a unique audio deterrent specific to kangaroo species known to exist in the vehicle's location.

VW says a mixture of natural and artificial sounds is mixed in real time and projected in a high-frequency

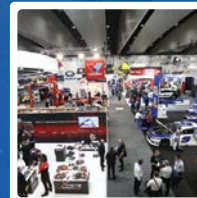


MAJOR SPONSOR  
**Repco**

11-13 APRIL 2024

MELBOURNE EXHIBITION CENTRE

# AUSTRALIA'S BIGGEST AUTO TRADE EXPO



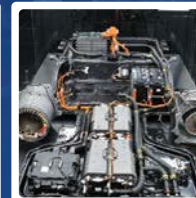
400+ EXHIBITORS



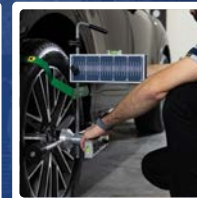
BUSINESS EDUCATION PROGRAM



INDUSTRY NETWORKING



EXPO ELECTRIFIED ZONE



ADAS TECHNOLOGY ZONE



**GET TICKETS HERE**



Learn more here → [aftermarketexpo.com.au](https://aftermarketexpo.com.au)

audio signal. While other deterrent devices exist, none have been scientifically developed or proven.

Following extensive trials, permission has been granted from



the University of Melbourne Office of Research Ethics and Integrity to move into field testing, with a view to potentially develop the technology for other wildlife vulnerable to vehicle collisions, such as deer.

The University of Melbourne's Dr Helena Bender, whose research has been used extensively in the project, said: "Roadkill is a problem all around the world. What's interesting about deer relative to kangaroos is that they're very similar in body size,

head size, and ear size

"What we know from science is that the ear shape in the head shape tells us that they probably have similar hearing ranges. So, whatever we learn has transferability to the deer as well."

University of Melbourne associate professor Graeme Coulson added that the RooBadge "does something no kangaroo deterrent has been able to do before".

**FULL STORY: [CLICK HERE](#)**



## Skoda says around 70pc of Australian customers opt for prepaid servicing

By MATT CAMPBELL

**SKODA** Australia customers are taking up the brand’s prepaid service pack offer in droves, with the Czech brand claiming to offer peace of mind for long-term ownership and potentially higher resale values as a result.

The marque has previously offered a range of durations for its service packs, but with a seven-year, unlimited-kilometre warranty now standard, the brand has shifted to seven-year packs for newly sold models.

According to the company, paying



Kodiaq

ahead for maintenance in a bundle can save consumers hundreds, if not thousands, of dollars over the term while protecting against cost inflation.

The service pack also ensures genuine parts are used, and roadside assistance is topped up with a further 12 months of cover after each scheduled service.

Skoda Australia managing director Michael Irmer said customers will also potentially see an improvement to their resale value if they decide to sell the car with its fully transferable service cover and warranty before the end of the seven-year term.

“At the moment we are reaching absolute ‘gold star’ performance with this program, from an intrinsic perspective, or ‘gold star’ attractiveness from a consumer perspective,” said Mr Irmer.

“70 per cent, roughly, of our customers opt for prepaid service

packages, and most of them for seven years. When we launched the program a couple of years ago, we’d never have thought it was going to get to this point.

“But there is so much value in it for the customer. Not only that it is less expensive than the accumulated number of services over the course, which includes, also, a major service. But it is also locking in the prices for an incredibly long period of seven years,” he said.

Other brands in the VW Group also offer similar forms of prepaid servicing, and rivals such as Hyundai now offer the choice to prepay as well.

The added advantage for those paying off their car on finance is that the lump-sum servicing costs can be rolled into these repayments, lessening the burden later down the road and the discount for prepaying helps offset additional interest charges.

**FULL STORY: [CLICK HERE](#)**

## SKODA PUSHES GUARANTEED FUTURE VALUE UPTAKE

By MATT CAMPBELL

**THOSE** browsing the Skoda Australia website may notice that each of the vehicles now has a weekly repayment figure displayed alongside it, the result of the brand’s renewed focus on being seen as a value-focused choice for consumers, particularly at a time when stretching each dollar seems an inescapable reality.

While Skoda Australia has had national drive-away pricing for some time, the weekly finance payments calculator from Skoda Financial Services gives buyers an idea of not only what their weekly repayments will be, but the figures also point to a ‘Guaranteed Future Value’ deal.

The fine print states: “This is the set minimum residual value of your vehicle which is determined up front by your choice of car, finance



Octavia RS

product, kilometre limit and term.” Customers enter this data when calculating finance payments.

According to Skoda Australia managing director Michael Irmer, this offers a big plus for customers who are concerned about the resale or residual value of their vehicle.

“This is a relatively new concept to the Australian market; it has maybe gone through exactly one buyer cycle so far. We at Skoda, we’re having 20 per cent take-up.”

**FULL STORY: [CLICK HERE](#)**

**ATTENTION DEALERS / SALES MANAGERS**



## RUN YOUR OWN SALES TRAINEE PROGRAM

**When Recruiting New People, Advertise You Have Your Own Sales Training Program!**



All Online



All Interactive



All Accountable



[www.theautoacademy.com.au](http://www.theautoacademy.com.au) **CALL NOW: 0418 635 120** Ian Parker





# Frugal MU-X

## More efficient 1.9-litre turbo-diesel Isuzu MU-X follows in footsteps of D-Max ute

By MATT BROGAN

ISUZU Ute Australia (IUA) has announced pricing and details for its incoming 1.9-litre turbo-diesel MU-X range, which joins the seven-seat SUV line-up this month priced from \$47,400 plus on-road costs.

The Japanese importer says introduction of a smaller engine option offers large SUV buyers more choice and more range; the MY24 MU-X line-up now comprises nine variants and two engine offerings, the new 1.9L joining the carryover 3.0-litre turbo-diesel in the range.

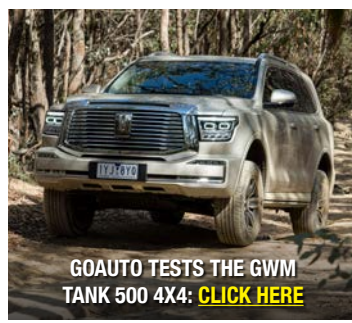


Both four-cylinder units are paired exclusively to an Aisin-sourced six-speed automatic transmission. Two- and four-wheel drive configurations are available with official combined-cycle fuel consumption as low as 7.4 litres per 100km (the most frugal 3.0L MU-X is rated at 7.8L/100km).

For the incoming MY24 MU-X range, IUA has applied “minor price increases” of between \$500 and \$2000 depending on variant – the first such increase in more than two years.

With 100kW of power at 3600rpm and 350Nm of torque from 1800-2600rpm, the RZE-TC series engine offers what Isuzu Ute says is a wide and linear delivery of torque and strong mid-range response which aids in both driveability and performance. The 3.0L unit develops 140kW and 450Nm.

The model range offers a braked



GOAUTO TESTS THE GWM TANK 500 4X4: [CLICK HERE](#)

towing capacity of 3000kg and a gross combination mass (GCM) Of 5500kg (3.0L versions can tow 3500kg braked and GCM is 5900kg). Gross vehicle mass (GVM) is drivetrain dependent, with 4x2 and 4x4 models coming in at 2700kg and 2800kg respectively.

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

## IUA EXTENDS ‘SERVICE PLUS’ AFTERSALES PROGRAM

By MATT BROGAN

ISUZU Ute Australia (IUA) has announced an evolution of its ‘Service Plus’ aftersales care program, which it claims to improve vehicle ownership for IUA customers with a “more transparent and cost-effective servicing program”.

The Brisbane-based automotive importer has for several years offered a six-year/150,000km new vehicle warranty with a seven-year roadside assistance and capped-price servicing program. From here out, and in line with feedback from Australian media and Isuzu Ute owners, the program will change



to offer a ‘Flat Price Servicing’ schedule for eligible customers.

Service intervals remain fixed at 12 months or 15,000km (whichever comes first), however, the Flat Price Servicing schedule means eligible MY24 Isuzu D-Max and MU-X models may be serviced from \$449 per year.

**FULL STORY: [CLICK HERE](#)**

# Support from the ground up

Voyager. The dynamic lifter that nourishes your dealership from the roots up. Voyager allows you to see what’s happening in all branches of the business and provides information and insight critical to your dealership continuing to enjoy sustained, healthy growth.

To find out how GatewayDMS can help you visit [gatewaydms.com.au](http://gatewaydms.com.au)



# Iveco celebrates



Sydney Trucks and Machinery

## STM takes second consecutive Metro DOTY as Iveco honours four categories of dealer

By MATT BROGAN

IVECO Trucks Australia has recognised its highest-performing dealers at a recent awards dinner held in conjunction with the company’s annual dealer conference, where Sydney Trucks and Machinery (STM) was named Metropolitan Dealer of the Year for the second consecutive time.

A second New South Wales dealership, Newcastle Iveco, was similarly successful, taking its second win in the Regional Dealer of the Year category.

Melbourne’s Adtrans Truck Centre, a regular podium finisher in recent years, took home the title of Heavy Duty Dealer of the Year on the back of its outstanding sales and support of Iveco’s new S-Way rigid and prime mover range.

Rounding out the accolades was a second Victorian team, Blacklocks Truck Centre in Wodonga, which was announced Light Duty Dealer of the Year for its superior sales, service and support of the popular Daily van and cab-chassis range.



Newcastle Iveco



Adtrans Truck Centre



Blacklocks Truck Centre

## Expressions of Interest Stellantis Australia is seeking a strategic partner to launch and distribute Eurorepar in Australia.

With a Ready made product portfolio covering over 50% of the Australian automotive market across most brands, Eurorepar is currently distributed in more than 50 countries globally. OEM backed, Eurorepar looks to make servicing reliable, durable & affordable.

