

NEWS, ANALYSIS AND INSIGHT FOR THE FLEET INDUSTRY

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FIELDAY'S FOMO ANYBODY?



ROBERT BARRY
EDITOR

Talk about famously bad timing. One day before the National Fieldays opened, I tested positive for the Coronavirus, quashing all plans to attend the event and catch up with colleagues from the automotive brands attending.

Instead, I ended up scanning through social media for the activities of BYD, Ford, Hyundai, Isuzu Ute, LDV, Mitsubishi, Nissan, SsangYong and Volkswagen at Mystery Creek.

And most of sites looked fairly impressive and the personnel were ready to meet and greet prospective buyers.

Though I might have experienced some fear of missing out (FOMO), several automotive brands were conspicuous by their absence from Fieldays.

Market leader Toyota New Zealand wasn't at Mystery Creek this year, but says it has taken more orders than it has delivered vehicles in the last 18 months, so really there wasn't much point in it attending. No FOMO there.

Skoda, Kia and Suzuki also decided not to participate in the motor precinct this year. Given that all three brands are already retailing every vehicle they can get their hands on, a four day excursion to Mystery Creek probably would be an expensive waste of time and resources.

The new vehicle registration figures for November highlighted why the attendance of automotive brands at the National Fieldays is far less relevant to the new car buyer.

New passenger car registrations remained strong in November, dropping 0.6% to 11,176 units from 11,240 units in the previous year.

Passenger car market leader Toyota saw its share drop by 22% for November to 1654 registrations, while EV brand Tesla saw its monthly share increase from the

previous year by more than 200% to 1365 registrations.

These figures reflect the ongoing supply chain constraints affecting Toyota New Zealand as well as the impact of the Clean Car Discount that has driven Tesla's meteoric rise in the charts.

Mitsubishi, Kia, and Hyundai also saw year-on-year decreases in their November passenger car registrations, while Suzuki, Mazda, and Skoda enjoyed the reverse.

There were two commercial vehicles in the overall market top three, the Ranger at number one with 1527 registrations and the Hilux at number three with 925.

However at number two was New Zealand's best-selling passenger car, the Tesla Model Y SUV battery electric vehicle with 1099 registrations.

SUVs dominated the top 10 with the Mitsubishi Outlander in fourth with 599 registrations. The Toyota RAV4 (572) took fifth, the BYD Atto 3 (475) took sixth, the Mitsubishi ASX (397) took eighth, and the MG ZS (360) followed in ninth place.

The only non-SUV passenger model in the top 10 was the Suzuki Swift (438) in seventh overall and the Mitsubishi Triton ute was third commercial model (313) to feature in the chart, in tenth place.

How long the Ranger and Hilux remain in the top three vehicle registrants and selling in such volumes is anyone's guess.

But with the market increasingly moving to electrified SUVs as seen in the November registrations and with the onset of the Clean Car Standard emission penalties for distributors coming in the new year their time of reckoning must be nigh.

I wonder if there will be any ute FOMO at next year's Fieldays?

Enjoy your reading.

Robert Barry
EDITOR



CARDSMART ADDS EV CHARGING

Business to business (B2B) payment company CardLink is launching electric vehicle charging as a new feature on its CardSmart fuel card.

As part of the launch, CardLink will provide free electric on-road charging until June 30 next year, with conditions applying.

The new feature enables fleet owners and managers to have all on-road expenses managed through one invoice, CardLink says.

By adding nationwide EV charging capability in conjunction with the existing fossil fuels – which will remain an integral part of its offering – companies can transition at their own pace, CardLink adds.

Employees driving EVs can swipe the CardSmart electric fob to charge back to the company account, just as they do with their cards for diesel and petrol.

About 97% of petrol stations across New Zealand are included in the CardSmart scheme, including Mobil, Z, BP, Caltex, Waitomo, GAS, and Gull, and card users can now charge their EVs at ChargeNet stations.

“We’re excited to add the ability to charge electric vehicles at on-road charging stations,” says CardLink chief executive **Sam Steel**.

“This will enable drivers to recharge vehicles in the field and, at the same time, will alleviate range anxiety which has been a major blocker until recently between EV model range and the lack of on-road charging availability – both now fixed.

“Customers can be assured it will be an easy transition and that there will be no surprises,” Steel says.

“We’ll be replicating what we’ve done for years with fossil fuels with an easy chargeback method for drivers to swipe a fob and the charge go back to head office.”

Though the term Fuel Card has meant petrol or diesel, electricity is a new fuel so it’s natural to add it to the list, as CardLink intends to do with hydrogen soon, says Steel.

With 15-minute rapid fast charge, CardLink envisages a new behaviour for on-the-road reps who can stop to charge and do admin while having coffee or lunch at the charging station.

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PROVIDING SOLUTIONS IS KEY TO SUCCESSFUL FLEET BUSINESS

Tristram corporate fleet manager **Darren Bird** says the key to a successful fleet business operation in a new vehicle franchise dealership is to build strong relationships with suppliers and customers by providing a solutions based approach for all.

Owned and operated by **Mark Hayward**, Tristram currently operates new vehicle showrooms for MG, Skoda and Volkswagen in the Wairau Valley on Auckland's North Shore.

The company also has an MG showroom in Greenlane, central Auckland, and a Volkswagen showroom in Henderson, West Auckland.

To support the five showrooms and the fleet business Tristram has a pre-delivery centre preparing new vehicles for sale and completing the fit out of GPS tracking, digital signwriting, and other special requests.

Tristram works with Custom Fleet, DriveLine, FleetPartners, Fleet Plus, Maxxia, Orix, and SG Fleet to provide turn-key solutions.

Among its three brands, Tristram offers a growing line-up of low-emission and electrified models which qualify for the Clean Car Discount scheme.

Tristram MG sells the all-electric MG ZS SUV in Excite and Essence specification which qualify for a \$8625 rebate and the larger plug-in hybrid MG HS Plus EV - also in Excite and Essence specification - which qualify for a rebate of \$5750.

Tristram Skoda offers the plug-in hybrid Octavia IV station wagon in Style and RS specification and the larger Superb IV station wagon also in Style and RS specification.

All qualify for the Clean Car Rebate of \$5750. The all-electric Skoda Enyaq IV SUV will arrive in the showroom in 2023.

Tristram Volkswagen has the plug-in

hybrid Multivan 7 Family people mover which qualifies for a Clean Car Rebate of \$5750.

In 2023 more VW electrified vehicles will arrive including the all-electric ID.4 Pro SUV which gets a \$8625 rebate.

Other electrified Volkswagens coming include the ID.Buzz people mover, the ID.Buzz Cargo commercial van and the ID.5 SUV.

Plug-in hybrid versions of the Golf, Passat wagon, Tiguan and Touareg R SUV will arrive mid-year.

Bird says some fleet customers have been extremely conscious in doing due diligence to find the right electrified vehicle that's fit for purpose and meets all their fleet criteria including environmental performance and health and safety requirements.

He says one client, Southern Cross Healthcare, spent more than 10 months trialling an MG HS Plus EV before placing an order for 67 for its national fleet.

Tristram Fleet provided Southern Cross Healthcare with a complete package for the MG HS Plus EVs which are under the daily management of Yoogo Fleet.

Bird says that package included fitting GPS and digital signwriting to the vehicles, arranging nationwide delivery through the nearest MG dealer.

It included a 22-minute demonstration video prepared specifically for Southern Cross Healthcare staff to educate them about how to operate the vehicle in a health and safety conscious manner.



DARREN BIRD

Tristram Fleet has also supplied electric vehicles to Auckland Council, GHD, the New Zealand Defence Force, Fire and Emergency New Zealand, Goodman, and Switch Taxis, a division of Corporate Cabs.

Bird says providing Switch Taxis with a package based around the MG ZS EV enabled it to win further central government business because it offered a zero-emissions transport option for public servants and MPs.

One Switch Taxi operator relocated from Auckland to Queenstown and is now considering buying a second vehicle to meet business growth there.

These customers are showing strong interest in the Volkswagen ID.4 SUV and Bird hopes to offer test drives in December.

In spite of not yet having confirmed pricing, the forthcoming Skoda Enyaq IV with its 440km range is also drawing strong interest, he says.

Before he offers any advice to new fleet customers, Bird undertakes a full fleet audit to identify where there are specific needs and where savings and efficiencies can be made.

It's important fleets collect as much data on their vehicles as they can to help make informed decisions and he's "slightly alarmed" that some still don't.





BMW COMPACT CROSSOVER A FEEL-GOOD WINNER

WORDS: MIKE STOCK
PHOTOS: SUPPLIED

BMW's new X1 sDrive18i is bigger and roomier than its predecessor, has more upright frontal styling, a large and bold grille, redesigned interior, and an array of driver and parking assistance systems.

Wider tracks and suspension tuning sharpen its driving dynamics.

Power comes from a 115kW/230Nm 1.5-litre three-cylinder turbocharged petrol engine driving the front wheels. BMW quotes 0-100km/h in nine seconds.

The gearbox is a seven-speed, double-clutch Steptronic. The gear selector is the in-vogue rocker-switch type mounted on the centre console - forward for reverse, back for neutral, Drive.

BMW quotes overall fuel consumption of 6.5 litres/100km. In a mix of urban traffic and rapid open road driving, we averaged 7.5.

The new X1 is 53mm longer than the old model, 24mm wider, 44mm taller, and rides on a 2692mm wheelbase that is 22mm longer.

Boot space grows to 540 litres with the second row seats upright, and from 1550 litres to 1600 litres with them folded.

Standard equipment includes adaptive LED headlights; dual-zone automatic climate control; automatic tailgate, and Driving Assistant Plus with Active Cruise Control and blindspot monitor. The active cruise control includes

engine stop/go.

There are also Parking Assistant Plus including surround view camera, Reversing Assistant and BMW Drive Recorder; roof rails; steering wheel with multifunction buttons; storage compartment package, and Apple CarPlay/Android Auto with wireless charging, and BMW ConnectedDrive.

All are included in the base price of \$69,900 plus on-road costs. Alpine White is the standard colour and buyers can choose among seven metallic hues for an extra \$1690.

ON THE ROAD

Our test X1 had \$14,990 worth of optional equipment fitted lifting the price to \$84,890. The extra kit included metallic paint, panoramic glass sunroof and the high output Harmon/Kardon sound system, an alarm system, sliding rear seats, and electrically-adjustable driver and front passenger seats.

There were also 19-inch M Sport alloy wheels, tinted side glass, heated front seats and BMW's Driving Assistant Professional.

The seating position is low and the leather-wrapped steering wheel has a particularly chunky rim.

There are steering column-mounted paddles to shift gears manually, but even in rapid driving on winding roads we preferred to leave the transmission in Drive.

BMW has done a good job making the X1's seats comfortable and supportive.

We felt fresh after a couple of hours on the road, the seats revealing good lumbar and lateral support.

In a way, the seats reflect the essence of the X1 - thoughtful design and quality execution.

Nothing is flashy, this is just a good, solid, eminently capable car.

The suspension is on the firm side but not objectionably so, except over potholed tarmac.

The engine plays a typical three-cylinder soundtrack and sounds great as the fast-shifting double-clutch gearbox sprints through the ratios.

If there's a quibble about the engine, it's the momentary turbo-lag off the line or when nailing the throttle out of slow-speed corners.

In spite of being front-wheel drive, the X1 retains the sharp and entertaining handling that made traditional rear-wheel drive BMWs "the ultimate driving machines".

It's an extremely-satisfying car to drive and a perfect companion for long open road journeys with great comfort, agile and forgiving handling, excellent mid-range acceleration, and low road noise, and provides a feel-good experience.

For the base price of \$69,990 - we'd add metallic paint to bring the sticker to \$70,680 - it represents good value.

It's a car that's designed for and delivers driving pleasure.



SAFETY FIRST FOR THE DRUG DETECTION AGENCY

Since 2005 The Drug Detection Agency (TDDA) has provided New Zealand and Australian employers with onsite workplace substance testing. FleetTalk editor Robert Barry asked TDDA group technical manager Rod Dale why the company chose the Volkswagen Crafter 30 van as the preferred vehicle for its fleet of mobile health clinics.

Creating drug-free environments and safer workplaces has been TDDA's vision for more than 15 years in which time the company has grown from three to 300 staff, 90 mobile health clinics, and more than 65 locations in New Zealand and Australia.

TDDA is led by founder and chief executive **Kirk Hardy**, a former NZ Police drug squad detective, chief operating officer **Glenn Dobson**, a former police senior sergeant, and co-founder and group technical manager **Rod Dale**, a former NZ drug squad detective.

Given the background of the senior leadership team and that the company provides professional education and policy advice around substance testing in the workplace, it was also very aware of its obligation to provide its staff with the safest possible vehicle yet for use as a mobile health clinic.

Dale says the top priorities in choosing the Volkswagen Crafter 30 were the on-road safety, stability, and comfort it offered to the TDDA staff operating the vehicles, in addition to competitive whole of life costs and strong residual values.

"The Crafter 30 just ticked all of the boxes for us around emissions and fuel economy, as well as providing a spacious cabin and a stable driving experience," Dale says.

TDDA has six new Crafter 30 mobile clinics on the road, and another four units will be travelling around the length and breadth of New Zealand by the first quarter of 2023.

As well as meeting TDDA's desire for an economical and emission-friendly vehicle, the Crafter 30 also offered a competitive five-year 250,000km warranty, variable service intervals up to 30,000km, and a five-year roadside assistance package.



ROD DALE

"Although payload was not a priority for this particular application, the

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key criteria for TDDA was ease of accessibility into the cab, a practical interior with plenty of storage, and also the longer length of the Crafter was better suited to our operating environment," Dale says.

The Crafter's safety features were other compelling reasons for purchase, particularly the side wind compensation, forward collision warning, lane departure warning, blindspot monitoring, tyre pressure monitoring, and post collision braking.

The specialist transformation of the Crafter 30 from a panel van to a mobile clinic is carried out by Michael Short from Genesis Motorhomes in Northcross on Auckland's North Shore to the exacting design and standards required by TDDA.

Dale says Short has been "brilliant" at meeting TDDA's unique requirements and desired build quality.

TDDA says it has a huge demand for its onsite workplace substance testing from the forestry sector, so the availability of the Crafter 30 with 4Motion permanent all-wheel drive was a huge advantage.

"We can fit a decent set of grippy winter tyres to the Crafters equipped with 4Motion for forestry and other off-highway work when required," Dale says.

To further its off-highway capability,



the Crafter 30 can be ordered with a suspension lift kit fitted by Seikel, a Volkswagen Commercial Vehicles approved supplier.

"This is an approved factory option if we want a Crafter 30 4Motion with an even greater ground clearance for forestry and agricultural applications," he says.

Dale says another factor in choosing the Crafter 30 was the support from Volkswagen New Zealand which has a dedicated fleet team to provide ongoing customer support.

That support included a full vehicle analysis including a weight and emission study, as well as confirming that the Crafter 30 could be specified with dual sliding doors, and met TDDA's safety requirements.

"Mark Wadman and Gill Littlefield from Volkswagen New Zealand were absolutely brilliant at helping us work through what we want and also liaising direct with the factory," says Dale.

"They just kept us fully informed along the delivery journey which was greatly appreciated."



ALL-ELECTRIC LDV MIFA 9 WILL BOOST PEOPLE MOVER MARKET

Managing Editor **Richard Edwards** attended the launch of the all-electric LDV Mifa 9 people mover, the first such vehicle to become available to the New Zealand market. He backgrounds the introduction of the vehicle and shares his first impressions of it.