For further details & enquiries:  
Mick Lehpamer  
P. 0482 185 080  
E. Mick.Lehpamer@stellantis.com



Selection criteria for these coveted awards sees dealers evaluated across performance measures including vehicle sales against retail targets and market share, parts sales,

customer service, and maintenance and repair outcomes.

Iveco Dealer Network staff from 54 locations, including authorised parts outlets, were eligible to vie for the awards, which are divided into Light and Heavy Duty categories, while also distinguishing Metropolitan and Regional dealerships to provide what Iveco Trucks Australia says is a level playing field.

This year’s awards were presented by Iveco Trucks Australia managing

director Glen Dyer who said the awards showcased the dealerships’ outstanding commitment to customers, and the Iveco Brand.

“The Dealer of the Year awards acknowledge the diligence and dedication of our dealer network over the past 12 months, in meeting and exceeding the needs of Iveco owners across all touch points they have with our brand,” he said.

[FULL STORY: CLICK HERE](#)





# Nordic noir

**Black Edition variants join Volvo S60 sedan and XC60 SUV ranges in limited numbers this month**

By MATT BROGAN

**VOLVO** Car Australia is launching Black Edition variants of its S60 sedan and XC60 SUV ranges this month, available only in Ultimate T8 plug-in hybrid format – and in limited quantities – featuring an exclusive high-gloss Onyx Black exterior, grille, and badging.

Black Edition variants – a common way car-makers boost ageing models before they officially enter runout – also get black window framing and distinctive double spoke high-gloss back alloy wheels (21-inch for XC60 and 19-inch on the S60).

Accompanying black theming is applied to both interiors, which feature combined black Nappa leather

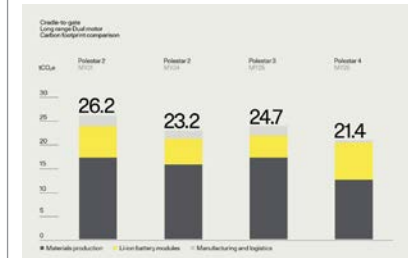


and leatherette textile upholstery plus ventilated front seats, contrasting aluminium mesh garnishing, a crystal gear selector by Orrefors, and a 12.3-inch digital instrumentation panel with Google built in.

These additions join standard features including a panoramic sunroof, Bowers & Wilkins premium audio system.

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

## POLESTAR CARBON CUT



By MATT BROGAN

**POLESTAR** has released verified sustainability data related to the production of its incoming Polestar 3 SUV that proves the model offers a lower cradle-to-gate carbon footprint than the smaller Polestar 2 sedan when it was launched in 2020.

At 24.7tCO<sub>2</sub>e (tonnes of carbon dioxide equivalent) versus 26.1tCO<sub>2</sub>e, Polestar says the numbers prove that “even for large SUVs action can be taken to reduce climate impact”.

The Swedish/Chinese car-maker says the majority of greenhouse gas emissions produced in the manufacture of the Polestar 3 (and indeed all vehicles) stem from the extraction and processing of various materials, particularly aluminium, steel, and those elements used in the construction of battery packs.

Polestar’s lifecycle assessment report for its new SUV shows that material production and refining contribute to 68 per cent of the vehicle’s carbon-to-gate footprint.

**FULL STORY: [CLICK HERE](#)**



# Diesel done

The last diesel Volvo rolls off the production line

**Volvo ends diesel engine production, sends last compression ignition model to museum**

By MATT BROGAN

**VOLVO** has officially ended production of its compression ignition engine with the last diesel-powered vehicle – a blue XC90 – rolling off the assembly line in Torshälla, Sweden.

The Scandinavian car-maker says the event marks a “huge milestone” in the company’s 97-year history and is a big step towards its ambition of becoming a fully electric vehicle manufacturer.

Acknowledging a time when diesel engines were synonymous with reliability and efficiency, Volvo says its diesel-powered cars played a significant role in its evolution into a premium brand but admits the

electric evolution has arrived much quicker than originally forecast, propelling it and many others to respond to changing regulatory demands.

Volvo said that in 2023, sales of its battery electric models increased to 70 per cent in Europe and 34 per cent globally, underscoring the all-electric direction in which the brand is now headed.

Volvo said it will continue to offer mild-hybrid and plug-in hybrid petrol models as part of its global model mix for the foreseeable future, although in Australia it has set 2026 as the year it goes all-electric.

**FULL STORY: [CLICK HERE](#)**



# Tweaked Yaris

**Updated Toyota Yaris hatch range goes all-hybrid with more tech, safety features**

By MATT BROGAN

**TOYOTA** has announced details of its updated Yaris hatch range, the now hybrid-only light passenger car line-up priced from \$28,500 plus on-road costs – an increase of \$3700 over the previous starting point of the petrol-powered range.

Available in three grades – Ascent Sport (new), SX and ZR – the Yaris range receives Toyota’s latest multimedia and active safety systems alongside minor styling tweaks.

Mechanically, the range is solely available with a 1.5-litre three-cylinder petrol-electric hybrid and continuously variable transmission combination. The system offers a

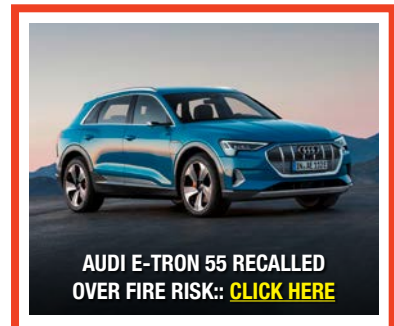
| PRICING          |          |
|------------------|----------|
| Ascent Sport (a) | \$28,500 |
| SX (a)           | \$31,960 |
| ZR (a)           | \$34,530 |

combined output of 85kW.

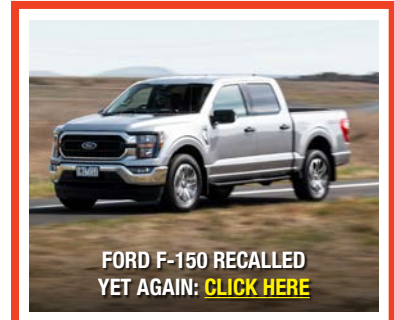
ADR combined-cycle fuel consumption and CO2 emissions are listed at 3.3 litres per 100km and 76 grams per kilometre respectively.

Key among the changes to the MY24 Yaris is Toyota’s latest generation multimedia system now with a larger 8.0-inch (+1.0-inch) touchscreen with wireless Apple CarPlay and Android Auto connectivity.

**FULL STORY: [CLICK HERE](#)**



**AUDI E-TRON 55 RECALLED OVER FIRE RISK: [CLICK HERE](#)**



**FORD F-150 RECALLED YET AGAIN: [CLICK HERE](#)**



# Cross up

**Petrol-only option dropped as pricier Toyota Yaris Cross gains tech, active safety upgrade**

By MATT BROGAN

**TOYOTA** has given its Yaris Cross light SUV a mild makeover for 2024, applying updated technologies and the latest suite of active safety systems while removing petrol-only variants from the range.

Pricing for the all-hybrid Yaris Cross now begins at \$30,900 plus on-road costs – a substantial \$2900 rise over the outgoing petrol-powered base grade – and while hybrid mechanicals are carried over, the model receives a facelifted look inside and out.

Front-wheel drive Yaris Cross models feature a 1.5-litre three-cylinder petrol-electric hybrid driveline with total system power of 85kW. All-wheel-drive models



**LEXUS LBX FIRST-DRIVE REVIEW: [CLICK HERE](#)**

gain an additional 3.9kW/52Nm rear motor/generator and Trail Mode to assist traction on slippery surfaces.

Both utilise a MacPherson strut front suspension setup, FWD models continuing with a torsion beam rear and AWDs receiving a more advanced multi-link arrangement.

**FULL STORY: [CLICK HERE](#)**



**MERCEDES-BENZ GLE AND GLS RECALLED: [CLICK HERE](#)**



**SUZUKI RECALLS JIMNY OVER FUEL PUMP ISSUE: [CLICK HERE](#)**



# Hot to trot



Neolun

**Magma and Neolun models for Genesis bring enhanced performance and luxury**

By PETER BARNWELL

**GENESIS** has announced a range of electric performance and luxury enhanced models to demonstrate its “evolution” as a manufacturer and help gain more cut-through in a cut-throat market.

In the run up to New York International Auto Show, the premium offshoot of Hyundai revealed its Magma GV60 performance concept, the forerunner to a brace of Magma models in the pipeline that has tapped racing legend Jacky Ickx for his expertise to aid the brand’s entry into high-performance territory.

Also featured at the pre-show Genesis House function in New



Magma GV60

York was the Genesis Neolun full-size electric SUV concept that may be destined for production as a rival to the likes of Range Rover and the Mercedes EQS SUV.

Other Magma concept models unveiled on the New York show floor comprised the G80 Magma Special and X Gran Berlinetta Concept.

**FULL STORY: [CLICK HERE](#)**

## BEV LEASE DEAL SURGE



Tesla Model Y

By MATT BROGAN

**A SIGNIFICANT** change in the types of vehicles leased through salary sacrifice schemes is underway in Australia, influenced largely by the Electric Car Discount Bill that provides Fringe Benefits Tax breaks for battery electric vehicles (BEV) and plug-in hybrids (PHEV).

Resulting in a top 10 list that looks “dramatically different” to previous years, *Fleet News Group* says lessors are voting with their wallets, moving away from once-popular models like the Ford Ranger and into battery electric models like the Tesla Model Y.

Citing the introduction of the Electric Car Discount Bill in 2022 as the key to such rapid change, *Fleet News Group* says the shift in buyer habits was almost instantaneous.

“2023 was a year of great change and big swings in the pendulum between energy efficient EVs and the traditional big selling dual-cab utes and SUVs,” said Inside Edge Novated Leasing sales and marketing director Andrew Kerr.

**FULL STORY: [CLICK HERE](#)**

# i30 facelift nears



**Wait continues for Euro-sourced Hyundai i30 Hatch due in Australian showrooms mid-year**

By PETER BARNWELL

**MORE** details of the incoming, Czech Republic-sourced Hyundai i30 hatch have emerged ahead of its expected arrival Down Under mid-year with buyers cooling their heels as the Nošovice plant ramps up to cater for additional production.

The slower-than-usual switch follows closure of the South Korean i30 hatch line late last year, leading to supplies of the current i30 hatch all but running out and making specific choices difficult with remaining stock of the existing version.

Information from Hyundai Europe’s introduction of the updated i30 family says it is “much bolder and has more high-tech with design



refinements as well as upgraded connectivity and safety features”.

Tapping Czech-made i30 hatches potentially opens the door to a wider range of variants and body styles that are currently available in Europe, including a fastback and a wagon, the latter highly unlikely given Aussie buyers’ preference for SUVs.

**FULL STORY: [CLICK HERE](#)**

1974  
2024  
YEARS

**pentana**  
SOLUTIONS

# Pentana Solutions Celebrating 50 years with the Australian Automotive Industry



As Pentana Solutions proudly celebrates its 50th anniversary, it's not merely a celebration of our own longevity but also the continuation of our valued relationship with the Australian automotive industry. With a focus on providing robust solutions tailored to meet the unique needs of the automotive industry, our relentless pursuit of driving success through innovation has left an indelible mark on the Australian automotive landscape.

A pivotal aspect of Pentana Solutions' success lies in our ability to leverage expertise and knowledge gained through our international relationships to stay at the forefront of technologies and trends. What sets us apart is our access to global insight paired with global OEM partnerships and collaborations that allow us to anticipate and address integration opportunities before

they arise, and deliver seamless compatibility and rapid deployment for dealers. With over 2,100 integrations, continue to ensure our dealer and OEM integrations bring efficiency, transparency and real-time benefits to our customers.

From comprehensive dealership management systems to advanced digital platforms, Pentana Solutions continues to set new standards of excellence, empowering automotive dealerships to streamline operations, enhance consumer experiences, and drive results. One of our leading innovations, such as its CRM suite of products, has stood the test of time and remains the strongest in the automotive industry.

As Pentana Solutions celebrates its 50th year of innovation and progress, we take pride in our Australian roots and ownership. It's a testament to our resilience and dedication, and it underscores our unwavering commitment to serving our customers with integrity and distinction. It's not just a moment to look back on past achievements; it's an opportunity to look ahead with optimism and excitement for the future. With a legacy built on innovation, integrity, and a relentless pursuit of excellence, Pentana Solutions stands poised to continue partnering and supporting the automotive industry; therefore shaping the future of automotive retailing for the next 50 years and beyond.

**pentana**  
SOLUTIONS



# Electrified 5008



Peugeot electrifies 5008 seven-seat SUV with choice of BEV, PHEV or MHEV tech

By COBEY BARTELS

PEUGEOT has electrified its next-generation 5008 large SUV range with battery electric (BEV), plug-in hybrid (PHEV) and mild hybrid (MHEV) options announced as it pursues goal of becoming an all-electrified brand by 2025.

While it is too early for indicative pricing for the E-5008, Peugeot Australia has confirmed the new model is expected to reach these shores in 2025.

While the underpinnings of the E-5008 are shared with the smaller E-3008 due to arrive in Australia in the second half of 2024, it has been extended at 4790mm long and

1690mm tall, liberating boot space behind the third-row seats.

Two E-5008 model grades will be offered – the Allure and higher-spec GT – with a choice of three power levels and front-wheel drive or all-wheel drive.



Electric driveline options include a front-wheel-drive single-motor layout producing 157kW/345Nm fed by a 73kWh battery, a single-motor producing 170/345Nm with long-range 98kWh battery and an all-wheel-drive dual-motor option producing a combined 237kW/515Nm.

[FULL STORY: CLICK HERE](#)

## MINI HATCH HERE IN Q3



By PETER BARNWELL

THE new Mini Cooper three-door hatch line-up arrives in Q3 this year with combustion and electric powertrains priced from \$41,990 excluding on-road costs for the entry-level Cooper C variant.

Mini's classically styled range will join the Countryman and Aceman and includes two petrol variants: Cooper C and Cooper S along with two electric models: Cooper E and Cooper SE.

The Mini brand is 65 years old and in this iteration reinvents itself with a fresh design, elevated technology suite including a 240mm round OLED centre console screen and an expansion of its fully electric offerings, all while retaining its "beloved" charm says the BMW subsidiary in promotional material.

Of note is the improved driving range of the BEV models now rated at a claimed 305km for the E and 402km for the SE.

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

# That time of year



Four heritage-themed concepts line up for the 2024 Easter Jeep Safari in Moab, Utah

By MATT BROGAN

JEEP has readied four one-of-a-kind concepts for the 58th annual Easter Jeep Safari in Moab, Utah. The heritage-inspired vehicles continue a tradition of concept models that dates to 2008, with more than 100 concept models shown across that time.

This year's concepts feature an array of propulsion systems from the tried-and-tested 392ci (6.4-litre) V8 Hemi to Jeep's innovative plug-in hybrid 4xe unit, the familiar V6 petrol Pentastar and even its latest twin-turbocharged Hurricane 510 'six'.

### Wrangler Low Down

The first concept model – the Jeep Wrangler Low Down – is a tip of the hat to the Lower 40 concept



Wrangler Low Down

from 2009.

Powered by a 392ci (6.4-litre) V8 Hemi, the Low Down squeezes 42-inch BF Goodrich Krawlers mounted on 20-inch bead-lock alloys beneath its custom high-clearance carbon-fibre flares, and runs standard Wrangler Rubicon 392 suspension.

[FULL STORY: CLICK HERE](#)

GoAuto Market Insight  
brought to you by Op2ma

Op2ma

# Not cheering yet

## Chery Aus MD says initial sales ‘could have done better’ but adding new models helps

By PETER BARNWELL

AT THE recent media preview to Chery’s new Omoda 5 GT and Omoda E5 variants, the Chinese brand’s Australian managing director pulled no punches when asked about his satisfaction with the circa 7000 units sold here since relaunching in late March 2023.

After a pause for thought, Chery Australia MD Lucas Harris said: “Could have done better.”

It may have been a stock answer from any car company boss but Chery has a stated aim of reaching Australia’s top five best-selling car brands by 2027.

A string of new models to help achieve that target includes the imminent Tiggo 8 Pro Max seven-seat SUV, along with more powerful GT variants of the Omoda 5 small SUV that just went on sale and battery electric Omoda E5 derivatives slated to land mid-year alongside the introduction of Chery’s upmarket Jaecoo brand with the J7 medium SUV.

These models join the regular

Omoda 5 with which Chery re-entered the Australian market a year ago and the Tiggo 7 Pro medium SUV that arrived in December.

“We had only one model (Omoda 5) in two grades so it was going to be challenging in the first 12 months as we were also in the process of establishing a dealer network that now numbers around 70, better spare parts channels and setting up sponsorships to align more with the community,” explained Mr Harris.

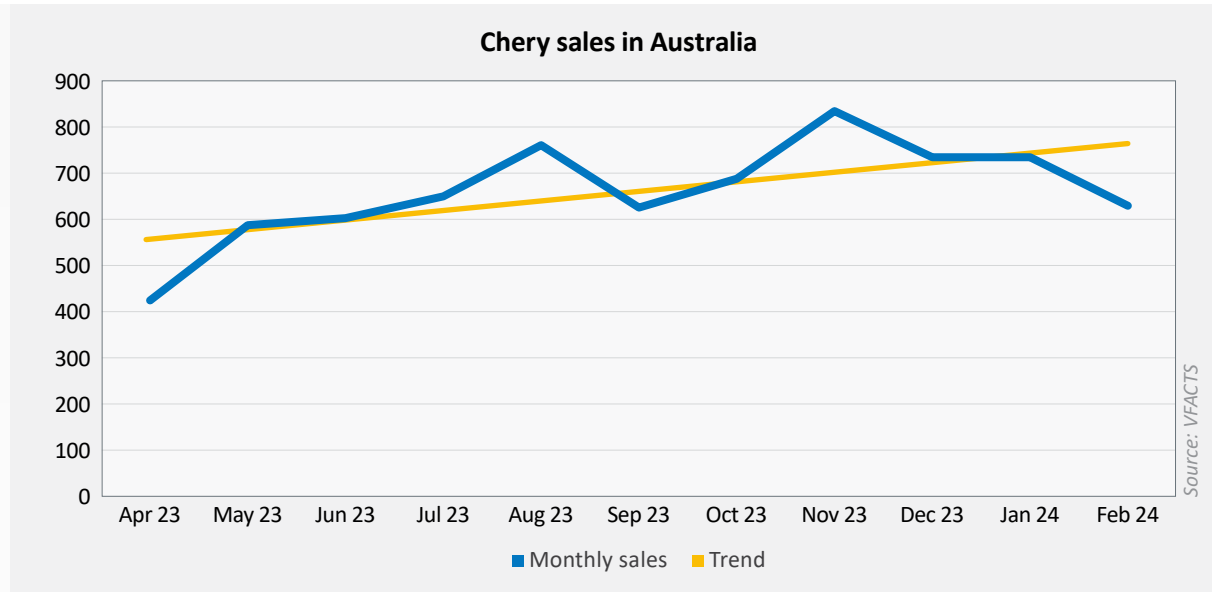
“We have a presence in all major cities but won’t stop there as enquiries from prospective ‘partners’ (dealers) is strong, we are spoilt for choice.

“We are now working towards being able to supply 98 per cent parts coverage within three days; currently that is running at 90 per cent and have \$15 million in local parts inventory available.”

On the promotional side, Chery Australia has signed a sponsorship deal with the St Kilda AFL club and is looking to become more involved in the community as opportunities



Lucas Harris



Source: VFACTS

arise including sponsorship of the Gold Coast Marathon and promoting mental health programs nationally.