LDV importer Great Lake Motor Distributors has launched the all-electric Mifa 9 people mover expecting to boost significantly what has been an otherwise minor market segment.

The current leader in people movers has been the Kia Carnival, but even with rentals it only just crests 400 units a year - most of New Zealand's people mover buyers prefer used imports or head to SUVs.

GLMD general manager **Andrew Bayliss** says expects to take a serious bite out of the market with the Mifa 9. "We don't plan to sell thousands of these things, but hundreds would be nice," Bayliss says.

"These days it's a small sector and a predominately private sector. We see (the Mifa 9) being appealing to not only private buyers, but government departments, airports, hotels, and so forth.

"We believe it's the first pure EV



people mover in New Zealand, and while we know the people mover market is relatively small here, we believe we can get a big chunk of that market going forward.

"While in Australia you can have the Mifa 9 with a 2.0-litre turbocharged

petrol engine, in this case, NZ will miss out. We'll also have to wait for an eight-seat and, potentially, van versions.

"We're working on focusing on transitioning our brand to electric," he says.

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Being electrified is no doubt going to help. The market has long cried out for seven-seat electrified options, with the only choice so far being plug-in SUVs from Mitsubishi, Hyundai and Kia, plug-in vans from Volkswagen and Ford, and recently the Mercedes-Benz EQV van at a significantly higher price.

THE NUMBERS

The Mifa 9 warranty is for five years, while the battery is covered for eight years and 200,000km. The brand is predicting a five-star Euro NCAP rating.

There are three levels of MIFA 9, starting at \$79,990 driveaway for the Elite, \$99,990 for the Luxury, and \$119,990 for the premium. Incredibly, the prices in NZ are 20% lower than in Australia.

All get a 90kWh, temperature-controlled, lithium battery. The motor powers the front wheels with a peak output of 180kW and 350Nm of torque. The transmission uses a stalk shifter, similar to a Tesla's or Mercedes Benz's.

The Elite is equipped impressively, with synthetic leather seats, heat-pump-based climate control, 18-inch alloy wheels, and a range of safety and driver assists.

The Luxury adds heated, ventilated and massaging second-row seats, privacy glass, LED interior lighting,

220-volt power, additional leather trim and electric doors.

In the Premium, the front row gains the massage functions, a premium audio system, and heated, microfibre steering wheel.

It can carry 700kg and tow a tonne, while luggage space can be gained by sliding the third row of seats.

FIRST DRIVE IMPRESSIONS

So how far will the Mifa go on a charge? With two people on board and spirited driving on launch, consumption ran around 26kWh per 100km, giving a range close to 350km. Expect that to drop when fully loaded, but it still makes for a solid road trip option.

The drive itself is impressive, with the battery weight making it feel very planted. The next-generation infotainment and vehicle control software are solid, with the ability to vary steering and brake feel and set charging speeds.

What do I think of the Mifa? While my test was short I was super impressed. The space is great, I think it looks about as good as a people mover can, and it drives very well for what is basically a 2.3-tonne van.

But most impressive is the value. You can drive away in the Elite for just over \$71,000. It undercuts the people

mover competition and matches the Kiwi-favourite medium-size seven-seat SUVs. I suspect this will be – as far as people movers go – a hot seller.

CO2 PAIN MITIGATED

Electric vehicles will play an important role in LDV distributor Great Lake Motor Distributors' plans in the next few years, as the diesel-heavy distributor shifts away to avoid penalties.

Bayliss says Great Lake's calculations show the cost would otherwise be steep.

"As it relates to the 2021 model mix, it would exceed \$2000 per model sold. We would be up for roughly a \$9 million tax bill next year," he says. "That would transfer to the customer, and it ramps up rapidly to \$7500 in 2027.

"That would result in GLMD's tax liability, purely for the CO2, being \$31-32 million."

With National committing to keep the Clean Car Standard, that's unlikely to change.

Likely to help their cause will be government sales, with LDV joining the All of Government supply scheme in October.

While initially just covering the eDeliver9, eDeliver3, and T60 EV models, others, including the Mifa 9, will be added later.





IVECO SECURES \$500K FUNDING BOOST FOR EV ROLL-OUT

Iveco has been awarded a A\$500,000 Victorian Government grant to support the roll-out of zero emission vehicles.

Iveco Trucks Australia was one of four recipients to receive the funding which will be allocated towards research, site preparation of its customisation and innovation centre (CIC), and upskilling of employees to facilitate product delivery and customer support.

Iveco Trucks Australia strategic projects and industry relations manager **Marco Quaranta** says the funding has been received warmly.

He says it will help Iveco plan further for the introduction of zero-emission vehicles in Australia and New Zealand, beginning with the latest generation Daily Electric.

"Given the differences in technology between traditional diesel and zero-emission commercial vehicles, considerable pre-launch preparation needs to be undertaken," Quaranta says.

"Our funding submission took a holistic approach by identifying three key areas that we thought were vital to the successful introduction of zero-emission models.

"These centred around tooling, training and total cost of ownership comparisons (TCO)."

For the research component of pre-launch preparations, Iveco has partnered with Swinburne University of Technology to review existing data and conduct research among diesel, electric and hydrogen power.

To deliver training programmes on new zero-emission models, Iveco will partner with leading tertiary institutions to upskill relevant staff and technicians

prior to launch.

"Maintaining electric vehicles requires a highly specialised skillset," Quaranta says.

"The technicians need to have knowledge that more closely matches that of an electrician, rather than a mechanic.

"Grant funding will also be used to develop a common space within the CIC facility, which will include unique tooling and safety infrastructure to allow the Iveco team to properly support and maintain the zero-emission range prior to and following its launch."

DAILY ELECTRIC PROTOTYPES DUE IN 2023

Quaranta says Iveco Australia will receive Daily Electric light commercial vehicles around the middle of next year for local testing and evaluation.

"The Daily Electric vehicles will be fully validated direct from Europe but undergo extensive testing in Australia prior to launch, to ensure 100% suitability for Australian applications and conditions.

"Early discussions with key customers regarding vehicle arrival have been extremely positive, with many wanting to become early adopters of the technology."

EV PLANS DETAILED IN MEETING

In July this year, Iveco outlined its zero-emission vehicle plans and expected arrivals in Australia and New Zealand during an Italian Chamber of Commerce event held in Melbourne.

The event included Victorian Premier Daniel Andrews and energy, environment and climate change

minister Lily D'Ambrosio.

At the gathering, Iveco Australia and New Zealand managing director **Michael May** and Quaranta detailed the company's plans to introduce a broad range of zero-emission vehicles including light- and heavy-duty models with both battery and fuel cell options.

Iveco began preparations to introduce alternative fuelled vehicles in the fourth quarter of 2021, with the announcement of its new CIC facility for pre-launch development work in local markets.

Following the introduction of the new generation Daily Electric van, it's expected a broad selection of models across various weight classes will join Iveco's zero-emission line-up over a three-year period.

Quaranta says preparation for the company's zero-emission product roll-out are progressing well. "There's considerable preparation involved in introducing such new technologies to market," he says.

"We're working through a detailed pre-launch process to ensure a smooth roll-out of these vehicles.

"We want to make sure the zero-emission range exceeds customer expectations both in terms of day-to-day operational performance, but more broadly across all facets of vehicle servicing, maintenance and support," he adds.

As part of a global venture, Iveco partnered with EV truck start-up Nikola in September last year and unveiled a joint manufacturing facility.

Located in Ulm, Germany, the site is dedicated to Nikola Tre electric heavy-duty trucks with production already under way.

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FIRST ECANTER CUSTOMER ORDERS MORE

Genesis Energy is putting more Fuso eCanters into its fleet following a year-long trial as the first company in the southern hemisphere to introduce the small battery electric truck.

The company's first eCarter began work in July last year with support from lease partner TR Group as well as Fuso New Zealand and Keith Andrews Trucks.

It took on the trial itself without any government funding and has been happy to share its findings to help other transport operators as they decarbonise.