Chery’s sales tally was achieved in a competitive environment with some players resorting to discounting and drive-away pricing while others – including Chery – held on to a manufacturer-recommended retail

pricing policy after first announcing it would run with drive-away pricing.

The Chinese manufacturer relaunched in March 2023 with a starting point of \$29,900 excluding on-road costs for the base model Omoda 5 BX, rising to Omoda 5 EX at \$32,900 + ORC.

It has since moved to drive-away

pricing from \$34,490 and \$36,990 respectively.

Though Mr Harris may not have been pleased with the annualised Chery sales rate with just the Omoda 5 available, the model was up against serious competition.

[FULL STORY: CLICK HERE](#)

### Sales and General Managers Does your Sales Log do this?

Op2ma

We all love our logs, but what if you could get more than a log?

With our RI-gnr8 platform, you can do so much more like

- Run performance reviews for your sales team.
- Track finance quotes with your customer record.
- Compare multi-site, multi-brand performance across your group.
- Send F&I quotes by SMS to customer not at your dealership.



Live DMS Integration



One Team, One Platform



Dynamic Charting tools



Online Credit Applications

Contact Tim McGrath 0408 900130 or Craig Rowney 0438 284456



[Learn More](#)



**GoAuto Green**  
brought to you by Titan DMS



## Volkswagen ID. Buzz GTX a 250kW and AWD take on the world-famous Bulli people mover

By MATT BROGAN

**VOLKSWAGEN** Commercial Vehicles has unveiled a sporty GTX version of its ID. Buzz electric people mover featuring a 250kW dual-motor layout to create the most powerful ‘Bulli’ (or Kombi) the German manufacturer has produced to date.

Although not yet confirmed for



Australia, this market’s predilection for performance Volkswagens suggests the new variant could fit in well alongside the ID. 4 GTX and ID. 5 GTX medium SUVs that arrive this year, as well as the ID. 3 GTX hot hatch that should land in 2025.

The all-wheel drive ID. Buzz GTX will be made in regular- and long-wheelbase formats, the former



with a 79kWh (net) battery pack and the latter an 86kWh unit.

Both pair an 80kW front electric motor with a 210kW rear unit to deliver total system output of 250kW – matching that of the recently revealed ID. 7 GTX Tourer wagon – and a not-bad-for-a-van 0-100km/h time of just 6.5 seconds. Top speed is electronically capped at 160km/h.

When coupled to a DC fast charger, the smaller battery pack may be charged at up to 185kW, providing a claimed 10-80 per cent charge time of 26 minutes. The 86kWh unit can absorb energy at up to 200kW (DC) for a similar 10-80 per cent charge time.

The ID. Buzz GTX will offer a braked towing capacity of 1800kg in short wheelbase format and 1600kg for the long wheelbase model, respective increases of 800kg and 600kg over the standard ID. Buzz variants.

Volkswagen says the dual-motor all-wheel drive layout of the GTX has traction advantages for towing, especially over wet or loose surfaces, making the hot Buzz an ideal towing vehicle for trailers often moved on slippery ground, like horse floats or boats.

Stylistically, the ID. Buzz GTX is characterised by a unique frontal treatment including a bumper finished with a black intake and side grilles in a GTI-esque honeycomb design. Daytime running lights are integrated into the bumper, while air guide treatments, designation lettering, and wing mirror housings are presented in high-gloss black.

Additionally, Solna 20-inch alloy wheels are standard on the ID. Buzz GTX, while 21-inch wheels – in two designs – are offered optionally. IQ.Light LED matrix headlights are also standard, while a new paint finish, Cherry Red, is offered exclusively on the GTX range.

Moving inside, the ID. Buzz GTX features darkened tones to “underline the sporty character” of the brand’s most powerful “Bulli” yet. The seats, which are upholstered in ArtVelours Eco microfleece – also feature a specific GTX design and are electrically adjustable up front with a memory function for driver and front-seat passenger.

The multifunction steering wheel is differentiated by red cross-stitching and a red garnish on the centre trim with GTX lettering integrated in chrome.

Further back, the passenger compartment of the ID. Buzz GTX is offered with five, six or seven seats, depending on wheelbase.

The short wheelbase (five-seat) variant features a 60:40 split-fold second row and is also offered as a six-seat variant with two individual seats in each seating row.

**FULL STORY: [CLICK HERE](#)**

I am...  
**TITAN DMS**

By shifting my years of hands-on automotive sales experiences from the dealer floor to their business software, I now find and deliver solutions that best match a dealers' real-world needs.

Amanda Dexter  
Business Development  
Manager - Mobile

**GoAuto Personnel**  
brought to you by Motor Staff



**ANDREW HUMBERSTONE NAMED NISSAN OCEANIA MD**

By NEIL DOWLING  
NISSAN has appointed Andrew Humberstone as managing director of Nissan Oceania – Nissan Motor Corporation in Australia and New Zealand – effective April 1.

Mr Humberstone replaces outgoing Nissan Oceania managing director Adam Paterson, who will be returning to Nissan Americas.

Nissan Great Britain said of Mr Humberstone’s previous four years as its managing director: “Andrew has successfully driven business transformation and growth, and has championed DEI (Diversity, Equity and Inclusion) at both a



**Andrew Humberstone**

UK and regional level. “He oversaw a pivotal shift in network strategy, with significant improvements made in the quality of customer service and representation in the UK.”

Nissan AMIEO senior vice president Leon Dorssers said: “Andrew’s arrival at Nissan Oceania coincides with our plans for the brand’s continued transformation and growth in the region.

“Andrew brings to our Oceania team strong experience and knowledge as we focus on delivering a flawless customer experience.”

**FULL STORY: [CLICK HERE](#)**

**BARLIN IS ISUZU AUSTRALIA LTD HEAD OF INNOVATION**

By NEIL DOWLING  
ISUZU Australia Limited (IAL) has appointed automotive professional Kylie Barlin as head of innovation.

IAL’s innovation department, which sits within the company’s strategy division, develops new products and services that create value for customers while evolving IAL’s business to



**Kylie Barlin**

maintain its leadership in the Australian truck market.

The company said that Australia’s truck market will experience substantial change over the coming years, including the launch of an all-new Isuzu truck range and the brand’s first all-electric offering here

**FULL STORY: [CLICK HERE](#)**

**CARTELUX HIRES MORE EXECs TO SUPPORT GROWTH**

By NEIL DOWLING  
AUSTRALIAN digital advertising company Cartelux has made two appointments in its next phase of global growth and innovation.

It welcomes Kae Hum as global head of enterprise sales and Carla McAloon as head of people/talent.

Cartelux said that these pivotal appointments highlight the company’s commitment to innovation, excellence, and cultivating a workplace that thrives on passion, talent, and resilience as the company pursues its growth objectives.



**Kae Hum**

“Kae Hum joins Cartelux with a distinguished background in marketing and media, having contributed to the success of industry giants such as Google and LinkedIn,”

the company said.

“With an impressive track record of driving growth whilst delivering value to clients, Kae is set to lead Cartelux’s expansion beyond the automotive industry.”

Cartelux said that Carla McAloon brings a wealth of experience in human resources and talent acquisition, having played key roles in dynamic growth environments at Misfits Market, Boxed, and fuboTV.



**Carla McAloon**

is aligned with Cartelux’s ethos of nurturing a culture that values innovation and excellence,” the company said.

**FULL STORY: [CLICK HERE](#)**

**BENTLEY CEO TO ASTON**

By NEIL DOWLING  
ASTON Martin has appointed Adrian Hallmark as its next chief executive officer and an executive director, effective October 1, and the retirement of its current CEO, Amedeo Felisa.

Mr Hallmark (61) joins the company from his recent position as chair and CEO of Bentley Motors, a role he has held since 2018.



He brings more than 25 years of successful senior automotive experience from the United States, Europe, and Asia with Porsche and Volkswagen.

Aston Martin said that to ensure a smooth transition in leadership, Amedeo Felisa will remain as CEO until Mr Hallmark takes up the post.

**FULL STORY: [CLICK HERE](#)**

**IN A TIGHT CANDIDATE MARKET, HAVE YOU GOT ALL YOUR BASES COVERED?**

Unemployment is at record lows and capable candidates are in very short supply.

Stop paying job boards that don’t deliver! Motor Staff has the tools to assist in your next successful hire.



Australia’s No.1 Automotive recruiter

CLICK OR CALL FOR MORE INFO [careers@motorstaff.com.au](mailto:careers@motorstaff.com.au)  
**1300 666 562** [www.motorstaff.com.au](http://www.motorstaff.com.au)





**GoAuto New Car Diary**  
brought to you by NextFleet



# Patrol preview?

## Infiniti QX80 with 336kW/698Nm V6 hints at Nissan's hotly anticipated Y63 Patrol

By COBEY BARTELS

INFINITI has revealed its next-generation QX80, the better-dressed Nissan Patrol twin-under-the-skin, offering an early taste of the replacement for the now long-in-the-tooth Y62 Patrol off-roader.

Making its public debut at the 2024 New York International Auto

Show after several teasers and continuing with the boxy, upright body shape, prominent grille and imposing proportions of the outgoing QX80, this latest iteration looks significantly more modern with a design that appears every bit as classy as a Land Rover Defender.

Nissan's answer to Lexus has



LAUNCH  
APR

- GWM Tank 500
- Isuzu MU-X 1.9
- Jeep Wrangler
- Mazda MX-5
- Mitsubishi Pajero Sport
- Peugeot 408
- Porsche Panamera
- Toyota Yaris
- Toyota Yaris Cross
- Volkswagen Touareg**



Flagship Touareg R headlines a facelifted large SUV range with its 340kW/700Nm plug-in hybrid powertrain setting an output record for the German brand courtesy of a 250kW turbo-petrol V6 and 100kW electric motor combination. The R's extensive standard kit makes colour the sole option.

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

designed an interior for the new QX80 that is said to be inspired by Japanese culture, in the principle of 'miyabi' which roughly translates to 'elegance and refinement'.

It appears the design brief has been achieved with what looks to be a luxurious leather-clad interior, decorated with wood and suede trim plus a healthy amount of technology.

A pair of 14.3-inch displays handle infotainment and driving information with a choice of three

views that Infiniti describes as classic, elegant and enhanced. A separate 9.0-inch display mounted below the infotainment screen is used to adjust climate functions and drive modes.

The air-conditioning features biometric cooling, which Infiniti says helps control temperature for all occupants using an infrared sensor built into the headliner to detect when a passenger is hot and direct cool air their way.

A feature that may prove popular, if it makes its way into Nissan Patrol models, is an optional "cool box" within the centre console which directs chilled air into the compartment to keep drinks cold.

Like the Lexus LX and its LandCruiser 300 sibling that directly rival the Infiniti QX80 and Nissan Patrol, V8 power has been ditched in favour of a turbocharged V6.

FULL STORY: [CLICK HERE](#)



Experience The Difference

Finance your fleet cost-efficiently and effectively, there is a wide range of benefits that make leasing a sensible choice.

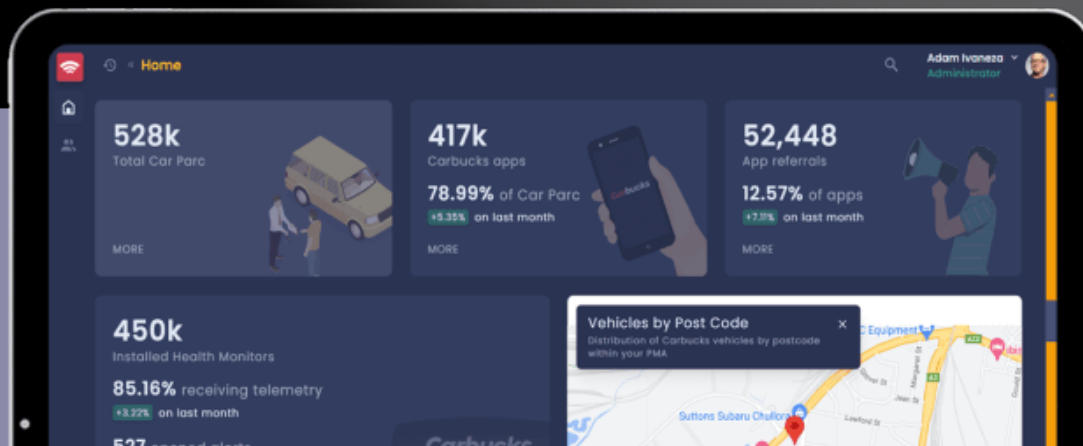
Find out more >>>



THE BUSINESS PAGES OF GOAUTONEWS

# Vehicle data ecosystem stuns industry

Car owners, auto services providers and dealers all share in monetising car data



By JOHN MELLOR  
**SERIAL** data innovator and entrepreneur Mark Lancaster has unveiled a remarkable electronic automotive ecosystem that provides an ongoing revenue stream for dealers, cash benefits and discounts for vehicle owners and sales and marketing opportunities for participating auto (and non-auto) services providers.

dealer groups can benefit from putting most of their customers into the scheme to the tune of some tens of millions of dollars a year.

The average dealership can generate a million dollars a year if most of its customers are signed on to the system.

Take fuel for example. The car owner signed into the scheme benefits from a five cents a litre discount. This is estimated to be worth a saving of hundreds of dollars a year for the owner.



Called Connected Vehicles, the service revolves around dealerships initially electronically linking their customers into its system via a vehicle health monitor.

From then on, every time the customer buys from one of the participating goods or services brands, the dealer gets a share of the purchase amount.

The fuel retailer benefits from a new and ongoing customer and the dealer who introduced the customer to the Connected Vehicles ecosystem gets a share of the fuel sale via direct revenue back to the dealership.

Wherever that customer goes in Australia and buys from a participating vendor, the dealer gets a cut.

For example, if the cashback is say four cents a litre, Connected Vehicles will have been able to negotiate a five cents a litre cashback. One cent of that transaction will go back to the dealer.

Mr Lancaster told *GoAutoNews Premium* that according to projections calculated by Pitcher Partners, some

Continued next page

## Manheim addresses EV issues

Manheim Australia says used EV incentives and battery health checks will stabilise market

## Nissan reveals massive model shake-up

New manufacturing techniques to halve costs, drive 1m increase in sales and 30 new models

The brand behind the brands. We're the finance experts!





Continued from previous page  
Effectively this goes on for as long as the vehicle stays connected.

The same applies to vehicle service and repairs, car wash, tyres, batteries, windscreens, pay-per-use insurance, roadside assistance, body repairs and

even a wide range non-automotive lifestyle purchases from apparel to travel. Mr Lancaster said there are about 1000 lifestyle partners.

He told *GoAutoNews Premium*: “Our innovative connected vehicle health monitor not only enhances the driving experience by offering cash-back rewards at over 1000 merchant partners but also aims to significantly boost dealership retention.

“This program fosters a deeper, more beneficial relationship between consumers and dealerships by providing an enticing option: customers can direct their cash back rewards towards vehicle maintenance.

“Opting for this choice can drastically reduce, and sometimes even eliminate, maintenance costs, creating a compelling incentive for customers to return to the dealership.

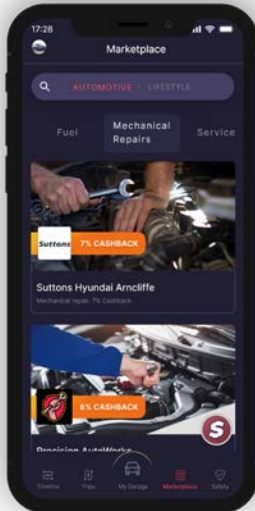
“This unique feature not only ensures customer satisfaction through financial benefits but also cleverly secures customer loyalty by making the dealership an indispensable part of their vehicle’s upkeep and care,” Mr Lancaster said.

The core of the technology is a ‘health monitor’ fitted to the onboard diagnostics (OBD) connection under the vehicle fascia. This maintains a Bluetooth link to the Connected Vehicles mobile app within which the owners manage their details.

Further, to avoid having the potential inconvenience of a separate charge card, the owner’s credit or debit card is linked into the Connected Vehicles system. This also means they do not have to open the app to claim a benefit.

Whenever a purchase is made from the owner’s regular card with a participating partner, anywhere, the card flags the purchase and allocates any discount etc to the owner’s Connected Vehicles account.

Owners therefore do not have



# BOOST YOUR LEADS

WITH AN eCOMMERCE WEBSITE

OUR WEBSITES DELIVER LEADS THAT ARE:

- IN-MARKET CUSTOMERS
  - SERIOUS BUYERS
  - LESS INCLINED TO HAGGLE
  - LOOKING TO TRADE-IN & FINANCE
- DISCOVER MORE TODAY

1300 295 383 | info@adtorqueedge.com | adtorqueedge.com | ADTORQUE EDGE

to stay on top of which vendors are participants or not. The system does this automatically for them even if the owner is not aware that the vendor is a Connected Vehicles partner. So in the back end the owner is accumulating cashbacks based on their normal shopping activities.

Throughout this process the shared revenue generated by each purchase is forwarded to the dealer.

Discounts, cashbacks and bonuses for the owner are stored in their own

account in the app and managed through the app. Owners can elect to use any credit they have accumulated to pay future purchases with participating vendors or withdraw the money into their own pockets.

In particular, the owner can choose to hold all their cashback to pay for future maintenance expenses back at the dealership, to cover fully or partially their future servicing. This is a recommended setting in the app, and can be reported back into the

dealer’s dashboard.

There are however two more key elements to the ecosystem. One is that it monitors a wide range of vehicle operations for its owners and flags service and maintenance issues and books appointments to have those issues corrected. It can alert for tyre wear, battery replacement, recalls and a range of other configurable conditions, such as finance parity and insurance premiums.

Continued next page

**FINANCE FROM YOUR PERSPECTIVE** [LEARN MORE](#)

Finance issued by Angle Auto Finance Pty Ltd ABN 16 161 130 696 Australian credit licence 530731.

Continued from previous page  
Getting the attention of owners in this way leads to purchasing. The goal of the app is to provide genuine utility to the owner to hold their attention on a regular basis (through rewards), whilst promoting reminders for servicing and other dealer services such as trade-in opportunities and new car sales.

Along with this is the fact that it provides the dealership with a helicopter view of its entire customer database once the dealerships have signed up the majority of their customers to the system.

The mobile app and dashboard displays a dealer's entire customer book and unlocks increased customer lifecycle purchases and grows service retention.

Mr Lancaster said: "Dealers get a live dashboard where they can genuinely see their entire car parc; this is how many customers they have, how many of them have devices? How many are in their PMA? How many are not.

"And then how many engine lights have come on, how many vehicles are due for a service that they haven't booked in for a service yet. How many vehicles need tyres or recalls or batteries.

"So how much money is still sitting on the table?" Mr Lancaster said.

Connected Vehicles says that its various services include:

**Live Car Park Dashboard:** Shows every car in a dealership in real time. Alerts dealers when engine faults are detected and vehicles need repairs, maintenance or servicing.

**AI Communications:** AI assistants will automatically reach out to customers, engaging them for repairs, recalls, batteries, tyres and servicing. AI automatically makes appointments. No need for the customer to ring.

**DMS Integration:** No duplication of data entry. AI assistants create appointments directly into the DMS.

**Mobile App:** Every customer gets a mobile app to control their connected vehicle, automate their service bookings, manage their aftermarket purchases, and secure their vehicle. The app allows dealers to communicate with them with timely notices and lifecycle promotions.

**Service Retention:** Connected customers are much more likely to retain the service schedule with the dealership. The automated AI assistant will ensure the best possible retention through tailored, consistent communications with the customer.