This includes feeding its operating data back to Fuso NZ to be used to develop future models.

With around 110 vehicles in its light-duty truck fleet, the eCarter was a perfect fit for trialling battery electric technology.

Transport makes up around 20% of the country's carbon emissions and in response Genesis says it's taking steps to reduce its own vehicle emissions.

It has added three extra eCanters for LPG deliveries in Hamilton, Feilding and Christchurch to have a total of four in its fleet with charging stations



installed at each of the depots.

The first eCarter was launched in East Tamaki, Auckland, and after using it for several months several insights were gained around range and performance, low speed manoeuvring on steeper terrain like customers' driveways, and asset ownership structure.

Mapping that data against its distribution routes, Genesis decided the battery electric truck was better suited for another location and it was

transferred to the Christchurch metro area.

The company says every diesel truck it replaces with an electric one removes 26.5 tonnes of carbon emissions per year.

Genesis fleet engineering and reliability manager **Brad Phillips** says the team is really excited to be adding more electric trucks to the fleet.

"The first trial went really well. It's a really good opportunity to work with Fuso NZ and TR Group. They've been

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really engaged in the trial and helping us understand the product more and making it work," he says.

"We've talked to a lot of different operators who are interested in moving to EV trucks and it's all about helping the New Zealand transport industry start its journey towards decarbonisation."

Phillips says the team had to adapt the technology following the first roll-out.

"The first one was operating in Auckland, and we very quickly learned that it works in a flatter environment a lot better, there's less constraint on it, so we moved it to Christchurch..."

"The key is you want them to displace the kilometres that diesels are doing, so where you can optimise your runs and use them the most, you can displace more of that diesel energy," he says.

Meanwhile, Genesis senior driver **James Moir** was at TR Group's Penrose, Auckland, site as the new eCanter fleet was revealed.

He's preparing to help with driver training on the new electric trucks and was expecting to make around 30 to 40 deliveries a day with it in Hamilton.

Moir is looking forward to driving an EV and says the other drivers are coming in "with open minds" about the new technology.

TR Group national sales and marketing manager **Shane O'Grady** says everyone worked closely to make sure the eCanter launch was a success.

TR Group leases the vehicles to Genesis and takes care of everything from managing the body build, inspecting the vehicle before it goes on the road, plus servicing and maintenance.

TR Group now has around 40 electric trucks on the road, most of them eCanters.

Its TR Driver Training initiative helps teach operators about using electric vehicles and their capabilities.

TR has appointed an alternative fuel specialist who oversees developments with battery electric technology, and hydrogen fuel cell technology when that arrives.

"We realised, 'hey, this is coming, it's coming quickly' and we needed a specialist here to lead us on the journey to do the learning and get the feedback from customers," O'Grady says.

He says the team has been very impressed with the overall operation of its EV truck fleet; only once has one needed towing after running out of

juice.

"So far, it's early days, but from a maintenance and reliability point of view, they've been absolutely amazing.

"We've been pleasantly surprised with the quality and reliability of these vehicles and they're a much more relaxing experience for the drivers," he adds.

O'Grady says simple changes were made to deal with the range factor.

"You fit the work around the truck as opposed to fitting the truck around the work which is kind of the traditional approach which you can do with a diesel vehicle," he says.

Fuso NZ national sales manager **Cameron Childs** says the eCanter has been well received by local customers and more will be landing in the country soon.

So far, there are more than 30 of the light duty electric trucks operating throughout the country.

"We're very excited to have the truck in New Zealand," he says. "There are very few countries in the world to have this truck. Interest here has been strong."

"It has been hugely gratifying to partner with a wide range of transport operators across a wide range of applications for the Fuso eCanter to date. We invite anyone who wants to start the conversation and benefit from the knowledge we can share to contact," Childs says.

Companies such as Mainfreight and Toll are operating them for Auckland metro deliveries while transport company Carr & Haslam even has one operating for vehicle deliveries around the city.

Nine eCanters have been delivered in Christchurch to several businesses and

in a variety of applications.

The 7.5-tonne eCanter is powered by an 81kWh (420v) lithium-ion, liquid-cooled battery pack and provides 3.5 tonnes of payload.

It delivers 135kW of power and 390Nm of torque, which provides a range of up to 150km on a single charge.

The electric drivetrain is fitted to a standard 3.4m wheelbase Fuso Canter cab chassis, meaning customers and bodybuilders work with the same, familiar 750mm wide frame.

A standard CCS2 plug is used for charging, with downtime minimised with DC fast charge capability that has the battery at 80% capacity in less than one hour.

Meanwhile, parent company Mitsubishi Fuso has unveiled the next generation eCanter featuring an expanded line-up of applications plus a new modular battery concept offering different driving ranges.

The company presented the latest model of the truck in a September 7 livestream from its headquarters in Kawasaki, Japan.

It follows five years of operational experience in Europe, North America, Australia, and New Zealand since its launch in 2017 as the first series-produced all-electric light-duty truck.

Sales of the next generation eCanter are scheduled in early 2023 in Japan and it will launch in overseas markets in coming years.

Childs says it's too early to say when the latest models might arrive in NZ and Australia.

"Whatever the timing, we'll undertake a local validation programme in our unique conditions to ensure a seamless introduction."



TOYOTA COROLLA CROSS LIMITED HYBRID

Price: \$48,990
Engine: 2.0-litre four-cylinder Atkinson cycle petrol electric hybrid
Transmission: CVT
Power: 135kW
Torque: 190Nm
Economy: 4.8 litres/100km
CO2 Emissions: 107 grams/km
Kerb Weight: 1480kg

COROLLA CROSSES BACK TO THE FUTURE

WORDS & PICTURES:
ROBERT BARRY

Many fleet and rental customers have been disappointed by the current Toyota Corolla, particularly the hatchback's cargo capacity.

Toyota has answered their criticism with the Corolla Cross SUV.

During the media launch of the Corolla Cross, Toyota New Zealand's vehicle, logistics and franchise development general manager **Steve Prangnell** said he believes it will quickly become the top-selling Corolla model.

It's not the first time Toyota has produced a higher-riding Corolla-based crossover with the option of all-wheel drive (AWD).

Between 1982 and 2000 it sold the Corolla Sprinter Carib which was produced as a lifestyle-focused vehicle in various generations.

Thanks to the global pandemic the Corolla Cross lands in New Zealand more than two years after launch in Thailand and more than a year after launch in Japan.

The Corolla Cross' raised ride height, ample boot space, 750kg tow capacity and front-wheel drive (FWD) hybrid

powertrain in the choice of GX, GXL and Limited grades will attract the fleet buyer. The AWD variant is available exclusively in Limited specification.

THE NUMBERS

Toyota Driveaway pricing (TDP) is \$41,990 for the GX, \$44,990 for the GXL, \$48,990 for the Limited and \$51,990 for the Limited AWD. TDP includes WoF, registration, a full tank of fuel, the Toyota Care Service Advantage fixed price servicing package, floor mats, and a three-year or 100,000km warranty.

All Corolla Crosses are eligible for Clean Car Rebate ranging between \$3108.97 and \$2851.21.

The 2.0-litre petrol hybrid electric engine with E-CVT transmission, produces 135kW total system output which is higher than the Corolla Hatch and Wagon.

The Limited AWD features Toyota's E-Four all-wheel drive system, adding a second motor on the rear axle for increased capability.

Fuel consumption quoted for the FWD models is 4.8 litres/100km and 4.9l/100km for the Limited AWD. The

CO2 emissions are quoted at 107 grams/km for the FWDs and 112gm/km for the AWD Limited.

INSIDE AND OUT

The entry level GX has fabric interior trim, an eight-inch colour touchscreen display, single-zone climate control, and a six-speaker sound system.

The GXL grade provides a 10.5-inch touchscreen display, satellite navigation, softer-touch interior, dual-zone climate control, and combination fabric and synthetic leather upholstery.