[FULL STORY: CLICK HERE](#)

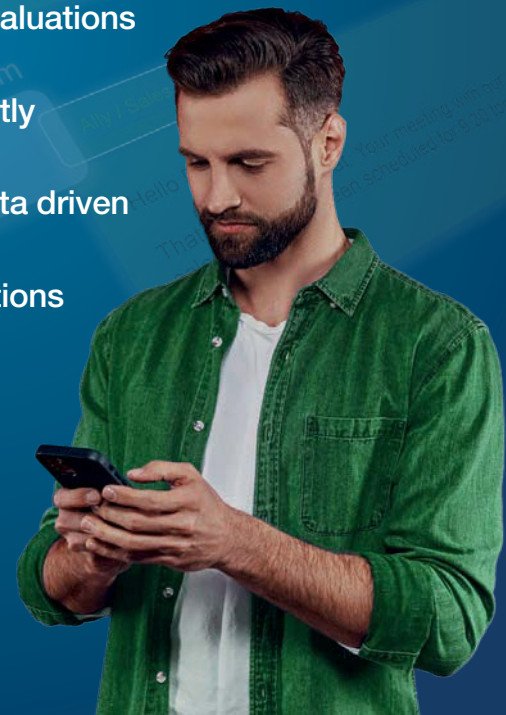


## Unveiling LeadDriver: Smart & Connected Lead Management System

*Engage your customers. Empower your teams.*

- ✓ All your leads in one place
- ✓ Test drive bookings and smarter valuations
- ✓ Capture more leads, more efficiently
- ✓ Customer centric, intuitive and data driven
- ✓ Available with AI-driven conversations to increase conversions

FIND OUT MORE TODAY







## Manheim Australia says used EV incentives and battery health checks will stabilise market

By COBEY BARTELS

**AUTOMOTIVE** services provider Cox Automotive Australia, parent company of Manheim Australia, has shared details of its plans to prepare for a wave of EVs expected to come onto the used market.

The auction house says it is looking at widening its traditional customer base to those who might be attracted to owning a second-hand EV and is trialling for Australia, battery condition assessment technology which it is using as a service to EV buyers in North America.



It is also calling for government financial assistance for used EV purchases as a way of stabilising used EV prices.

Speaking at the Institute of Public Works Engineering Australasia (IPWEA) Fleet Conference in Brisbane, Cox Automotive Australia corporate affairs manager Mike Costello addressed the elephant in the room – residual values of EVs.

“It goes without saying right now that the fleet market is entering a new era, an era with more electric or electrified vehicles,” Mr Costello said.

“There have been about 160,000 new BEVs sold in Australia since 2019, with 85 per cent of these being sold since the start of 2022, which means the majority are on their first owner.

Continued next page



# FINANCE FROM YOUR PERSPECTIVE

WE'RE BUILDING AUSTRALIA'S LEADING INDEPENDENT AUTO FINANCIER BY PUTTING OUR DEALERS, CUSTOMERS AND PEOPLE FIRST.

LEARN MORE



Finance issued by Angle Auto Finance Pty Ltd ABN 16 161 130 696 Australian credit licence 530731.



*“We are advocating that the government consider some form of support for second-hand EVs. When you combine reliable state of health tests with some form of purchase relief, even if it’s just you don’t pay stamp duty, if you get those two things combined I think you’ll really stabilise the market.”*

– Mike Costello, Cox Automotive Australia

Continued from previous page

“But there remain a number of unanswered questions around residual values and repair costs, which in turn impact insurance premiums.”

He said that in preparing for an inevitable influx of EVs through its auction channels, Manheim Australia is turning its focus to EV-specific remarketing strategies to target new customers.

“What we’re really doing is trying to find new buyers outside of our traditional channels,” Mr Costello said.

“Our head of buyer services, one of his focuses now is finding people that are going to want to buy a second-hand EV.”

He said that one of the things being considered that could be beneficial

are specific auctions and campaigns for EVs or PHEVs along the lines of Manheim’s popular prestige car auctions.

One area of particular interest to Manheim is offering battery health assessments for used vehicles, a service it intends to offer in-house in the future to ease the concerns of potential buyers. “We are in a trial phase now,” Mr Costello said.

“The idea is to be able to go to vendors and offer to sell their EV with a battery test that gives a good guide of exactly what the state of health is.”

While its Australian EV focus is just ramping up, Manheim is no stranger to the used EV business overseas where it already has various programs in place to both sell and

recondition zero-emission vehicles.

“Manheim sold nearly 48,000 used EVs in the US last year, a 58 per cent year-over-year increase,” Mr Costello said.

“Our Battery Services and Recycling division also reconditioned 36,000 used EVs last year, which is a 43 per cent year-over-year increase and it projects to triple this number in 2024.”

Mr Costello said that Australians need to be incentivised to buy used

EVs to achieve stable residual values, citing a successful US scheme where a \$4000 federal tax credit (rebate) is applied to the purchase of all second-hand EVs.

“The four grand on the bonnet in the States led to a 34 per cent spike in used EV sales in the first month,” he said.

“We are advocating that the government consider some form of support for second-hand EVs. When you combine reliable state of health

tests with some form of purchase relief, even if it’s just you don’t pay stamp duty, if you get those two things combined I think you’ll really stabilise the market.

“So we’re advocating behind the scenes and we wrote a submission to the parliamentary inquiry really encouraging the government to consider some form of support for second-hand EVs.”

**FULL STORY: [CLICK HERE](#)**





MELBOURNE EXHIBITION CENTRE  
11-13 APRIL 2024

# JOIN US STAND H50

**PUTTING MONEY BACK IN YOUR POCKET**

**Explore innovative solutions designed to enhance efficiency and profitability in your business!**

## FEATURING

- ▶ Live demonstrations of Diagnostic Tools
- ▶ Repair Information Solutions
- ▶ Business services comparisons from VACC's partners: Commonwealth Bank, Zembl, Spirit Super, and OurAuto Insurance
- ▶ Talk to industry experts in: Workplace relations and industry policy, helping to shape the future of automotive
- ▶ Guest appearances, giveaways, and competitions

**WIN  
OVER  
\$10,000  
IN PRIZES &  
GIVEAWAYS**



FREE REGISTRATION  
SCAN QR CODE





# Angle Auto: Diversity promotes business success



## Innovative business meeting told of '22pc profit rise' by adopting gender diversity

By NEIL DOWLING

THE crucial role of women in industry and the significant advantages of inclusion and diversity to business success has been highlighted in a ground-breaking meeting in Sydney.

Angle Auto Finance's inaugural 'Women in Auto' breakfast which was held to showcase how a healthier workplace promotes innovation and success, attracted a distinguished audience from the auto and auto finance industry, including senior leaders keen on driving change.

The importance of women in industry – including but not exclusive to the automotive industry – was clarified by the

chief information officer of Energy Australia, Julie Bale.

In her keynote address, she related how her personal and professional growth showed the importance of inclusivity in fostering a vibrant, innovative workplace.

"Women have a unique perspective and experiences that contribute to innovative problem-solving and decision making," she said.



**Julie Bale**

"By being visible, women demonstrate the undeniable value of gender diversity in leadership roles."

Ms Bale said that companies that increase female participation in leadership roles "witness about 22 per cent rise in profitability".

"Diversity speaks to who is on the team, but inclusion focuses on who is influencing the game," she said.

Her message underscored the need for a workspace where everyone is not just included but feels that they belong and are an integral part of the team.

Angle Auto Finance chief operating officer Greg White, who opened the event, said the theme of inspiring inclusion gave guests an opportunity "to learn from trailblazers, share experiences and network with like-minded individuals who work in and love our industry".

"We hope this event and others like it will continue to inspire and empower the new generation of leaders in the auto industry," he said, emphasising Angle Auto Finance's commitment to fostering a culture of leadership and innovation.

The significance of creating a sense of belonging was further highlighted by Angle Auto Finance CEO Aaron Baxter.



**Greg White**

"One observation in particular that resonated with me was the importance of having not only a diverse and inclusive workforce but additionally one where people feel they belong," he said.

"If you feel you belong – you feel heard."

Mr Baxter's insight into the value of belonging and the impact of feeling heard emphasised the role everyone plays in fostering an



L-R: Allyson Carlile, Susan Jobson, Carol Lydford, Anna Perera-Shaw

environment conducive to open and free sharing of ideas.

The event included a panel discussion featuring industry expert Carol Lydford; Angle Auto Finance's head of strategic growth, Susan Jobson; and insights director at RFI Global, Anna Perera-Shaw.

Panellists shared their experiences, insights, and visions for a more inclusive and diverse auto industry, reinforcing the themes of the day.



**Aaron Baxter**

ahead.

Ms Lydford, when asked on her take on whether progress on inclusion was being made, said progress was being made "but that there's a long way still to go".

"Over the past 30 years I've definitely seen progress. Things have changed for the better although



there is still so much more that can be done," she said.

"We need to keep pushing forward. I love that there is a strong focus on equality as well as inclusion. Where you have equality and inclusion, diversity will naturally follow."

Ms Lydford said: "It's not a zero sum game, it's not about the women win and the men lose, it is about knocking down the walls and the stereotypes for both women and men. It's equality for all that's important."

Conversations after the breakfast event promised to continue dialogue and action across the industry with the aim to empower a new generation of leaders and innovators in the auto industry.

**FULL STORY: [CLICK HERE](#)**



# Motor racing pathway for women in auto



Julie Bale

## Women's breakfast hears of using motor sport to interest young women in auto careers

By JOHN MELLOR

A LEADING proponent of greater diversity, inclusion and belonging at work has suggested that motor racing is an ideal pathway for fostering a new generation of women into careers in Australia's automotive sector.

Julie Bale, chief information officer at Energy Australia, told the

recent inaugural Angle Auto Finance Women in Auto breakfast that motor sport "was a means of igniting and sustaining the interest of girls and young women from early on".

Ms Bale, who has more than 25 years of international experience across utilities, telecommunications and financial services, said there were

a number of national initiatives "to support this endeavour" including the Girls in Automotive program which is a key initiative that introduces young girls to the automotive world by showcasing different career opportunities in the industry.

"Additionally, several automotive companies are now providing internships and apprenticeships tailored specifically for women."

Ms Bale especially praised programs that focus on motor sport training for girls and for young women.

"Women's involvement in motor racing is steadily growing, encompassing not only racers, but also engineers, mechanics, team managers and other vital roles," she said.

"Their increasing presence and recognition are making the sport more diverse and more balanced.

"They introduce fresh perspectives, innovative ideas and unique approaches, challenging traditional norms while expanding the sport's horizons.

"The value of sport lies in TV viewership and live event attendance. But it seems the women's sport in Australia has an intangible association value and more sponsors are taking notice.

"I believe it is time for organisations within the wider corporate world to support and provide sponsorship for women's motorsports and women's sports



more generally.

"Last month, 18 year-old Filipino racing driver Bianca Bustamante made history by becoming the first ever female driver to join the prestigious McLaren driving development program. "Bianca Bustamante's success challenges outdated norms and proves that skill and dedication can open opportunities regardless of gender.

"By spotlighting women's contributions in the Australian automotive community, we both celebrate their legacy and inspire future female car enthusiasts. This recognition counters gender stereotypes, fosters women's involvement and cultivates a diverse, inclusive auto culture."

Ms Bale said that this can only benefit motor racing as a sport.

"Women racers bring with them a new and diverse fan base. Their presence in professional motor racing attracts a wider audience, including more women and young

girls, which can lead to increased consumer engagement.

"This expanded interest can drive up sales and interest in automotive products and services, tapping into previously under-represented markets.

"By backing women in a traditionally male-dominated sport, companies not only champion gender equality but also enhance their corporate image as inclusive and progressive entities.

"This commitment to diversity reflects positively on the organisation, aligning it with modern values and social responsibilities.

"In the workplace, these kinds of sponsorship can also boost employee morale, and attract talent. It sends a powerful message to current and prospective employees, potentially making the organisation a more attractive place to work," Ms Bale said.

**FULL STORY: [CLICK HERE](#)**





## New manufacturing techniques to halve costs, drive 1m increase in sales and 30 new models

By NEIL DOWLING

NISSAN wants 30 new models on sale by 2026, with 16 being EVs, along with one million more sales a year as it overhauls its model line up, searches for additional revenue streams and looks to cut production costs in half.

‘The Arc’ is Nissan’s latest business plan to increase competitiveness and boost income, with the key being a broad-based product offensive that includes more EVs, new technologies and manufacturing developments while retaining a strong line-up of internal combustion engine vehicles (ICEs).

The global plan favours key markets but in Oceania, Nissan’s region that includes Australia and New Zealand, the car-maker has reinforced that new models are

coming and include a one-tonne ute in a joint venture with Nissan’s Alliance partner, Mitsubishi.

Nissan said that strategic partnerships would support competitiveness and its product portfolio.

It said that during the The Arc period, Nissan in Oceania will launch four new models, including the new one-tonne ute in partnership with Mitsubishi Motors.

“Additional new electric vehicles will be introduced in Oceania, as the transition to electrification gathers pace,” it said.

This is likely to include some of the five new EVs also planned for Europe, including new generations of the Leaf, Juke and “a 100 per cent electric replacement for the Nissan Micra”.

# THREE AUTO SITES. ONE LOW MONTHLY FEE.

The combination of Gumtree Cars, CarsGuide and Autotrader offer millions of buyers and lots of ways to promote your business.

Find out more at [autotradergroup.com.au](http://autotradergroup.com.au)

Autotrader Group 

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

Powered by

Autotrader 

**carsguide**

 **Gumtree Cars**

In commercial vehicles, “Nissan will also harness its Alliance partnership with Ampere to launch an all-electric Interstar LCV as well as a new LCV based on FlexEVan.”

“To aid the transition to a fully electric future, Nissan is developing the third-generation of its E-Power technology, the brand’s unique electrified powertrain that serves as a gateway to the full EV driving experience.”

Nissan president and CEO Makoto

Uchida said in a video launch of ‘The Arc’ this week that the plan – one of three plans underway or proposed over the next six years – was a “decisive action” guided to ensure sustainable growth and profitability.

He told a global audience in the video launch that the new plan is the car-maker’s path to the future and will “enable us to go further and faster in driving value and competitiveness” in a period of “extreme market volatility”.

Nissan sold 3.55 million cars in fiscal 2023 (April 1 2022 to March 31 2023), up 22 per cent on the previous year. It wants an extra one million sales on top of that by fiscal 2026 – the time when it expects to launch 30 new models and refresh 60 per cent of its ICE range.

Cost cutting through new technology and manufacturing techniques is one way of improving returns in its EV products.

Continued next page





Continued from previous page  
 “Significant next-generation EV cost reduction to be achieved through grouped ‘family’ development, with vehicle production under the approach starting in fiscal year 2027,” Mr Uchida said in his address on ‘The Arc’.

Nissan said EV competitiveness would be enhanced by reducing the cost of next-generation EVs by 30 per cent and achieving EV and ICE vehicle cost parity by fiscal year 2030.

It will also push more strategic partnerships into technology, product portfolio and software services and embark on new business ventures “to unlock a potential 2.5 trillion yen (\$A34.4b) in additional revenues by fiscal year 2030”.

The Arc specifies: 30 new models over the next three years, of which 16 will be electrified, and 14 will be ICE models “to meet the diversified customer needs in markets where the

pace of electrification differs”.

Nissan plans to launch a total of 34 electrified models from fiscal year 2024 and 2030 to cover all segments, with the model mix of electrified vehicles expected to account for 40 per cent globally by fiscal year 2026 and rise to 60 per cent by the end of the decade”.

Its plan to have market growth through a tailored regional strategy includes Oceania – which includes Australia – having a launch of ute and new EV crossover.

By comparison, Japan will get five new models; the US and Canada will get seven; China gets eight; Africa gets three; the Middle East, five; and six for Europe.

Nissan said its EV production would have new development and manufacturing approaches aimed to make EVs more affordable while increasing profitability.

**FULL STORY: [CLICK HERE](#)**

# The brand behind the brands. We’re the finance experts!

Why our white label and joint venture partnerships are the benchmark, and we are the invisible force.

Scan the QR code below to connect with our team



FINANCIAL SOLUTIONS BUILT ON LOYALTY!



Find out more at [alliedcredit.com.au](http://alliedcredit.com.au)

# Experience better with Manheim

Trust Manheim to take care of your fleet remarketing needs, every step of the way.



Transport



Inspection



Rectification



Sale (In-lane & Online Auction)

CONTACT YOUR LOCAL MANHEIM SITE TODAY



Manheim

COX AUTOMOTIVE



# Fleet manager reveals EV truck journey



## Team Global Express shares highs and lows of electrification project at fleet conference

By COBEY BARTELS

**TEAM** Global Express (formerly Toll Global Express) has provided an update on its industry-leading electrification journey, dubbed Project Cobra, at this year's Institute of Public Works Engineering Australasia (IPWEA) Australasian Fleet Conference in Brisbane.

Speaking to the audience of fleet managers, legislators and manufacturers, Team Global Express director of ESG, Heather Bone, provided an update that didn't shy away from the electrification challenges the company has faced along the way.

Ms Bone joked: "This is the stupidest idea I have had in a

long time.

"I went to our CEO and said, 'how do you feel about going for some grant funding and will you let me buy 60 electric trucks' and we now have the most amazing project!"

Team Global Express partnered with the Australian Renewable Energy Agency (ARENA) back in 2022, with a plan to replace a third of the trucks at its Western Sydney depot with electric models.

The \$44.3 million investment, partly financed by ARENA with \$20.1 million allocated from its Driving the Nation fund, will see 36 Volvo FL Electric and 24 Fuso eCanter trucks operating out of the Bungarribee



**Heather Bone**

depot in Western Sydney.

Team Global Express now has 49 of the total 60 planned trucks on the road, making emission-free deliveries around Sydney on a back-to-base model.

On top of the investment in electric trucks, Team Global Express installed 63 chargers, consisting of 47 slow chargers and 16 fast chargers, strategically placed along the depot's 3.5km conveyor system.

"We had to have three weeks of

cable pull through in order to get the energy from the main switchboard up front, all the way through to the back," Ms Bone said.

Team Global Express also installed a 1MW battery energy storage system (BESS), colloquially known around the depot as 'Bessy', powered by a 400kW solar setup.

"She (Bessy) is doing exactly what we want her to do," Ms Bone said.

"We turned the battery on a couple of weeks ago when the peak load at

the site started to skyrocket and we saved over \$13,000 in one hour!"

The key to Bessy's savings lies in Ms Bone's strategic management of charging windows, opting to recharge the trucks during off-peak times.

"What happens is the trucks pull in and they plug in, but we don't turn on the power until about nine o'clock at night," she said.



- ✓ Compliance services
- ✓ Specialist tax advice
- ✓ Succession planning
- ✓ Valuations, acquisitions and sales
- ✓ Strategic advisory support
- ✓ Operations and profit enhancement

**Whatever you are thinking about, we've got you covered.**



**Steven Bragg**

Partner, Motor Industry Services  
**m.** +61 437 445 200  
**e.** [steven.bragg@pitcher.com.au](mailto:steven.bragg@pitcher.com.au)



**John Gavljak**

Partner, Motor Industry Services  
**m.** +61 499 773 881  
**e.** [john.gavljak@pitcher.com.au](mailto:john.gavljak@pitcher.com.au)

Adelaide Brisbane Melbourne Newcastle Perth Sydney

Pitcher Partners is an association of independent firms.

[pitcher.com.au](https://pitcher.com.au)

**FULL STORY: [CLICK HERE](#)**

# Zeekr expands to Australia



Zeekr X

## Management appointments presage plans for another Chinese EV launch

By NEIL DOWLING

**GEELY** offshoot Zeekr is the latest Chinese car-maker set to enter Australia in concert with its plans to sell in six new markets in Europe by the end of this year.