It also gets LED foglights, sequential front indicators, and premium rear combination lights. Both the GX and GXL grades have a seven-inch colour multi-information display.

All Corolla Crosses have wireless Apple Carplay, and Apple Carplay and Android Auto via USB as standard.

The Limited offers adds leather accented seating, front seat heaters and steering wheel heater, a JBL sound system, Qi wireless charging, a 12.3-inch full digital meter, and a panoramic roof.

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It runs on larger wheels – 18-inch dark grey and machined alloys, compared to 17-inch silver alloys on the GX and GXL.

Body colour choices are: Glacier White (GX only), Tensile Silver, Eclipse, Ruby, and Blue Crush. The GXL and Limited will be available in Frosted White, Cement Grey, and Safari Green as well.

SAFETY

The new model is built on the TNGA – C platform, alongside the other Corolla models. MacPherson struts are used for the front suspension on all models while at the rear the front-wheel drives feature a newly developed Torsion beam rear suspension.

The AWD Limited's rear suspension is a trailing arm double wishbone set-up that allows the right- and left-rear wheels to move independently and provides advantages in handling stability and ride comfort.

All models have the latest iteration of the Toyota Safety Sense suite, which includes Pre-Collision Safety system with AEB for vehicles, pedestrians, bicycles, and motorcycles.

It has Intersection Turn Assist and Emergency Steering Assist. The package also includes Blind Spot Monitor and Rear Cross Traffic Alert.

The GXL adds a Parking Support Brake with four front and four rear parking sensors, and for the Limited, the Toyota Teammate (Advanced Park) provides automatic parking.

A Panoramic View Monitor system is also part of the GXL specification and



the Limited adds an underfloor view to the system.

THE DRIVE

FleetTalk spent more than a week with a Corolla Cross FWD Limited which offers a generous specification, particularly its very smart camera system which gives additional confidence when parking in tight spaces.

We weren't quite so fussed with the Toyota Teammate advanced automatic parking system which seemed a bit slow to react and a bit clunky in operation, but this was a minor critique in what was otherwise a very good package.

Another quibble is the necessity of a panoramic glass roof in the Limited which doesn't open, but thankfully has a full-sized internal blind to protect the interior on a sunny day.

Toyota makes very competent fleet- and family-friendly cars and the Corolla Cross is no exception. It's simple and easy to use, and has an intuitive touchscreen, a perky powertrain, confident handling, and more than



enough room for four to five people and their weekend luggage. You can't say the same about the Corolla hatch.

If you've driven any of the other Toyota Hybrid models, you'll feel right at home in the Corolla Cross, it behaves in exactly the same manner as its petrol-electric siblings.

OUR VIEW

Although later to market than ideal, the Corolla Cross is an important car for Toyota in New Zealand, offering fleets another option which fits comfortably between its smaller C-HR and larger RAV4.

It's a gap in the market which Toyota created inadvertently as successive generations of the RAV4 grew from a compact SUV in 1995 to a large one in 2022.

Once upon a time the 2.0-litre four-cylinder wagon was the foundation of the New Zealand company car fleet, beloved of sales reps and territory managers. Now thanks to Toyota and its hybrid technology we're crossing back to the future in exactly that.



SSANGYONG RHINO SPR 4X4

Price: \$51,990
Engine: 2.2-litre four-cylinder turbodiesel
Transmission: Six-speed automatic
Power: 133kW

Torque: 420Nm
Economy: 10.3 litres/100km
CO2 emissions: 269 grams/km



THE LONG AND THE SHORT OF IT

WORDS & PICTURES:
ROBERT BARRY

In spite of the distributors' best efforts the SsangYong brand is a relative minnow in the New Zealand market.

But it offers a range of fleet-friendly vehicles and none more so than the Rhino double cab Ute which shares much of its design and technology with the Rexton SUV.

In South Korea and some overseas markets this ute is called the Musso, which directly translates as Rhino in Korean.

But rather than explaining that to customers, importer Great Lake Motor Distributors decided to use the anglicised name in New Zealand.

So, the SsangYong Musso and its larger sibling the SsangYong Musso Grande which has a longer tray are known locally as the Rhino and Rhino XL.

Uniquely, it's the only double cab ute in the New Zealand market which is available ex-factory with two tray lengths. The Rhino SPR 4x4 auto as reviewed here is 5095mm long with a deck length of 1300mm but its elongated sibling the Rhino SPR 4x4 XL is 5405mm in length with a deck length of 1610mm.

The Rhino SPR offers a load area of 1011 litres and the XL with its extra 300mm of bed length, provides a load volume of 1262 litres, almost 25% more.

The load deck has a durable fitted load liner, a 12V/120W power outlet and rotating hooks to help tie down loads.

To further enhance its load and towing capacity the SPR XL has a leaf spring rear suspension for a 1025kg payload while the standard version features a five-link rear suspension which SsangYong says is preferred for off-road operation.

THE DRIVE

The Rhino SPR is powered by the same 2.2-litre four-cylinder turbodiesel engine found in the Rexton.

Maximum power is 133kW at 4000rpm and a maximum torque of 400Nm is available from 1400rpm. The gearbox is a six-speed Aisin automatic.

It has a selectable 4x4 system. Power is delivered permanently to the rear wheels, with front-wheel drive dialled in electronically as required, with high and low ratios available as conditions demand.

The system includes hill descent

control and hill start assist to provide grip and traction off-road.

Italian design house and coachbuilder Pininfarina tuned the Rhino to ensure low levels of noise, vibration and harshness (NVH) by fitting large rubber engine mount and eight body mounts in the vehicle's body on frame construction.

Polyester wheelarch linings reduce road noise, the engine bay includes better sealing to improve sound-, dust- and waterproofing.

Wind noise is reduced by fourfold door sealing and aerodynamically designed wiper blades.

The result is a double cab ute that behaves like a family SUV.

It's a surprisingly refined drive for a vehicle that's designed to do double duty as a workhorse and family hauler. The diesel engine is remarkably quiet yet has more than adequate power to get off the line smartly thanks to the low-down torque.

And the comfortable quality of the ride and responsive handling is more car-like than many other vehicles in this category.

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INSIDE

The Rhino SPR is well equipped, and as well as offering good shoulder- and legroom up front, the second row of seats is designed for three passengers to travel comfortably in ample space.

The Nappa leather upholstery adds a touch of luxury to the ambience of the cabin with ventilated and heated seats for the driver and front passenger and a heating function for the two rear outboard-mounted seats.

All models feature an advanced eight-inch infotainment system that includes AM/FM radio with Bluetooth connectivity; Apple CarPlay and Android Auto are standard on the SPR.

Other standard features include an adjustable tilt and telescopic steering wheel, electric windows, cruise control, central door-locking, and air-conditioning with fine dust filters.

The Rhino SPR also comes with front and rear cameras providing 360 degree around-view monitoring which helps parking.

Overall the design of the cabin and instrumentation is conventional yet well executed.

The touch-screen and the controls are fairly intuitive and easy to use. There are plenty of storage spaces, and in spite of the conventional handbrake lever, there is a decently sized centre console between the two front seats.

EXTERIOR DESIGN

SsangYong introduced styling upgrades to the Rhino for the 2021 model year with new front end and wheel designs.



The styling gives the vehicle a bold and muscular stance and adopts the purposeful front-end design of all new SsangYongs.

The grille spans the horizontal breadth of the front and harmonises with the bumper. On the side and rear, the character lines connect with the integrated LED headlights and radiator grille and the rear combination lights.

New black 18-inch alloy wheels plus a dark treatment to the door handles, mirrors and beltlines enhance the ute's on-street presence.

There is a choice of five body colours: Grand White, Marble Grey as pictured here, Space Black, Atlantic Blue, and Indian Red.

SAFETY

As well as six airbags the Rhino SPR has autonomous emergency braking (AEB), forward collision warning (FCW), blindspot detection (BSD), lane change assist (LCA), and rear cross traffic alert (RCTA).