It is now producing right-hand drive models of its 'X' SUV and 009 people mover, with sales to start in the third quarter of this year in Thailand and then other South-East Asian markets.

Zeekr this week appointed automotive industry marketing specialist Andrew Haurissa as its head of marketing for Australia and New Zealand, based in Sydney. It has also signalled it is seeking other management people.

The company has plans to enter

other right-hand drive markets including Australia as early as the second half of 2024.

As part of its global expansion, Zeekr is targeting the premium end of the EV market to compete with niche players including its cousins, Volvo and Polestar.

It has also adopted a 'family tree' approach to sharing technology that is very similar to Volkswagen Group.

Volkswagen has 10 automotive brands, each sharing components including with its sub-brands for commercial vehicles and EVs. It also has a heavy-vehicle division (Traton) and Ducati motorcycles.

Zeekr is the premium battery electric vehicle (BEV) unit of China's



Andrew Haurissa



Need Information for Diagnosis and Repair **FAST?**

# MOTORTECH™

**All Make Servicing? We have you covered!**

VACC MotorTech is a vast collection of automotive diagnostic and repair information. The OurAuto Diagnostic Tool has powerful special functions across a wide vehicle coverage to assist you to diagnose faults. Together they can allow your team to repair a vast range of vehicles faster.










**P: 1300 687 288 E: info@motortech.com.au**  
**W: ourautoscantool.com.au W: motortech.com.au**

Geely Holding which also owns Volvo Cars, Polestar, Lotus Cars, Lynk & Co (also Chinese and with plans for an Australian presence), Proton and London EV Company.



It manufactures in China in left-hand drive format and is now producing right-hand drive cars. It is currently manufacturing the Zeekr 009 and Zeekr X.

The Geely group, including subsidiaries and joint ventures, increased global sales 20 per cent to 2.8 million vehicles last year.

Geely president An Conghui, speaking at the China EV100 Forum in Beijing earlier this month, said Zeekr planned to launch sales in six

new European countries this year including Sweden, the Netherlands and Germany.

He said Europe was like Geely's "second home market" because of its base for brands including Volvo, Lotus and taxi-maker London EV.

He said Geely Group vehicles "would soon" be available in 38 countries including in South-East Asia and the Middle East.

**FULL STORY: [CLICK HERE](#)**





# Bailey's Day raises \$345k

## Motor industry again demonstrates its generosity for cancer research and training

By JOHN MELLOR

**BAILEYS** Day, the automotive industry fundraiser for cancer research and the training of cancer doctors, has just raised another \$345,027 at the latest Baileys Day event at Victoria's Woodlands Golf Club.

Baileys Day has now taken the total raised over the past 20 years to \$4.85 million. This has funded the training of 21 new cancer doctors.

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

Bailey's Day is named after Bailey

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

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

Since 2004 Bailey's day has funded the training of 21 oncologists as well as ground-breaking research into brain tumour biology that has dramatically improved the quality of care protocol.

Bailey's Day founder and father of Bailey is well-known industry entrepreneur Patrick Tessier OAM. Mr Tessier told *GoAutoNews Premium* that the program was underwritten by the generosity of the

## FEATURE TOUR

Educate and engage customers with visual explanations of key features without leaving your website.

AUTOMATICALLY APPLIES AGAINST YOUR INVENTORY

|  |  |   |  |
|--|--|---|--|
| <b>2019 Ford Ranger</b><br>\$42,990<br>8.5% p.a. Fixed Interest Rate<br>Finance Disclaimer | <b>2017 BMW M2</b><br>\$61,705<br>8.50% p.a. Fixed Interest Rate<br>Finance Disclaimer | <b>2023 Ford Ranger</b><br>\$71,990<br>8.50% p.a. Fixed Interest Rate<br>Finance Disclaimer | <b>2022 Haval Jolion</b><br>\$32,990<br>8.50% p.a. Fixed Interest Rate<br>Finance Disclaimer |
|--|--|---|--|

### Virtual Booth

Amplify your digital showroom by using AI to create an automated photo booth experience without the cost.

INCLUDES INTERACTIVE 360° WALKAROUND.

# 72%

increase in engagement on your VDP

Impel<sup>AI</sup>

vcause@impel.ai

Book a Demo

motor industry, especially many car retailing families and companies that supply the key services to supporting vehicles retailers.

“The industry’s generosity has been the rock in the success of this program, which has impacted the lives of so many children,” he said.

“Bailey’s Day has a solid automotive connection. It has been heavily supported by the automotive industry since we began in 2004,” he said.

The Monash Children’s Cancer Centre is now a leading facility in the treatment of paediatric cancer. Today, there is a multi-disciplinary team of more than 25 experts including oncologists, specialist nurses, pharmacists, dieticians, psychologists, social workers, child-life therapists and researchers.

The unit treats around one hundred children every year.

In Victoria, annually, more than 100 children under 14 are diagnosed

with cancer with the majority under four years old. Nearly half of these cases involve brain cancer which is a leading cause of cancer-related deaths in children.

Every week at the Monash Children’s Hospital a child is newly diagnosed with cancer and despite improvements in survival rates around 40 children and adolescents will relapse each year.

**FULL STORY: [CLICK HERE](#)**



## Boost for tyre sales as RPM takes on distribution of Yokohama products

By NEIL DOWLING

AUSTRALIAN vehicle aftermarket company RPM Automotive Group has expanded its wholesale and retail business with a commercial relationship with Yokohama Australia that is seen as a significant milestone in enhancing RPM’s wholesale and retail operations throughout Australia.

RPM now has the sub-wholesale distribution of Yokohama products through RPM’s national tyre network that boosts its presence in the tyre market.

In a notice to the Australian Securities Exchange (ASX), RPM said the deal also enhances Yokohama’s national reach in commercial and light truck sectors

and increases its distribution efficiency.

RPM will become one of Yokohama’s preferred sub-wholesale partners, managing logistics and wholesale supply via its warehouse network.



Guy Nicholls

RPM said it will also operate as a preferred supply partner to Yokohama’s retail store network (Tyres & More) throughout Australia, aiming to service a substantial portion of the annual supply value with non Yokohama brands, solidifying RPM’s position in the tyre supply chain, while unlocking additional sales.

It said this will substantially assist Yokohama in the commercial and light truck sectors where RPM is

**Schmick**  
Scratch & Dent Assist

## Some of the benefits of partnering with Schmick.

- » Appreciable dealer profit opportunity
- » Proven product with an excellent track record
- » High demand national product
- » User-friendly customer App to make repair bookings
- » Industry qualified repair technicians
- » Limited lifetime warranty on all repairs\*
- » Over 12 years of experience
- » 275,000 active members

\*Refer to full Terms & Conditions for details (including repair size limits and exclusions) available at schmickclub.com. Schmick offers a minor repairs service for a low repair fee for its members. Membership is not a substitute for any type of motor vehicle insurance.



particularly strong.

RPM will also sell Yokohama brands through its network, broadening the range of brands on offer. All distribution initiatives with Yokohama will operate under RPM Autoparts, a subsidiary of RPM Automotive Group.

RPM CEO Guy Nicholls said it was “a pivotal step in RPM’s journey as a leader in the Australian automotive aftermarket sector”.

“The distribution relationship

not only enhances our extensive network and logistic capabilities but also positions RPM as one of Yokohama’s national sub-wholesale distribution partners, it underscores our commitment to optimising distribution efficiency,” he said.

“The collaboration extends beyond distribution, as RPM operates as a vital supply partner to Yokohama’s retail network (Tyres & More), further solidifying our role in the tyre supply chain.

“The relationship will drive efficiencies and provide benefits to both parties – providing many of our brands with access into the Yokohama network and allowing us to sell additional Yokohama brands into our network.

“We look forward to the success and mutual benefits that this collaboration will bring to both RPM and Yokohama.”

**FULL STORY: [CLICK HERE](#)**



# McLaren now owned by Bahrain



## Sale opens doors for McLaren to secure its financial future and launch new cars

By NEIL DOWLING

**BAHRAIN'S** sovereign wealth fund has bought sports-car maker McLaren after this month increasing its holding to 100 per cent from 60 per cent.

McLaren termed it as a “major milestone” that ends a long period of financial uncertainty for the company that has been recording heavy losses.

The fund, Mumtalakat, has been an investor in McLaren Group since 2007, when it bought a 30 per cent stake from founding shareholders Ron

Dennis and Mansour Ojeh.

It increased that stake to 60 per cent through injecting hundreds of millions of dollars into the business.

Reporting on the sale, the BBC said the fund’s decision to take full control, which was initially agreed last year, bolsters McLaren’s finances in the short term.

The company is now understood to be looking at technical partnerships with other businesses, to help it develop electric vehicle technology.

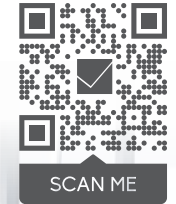
“We are delighted at Mumtalakat’s continued commitment to McLaren through this deal,” McLaren Group executive chair Paul Walsh said in a statement.



McLaren Bahrain

**FULL STORY: [CLICK HERE](#)**

# DEALER ADMINISTRATION PROGRAMS



- Product Design.
- Premium Funding.
- Vehicle Service, Booking & Management.
- Service Reminders.
- Licenced Claims Handling.
- Digital Marketing.
- Referral & Renewals.
- Data Washing.

[www.awninsurance.com.au](http://www.awninsurance.com.au)

✉ [salesupport@awninsurance.com.au](mailto:salesupport@awninsurance.com.au)

☎ 07 3802 5577

Product Review’s award winner,  
**5 years** in a row



# FINANCE FROM YOUR PERSPECTIVE

WE'RE BUILDING AUSTRALIA'S LEADING  
INDEPENDENT AUTO FINANCIER BY  
PUTTING OUR DEALERS, CUSTOMERS  
AND PEOPLE FIRST.

LEARN MORE



Finance issued by Angle Auto Finance Pty Ltd ABN 16 161 130 696  
Australian credit licence 530731.