It also offers front vehicle start warning (FVSW), lane departure warning (LDW), and smart high beam (SHB).

SsangYong says the high-strength steel construction of its Quad-frame means the Rhino is stiffer than its competitors.

That was achieved by using 1.5Gpa-grade ultra-strength steel which improves body strength but reduces weight.

SsangYong says the Rhino also features impact absorbing elements in the steering wheel and steering column to minimise injuries from a frontal collision.

The structure and materials employed in the front of the body are designed to improve pedestrian safety.

OUR VIEW

As double cab utes like the Ford Ranger, Toyota Hilux, Nissan Navara, and Mitsubishi Triton become more and more upmarket and more and more expensive, challenger brands SsangYong, LDV and GWM are occupying the space left behind.

Though it may not have the cachet of the Ranger or the Hilux, if you compare like with like the Rhino offers buyers a well specified and capable vehicle at a far more affordable price.



MITSUBISHI ECLIPSE CROSS VRX PHEV

Price: \$59,990

Engine: 2360cc petrol 4-cylinder, dual electric motors

Power: 94kW @ 4500rpm

Torque: 199Nm @ 4500rpm

Electric range: 55km

Transmission: CVT, AWD

Economy: 2.1 litres/100km

Tyres: P225/55 R18

Towing: 1500kg (braked), 750kg (unbraked)

Gross vehicle weight: 2430kg

Cargo volume: 359 litres/626 litres



THIRD IN MITSUBISHI'S BATTING ORDER

WORDS & PICTURES:
MATTHEW HANSEN

A car company's line-up can sometimes be a little like a cricket squad's batting order.

Each car is there to perform a task, ideally with each model complementing the others.

In Mitsubishi's case, its openers are clearly the Outlander and Triton, the former having led the company to a position where it could be the country's top passenger car brand by the end of the year.

Third in the order, a real Brendon McCullum type, used to be the ASX - a model eternally popular with fleets and still mightily popular today.

But, this year the ASX has been dropped down the batting order to fourth to make way for the Eclipse Cross. And we can thank the Clean Car Discount and a change in customer attitudes for that.

THE RANGE

Mitsubishi offers the Eclipse Cross in pure petrol forms starting at \$36,990 (the similarly sized ASX starts at nine grand less), but the nameplate's plug-in hybrids do the bulk of the heavy lifting.

The Eclipse Cross PHEV is available

in two trims, the \$52,990 XLS and the \$59,990 VRX pictured here.

Both are eligible for a Clean Car Discount rebate of \$5750, meaning one could sit on your driveway for well under 50 grand. Both are also exclusively four-wheel drive, unlike their petrol cousins.

It's worth noting that the Eclipse Cross PHEV has had a few recent price hikes, having been launched at \$49,990 for the XLS and \$57,990 for the VRX.

TECHNICAL

The plug-in Cross borrows its powertrain from the outgoing Outlander PHEV, meaning it makes use of a familiar 2.4-litre petrol four-cylinder paired to dual electric motors and good for 94kW and 199Nm.

This is paired to a 13.8kWh battery, helping the Eclipse Cross achieve a quoted 55km pure electric range.

Charging comes via a Type 2 AC port for home charging and a Chademo plug for public charging. Chademo remains a popular choice among Japanese brands, but is expected to be phased out in the long term in favour of CCS fixtures.

The system comes with a 3.7kW AC

limit, meaning a full charge at home will take seven hours on an old-school three-pin plug or four hours via a 7kW wallbox.

Meanwhile, its somewhat meagre 22kW DC charging capacity means it can charge from empty to 80% in around 25 minutes.

Launching in 2018 as Mitsubishi's freshest-faced model against a backdrop of ageing peers, the Eclipse still manages to feel mostly fresh thanks to its future-focused PHEV powertrain and a helpful mid-life facelift implemented last year.

The Eclipse sits one weight division south of the Outlander, being 165mm shorter in length and 57mm narrower. Its wheelbase is a little more comparable, shrinking by just 36mm. This means a little less compromise when it comes to second-row legroom.

THE DRIVE

Drivers familiar with either the outgoing or current Outlander PHEV will note that the smaller Eclipse picks up most of the same habits.

The electrified powertrain is mostly silent (unless you're out of juice), while also being deceptively quick thanks to the instant torque.

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I say deceptive because the Eclipse's 94kW/199Nm outputs are paltry on paper. In reality, it's more than capable of getting out of its own way and holding its own.

Drivers are unlikely to come close to Mitsubishi's quoted 55km pure EV range. A number in the low 30km window is much more likely.

Equalling the brand's 2.1 litres/100km economy is far more reachable. In our week with the model, the petrol needle barely shifted from full.

Mitsubishi clearly prioritises comfort with all its core SUV offerings. Like the Outlander, the Eclipse Cross rides extremely softly.

Perhaps too soft in some cases, with wobbly rebound being an occasional bugbear when coming off big speed bumps or evading potholes.

It generates a surprising amount of wind roar, and its attractive tapered glasshouse and generous C-pillar mean it's not quite as easy to see out of as the Outlander.

Still for the most part, the Eclipse is mighty comfy and pleasant in daily commuting duty. Few in this size class can boast the same levels of muted refinement since few offer a similar level of electrification.



INSIDE

The Eclipse Cross' cabin is starting to show its age, particularly when compared to its Outlander stablemate.

Its eight-inch touchscreen would appreciate an upgrade. Ditto for its grainy reverse camera.

Still, it's worth underlining that in typical Mitsubishi fashion, things all work fairly well.

Regular "if it ain't broke" preachers will be more than happy inside the Eclipse. The conventional button layout is a breeze to grasp, and both the dash and door cards are chock full of soft-touch finishes.

Second row passengers are reasonably well looked after with handy levels of legroom and headroom. In this



VRX trim, they even get heated rear seats on the flanks, a feature normally reserved for proper premium competitors.

Boot space takes a bit of a hit, dropping from 405 litres in pure petrol models to 359 in the PHEV. This is thanks to an elevated floor that makes room for the battery and a charger cable storage cubby.

OUR VIEW

Mitsubishi has sold plenty of Eclipse Cross PHEVs in 2022 for good reason.

It's a vehicle without many real peers beyond its Outlander big brother, and the presence of a tried-and-true petrol component makes it an attractive proposition for people wanting to dip their toes in the electrification movement.





MERCEDES-BENZ EQB 350 4MATIC

Price: \$109,900
Engine: Dual motors
Battery: 66.5kWh
Power: 215kW

Torque: 520Nm
Range: 360km (WLTP)
Economy: 20.0kWh/100km
Tyres: 235/45 R20

EQB MERC UPS ANTE IN EV MARKET

WORDS & PICTURES:
MATTHEW HANSEN

As the electric vehicle market begins to mature and more entrants arrive, we're starting to see key price segments take shape.

Thought the affordable sub-40k EV is still a flight of fancy, there's an emerging battle for supremacy in the 50 to 60 grand group.

And inevitably there are also a bunch of cars clashing at the top end of the 80 grand Clean Car Discount threshold.

There's also a fascinating assortment of premium SUVs priced north of \$100,000. BMW has its \$118,900 iX3, Audi has the \$151,500 e-tron, Jaguar's I-Pace starts at \$159,900, and there's also the premium-adjacent Tesla Model Y Performance. There's more coming too, like the Q4 e-tron and Polestar 3.

If anyone owns the space now, it's Mercedes-Benz. With the arrival of the EQB it now has three dedicated premium plug-in SUVs covering a wide footprint.

For the Goldilocks shoppers among us, the EQB's balance between the EQA and EQC may be just right, blending dimensions similar to the latter's with an available seven-seater layout and a

friendlier sticker price.

In this case, just right doesn't exactly fall perfectly between the EQA and EQC. The EQB is based on the A's MFA 2 platform, which happens to underpin its direct petrol-sipping cousin, the GLB.

Entry-level EQBs get the A's powertrain, while the 350 4Matic flagship, featured here, cops dual motors and all-wheel drive.

It all looks very tempting on paper, especially when you consider the pricing of all the aforementioned premium names and realise that this dual-motor, all-wheel drive 350 undercuts them all with its \$109,900 sticker price. Save for that pesky Tesla, anyway.

The 350's dual motors produce 215kW and 520Nm, which is good enough for it to hit 100km/h in 6.2 seconds according to Mercedes.

A 66.5kWh battery is shared by the 250 and the 350, with the 350's range rated for 360km on the WLTP cycle.

Neither of these figures is particularly outstanding, particularly with the number of EVs claiming they can do

more than 400km.

In practice, the 350 feels quicker than an SUV of its size and demeanour ought to. On range, we expect most drivers would be able to extract more than 300km from a full battery.

There's another issue to address. The seven-seat arrangement, very much something that's in demand locally, can only be had in the single-motor 250 grade.

Given that the 250 uses exactly the same powertrain as the smaller and lighter EQA, it's no surprise that it's quite sluggish. That's especially true when contrasted with the 350's straight-line capabilities.

The gulf between the two grades in performance is large enough (and the \$10,000 price gap small enough) that I have a hard time recommending the 250. Not offering seven seats in the 350 is a grand opportunity missed.

Still, there's more to the EQB than its seating arrangement.

For one, its carryover interior is excellent. The dashboard and dual 10.25-inch screen layout should be very familiar by now, and there's little

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wrong with that when the fixtures and surfaces are of such solid quality.

Admittedly there are some minor niggles. Some of the plastics and switchgear feel a little cheap, and the lack of wireless Android Auto or Apple CarPlay feels a little last-generation.

The level of standard kit is reasonably generous. Apple CarPlay, Android Auto, dual-zone climate, radar cruise, active lane keep assist, active blindspot assist, park assist and a 360-degree camera are all standard.

Inevitably there are a few features locked behind optional extra packages, but most are fairly sensible, like leather upholstery and Burmester audio.

Credit where it's due, too. Mercedes has given the entry-level 250 almost all the same tech kit as the 350.

If you're worried that all the EQA hand-me-downs mean the EQB is similarly proportioned on the inside, don't be.

There's an extra 100mm between its wheels, with most of that leading to much improved second row legroom.

If you're particularly tall, your ride might be impacted by the EQB's quite tall floor (shifted to accommodate the battery underneath), but most passengers will be fine.

The EQB's boxy shape helps facilitate one of the most open glasshouses of any contemporary SUV, making this



cabin one of the most open and airy in class. All up, it's a pleasant, tech-filled place to be.

The much-hyped third row seats (again, not present here) are fairly typical for the space, insofar as they're really only suited for children.

Nevertheless, they're a handy extra for tackling the Saturday morning soccer run. They also don't compromise boot space; seven-seater models have 130 litres/670 litres with the third row in place or lowered, respectively, while five-seaters can house 650 litres with the second row up.

The EQB can't claim to move the needle in the electric vehicle space. It is a well-rounded, competent, Mercedes product that slides into the three-pointed star's line-up seamlessly. Buyers who looked at the EQA and



wanted a little more oomph and practicality will be more than happy behind the wheel of one of these.

I just wish they could've given it those extra seats.

NEW VEHICLE SALES BY BUYER TYPE
OCTOBER 2022

	MONTH	YTD
PASSENGER - BUSINESS		
TOYOTA RAV4	311	2085
MITSUBISHI OUTLANDER	256	2,600
FORD EVEREST	125	696
MAZDA CX-5	120	1,233
MITSUBISHI ECLIPSE CROSS	113	834
KIA SPORTAGE	101	752
FORD PUMA	71	254
MG ZS	67	550
MITSUBISHI ASX	59	709
HAVAL H6	58	313
HYUNDAI KONA	57	772
SUZUKI SWIFT	56	730
TESLA MODEL Y	54	673
MG HS	47	300
TOYOTA COROLLA CROSS	47	101
SUBARU OUTBACK	45	448
KIA SORENTO	43	428
HYUNDAI TUCSON	38	456
TOYOTA HIGHLANDER	35	686
TOYOTA COROLLA	34	623
OTHER	1593	20,250
TOTAL	3330	35,493
PASSENGER - GOVERNMENT		
MITSUBISHI ECLIPSE CROSS	72	242
TOYOTA RAV4	51	232
SKODA SUPERB	45	443
HYUNDAI IONIQ	38	377
HYUNDAI KONA	34	369
MITSUBISHI OUTLANDER	34	250
SUZUKI SWIFT	21	246
TOYOTA COROLLA	17	157
SKODA KODIAQ	11	39
KIA NIRO	9	23
OTHER	34	738
TOTAL	366	3116
PASSENGER - RENTAL		
TOYOTA COROLLA	401	984
MITSUBISHI OUTLANDER	397	1855
SUZUKI SWIFT	179	416
TOYOTA RAV4	133	1076
KIA SPORTAGE	122	242
TOYOTA YARIS CROSS	116	400
NISSAN X-TRAIL	94	209
KIA SORENTO	93	308
KIA CARNIVAL	89	236
HYUNDAI TUCSON	73	163
OTHER	698	4,917
TOTAL	2395	10,806

NEW VEHICLE SALES BY BUYER TYPE
OCTOBER 2022

	MONTH	YTD
LIGHT COMMERCIAL - BUSINESS		
FORD RANGER	1120	6,697
TOYOTA HILUX	435	5,954
MITSUBISHI TRITON	167	3,482
ISUZU D-MAX	85	1,281
NISSAN NAVARA	73	1,314
FORD TRANSIT	50	260
TOYOTA HIACE	49	1162
HYUNDAI STARIA LOAD	42	370
MAZDA BT-50	39	540
RAM 1500	38	256
GREAT WALL GWM CANNON	32	371
VOLKSWAGEN AMAROK	29	191
LDV T60	22	427
MITSUBISHI EXPRESS	22	439
VOLKSWAGEN CRAFTER	18	92
LDV G10	17	387
RENAULT MASTER	16	80
LDV DELIVER 9	13	330
MERCEDES-BENZ SPRINTER	13	160
CHEVROLET SILVERADO 1500	12	98
OTHER	79	1343
TOTAL	2371	25,234
LIGHT COMMERCIAL - GOVERNMENT		
TOYOTA HILUX	70	343
FORD RANGER	19	269
MITSUBISHI TRITON	18	618
MERCEDES-BENZ VITO	15	16
FORD TRANSIT	12	24
RENAULT MASTER	4	4
TOYOTA HIACE	2	113
ISUZU D-MAX	1	86
LDV EDELIVER 9	1	2
LDV G10	1	2
OTHER	0	109
TOTAL	143	1586
LIGHT COMMERCIAL - RENTAL		
MERCEDES-BENZ SPRINTER	65	260
TOYOTA HILUX	57	449
TOYOTA HIACE	36	91
FORD RANGER	33	71
MITSUBISHI TRITON	8	263
VOLKSWAGEN CRAFTER	4	4
FORD TRANSIT	0	3
GREAT WALL GWM CANNON	0	5
GREAT WALL STEED	0	0
HYUNDAI STARIA LOAD	0	30
OTHER	0	77
TOTAL	203	1253

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

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

PRICELIST		
MODEL	ENGINE	PRICE
M850i xDrive Gran Coupe	4.4 TwinPower Twin Turbo 8-cylinder petrol	\$276,900
M8 Competition Coupe	4.4 M TwinPower Turbo 8-cylinder petrol engine	\$347,900
M8 Competition Gran Coupe	4.4 M TwinPower Turbo 8-cylinder petrol engine	\$341,900
M40i Roadster	3.0 TwinPower Twin Turbo 6-cylinder petrol	\$139,900
CITROEN		
<i>For more information on Citroen's fleet offerings visit www.citroen.co.nz to find your local Citroen Dealer and their Fleet Specialist will be able to assist you further.</i>		
C3	1.2L PureTech 110 EAT6	\$32,990.00
NEW C3 AIRCROSS SUV	1.2L PureTech 110 EAT6	\$39,990.00
NEW C4	1.2L PureTech 155 EAT8	\$42,990.00
C5 AIRCROSS SUV	1.6L PureTech 180 EAT8 S&S	\$54,990.00
FORD		
<i>For more information on Ford's fleet offerings visit www.ford.co.nz to find your local Ford Dealer and their Fleet Specialist will be able to assist you further.</i>		
Fiesta	1.5L ST Hatch	(Manual) \$39,990.00
Fiesta	1.5L ST Hatch	(Manual) \$41,990.00
Focus (2021.75MY)	1.5L Active Hatch Petrol, 8AT	\$37,990.00
Focus (2021.75MY)	1.5L ST-Line X Petrol, 8AT	\$42,990.00
Focus (2021.75MY)	2.3P ST Hatch Petrol, 7AT	\$59,990.00
Focus MHEV (2022.50MY)	1.0L Active MHEV Hatch Petrol, 8AT	\$38,490.00
Focus MHEV (2022.50MY)	1.0L ST-Line X MHEV Petrol, 8AT	\$42,990.00
Focus MHEV (2022.50MY)	2.3P ST Hatch Petrol, 7AT	\$59,990.00
Mustang (2021.50MY)	High Performance 2.3L Fastback	\$67,990.00
Mustang (2021.50MY)	5.0L GT Fastback	\$82,990.00
Mustang (2021.50MY)	5.0L GT Convertible	\$87,990.00
Mustang (2022.25MY)	High Performance 2.3L Fastback	\$69,990.00
Mustang (2022.25MY)	5.0L GT Fastback	\$84,990.00
Mustang (2022.25MY)	5.0L GT Convertible	\$89,990.00
Puma	1.0L Titanium Petrol, 7SP, AT	\$35,490.00
Puma	1.0L ST-Line Petrol, 7SP, AT	\$38,490.00
Puma MHEV (2022.5)	1.0L Titanium MHEV Petrol, 7SP, AT	\$35,990.00
Puma MHEV (2022.5)	1.0L ST-Line MHEV Petrol, 7SP, AT	\$38,990.00
Escape	2.0L EcoBoost, Petrol, 8AT, FWD	\$42,990.00
Escape	2.0L ST-LINE, Petrol, 8AT, FWD	\$47,990.00
Escape	2.0L ST-LINE, Petrol, 8AT, AWD	\$50,990.00
Escape	2.0L EcoBoost ST-Line X, Petrol, 8AT, AWD	\$55,990.00
Escape	2.5L PHEV, Petrol, CVT, FWD	\$60,990.00
Escape	2.5L PHEV ST-Line X, Petrol, CVT, FWD	\$66,990.00
Everest	2.0L BiTurbo Sport AWD Diesel	\$75,490.00
Everest	2.0L BiTurbo Titanium AWD Diesel	\$80,490.00
Ranger (2021.25MY)	4x2 XL Single Chassis Cab 6AT, 3.2L	\$43,190.00
Ranger (2021.25MY)	4x2 XLT Double Cab Wellside, 6AT, 3.2L	\$52,990.00
Ranger (2021.25MY)	4x2 FX4 Double Cab Wellside 10AT, 2.0L Bi-Turbo	\$56,990.00
Ranger (2021.25MY)	4x4 XL Single Chassis Cab 6AT, 3.2L	\$51,690.00
Ranger (2021.25MY)	4x4 XL Super Chassis Cab, 6AT, 3.2L	\$57,690.00
Ranger (2021.25MY)	4x4 XL Super Cab Wellside 6AT, 3.2L	\$59,190.00

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

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

PRICELIST		
MODEL	ENGINE	PRICE
All-new Tucson	1.6 GDi Turbo Plug-in Hybrid Elite A6 AWD	\$89,990
New Santa Fe	2.5 MPi A6 AWD 7S	\$62,990
New Santa Fe	2.2R CRDi DCT8 AWD 7S	\$69,990
New Santa Fe	2.5 MPi Elite A6 AWD 7S	\$73,990
New Santa Fe	2.2R CRDi Elite DCT8 AWD 7S	\$80,990
New Santa Fe	2.5 MPi Limited A6 AWD 7S	\$82,990
New Santa Fe	3.5 V6 MPi Limited A8 2WD 7S	\$82,990
New Santa Fe	1.6 GDi Turbo Hybrid A6 AWD 7S	\$88,990
New Santa Fe	2.2R CRDi Limited DCT8 AWD 7S	\$89,990
New Santa Fe	1.6 GDi Turbo Hybrid Elite A6 AWD 7S	\$99,990
New Santa Fe	1.6 GDi Turbo Plug-in Hybrid Elite A6 AWD 7S	\$109,990
Palisade	3.8 V6 GDi Elite A8 2WD 8S	\$99,990
Palisade	2.2R CRDi Elite A8 AWD 8S	\$106,990
Palisade	3.8 V6 GDi Limited A8 2WD 7S	\$107,990
Palisade	2.2R CRDi Limited A8 AWD 7S	\$114,990
Palisade (with Nappa Leather)	2.2R CRDi Limited A8 AWD 7S	\$119,990
ISUZU		
<i>For more information on Isuzu's fleet offerings visit www.isuzu.co.nz to find your local Isuzu Dealer and their Fleet Specialist will be able to assist you further.</i>		
MU-X SUV	MU-X LS-T 4WD Automatic	\$80,990
D-Max Single Cab Chassis	LX 4WD Manual	\$52,990
D-Max Single Cab Chassis	LX 4WD Automatic	\$54,990
D-Max Space Cab Chassis	LX 4WD Manual	\$55,990
D-Max Space Cab Chassis	LX 4WD Automatic	\$57,990
D-Max Double Cab	LX 2WD Automatic	\$49,990
D-Max Double Cab	LX 4WD Manual	\$59,990
D-Max Double Cab	LX 4WD Automatic	\$61,990
D-Max Double Cab	LS-M 4WD Manual	\$61,990
D-Max Double Cab	LS-M 4WD Automatic	\$63,990
D-Max Space Cab	LS 4WD Automatic	\$66,990
D-Max Double Cab	LS 2WD Manual	\$54,490
D-Max Double Cab	LS 2WD Automatic	\$56,490
D-Max Double Cab	LS 4WD Manual	\$65,990
D-Max Double Cab	LS 4WD Automatic	\$67,990
D-Max Double Cab	X-Terrain 4WD Automatic	\$75,490
JEEP		
<i>For more information on Jeep's fleet offerings visit jeep.co.nz to find your local Jeep Dealer and their Fleet Specialist will be able to assist you further.</i>		
JEEP GRAND CHEROKEE L Night Eagle	3.6L V6 Petrol 8 Speed Auto 4 x 4	\$99,990
JEEP GRAND CHEROKEE L Limited	3.6L V6 Petrol 8 Speed Auto 4 x 4	\$104,990
JEEP GRAND CHEROKEE L Summit Reserve	3.6L V6 Petrol 8 Speed Auto 4 x 4	\$134,990
JEEP GRAND CHEROKEE Limited 4 x 4	3.6L V6 Petrol 8 Speed Auto	\$85,990
JEEP GRAND CHEROKEE Limited 4 x 4	3.0L V6 CRD 8 Speed Auto	\$92,990
JEEP GRAND CHEROKEE Trailhawk 4 x 4	3.0L V6 CRD 8 Speed Auto	\$102,990
JEEP GRAND CHEROKEE Overland 4 x 4	5.7L V8 Petrol 8 Speed Auto	\$99,990
JEEP GRAND CHEROKEE Overland 4 x 4	3.0L V6 CRD 8 Speed Auto	\$104,990
JEEP GRAND CHEROKEE SRT 4 x 4	6.4L Hemi V8 Petrol 8 Speed Auto	\$129,990
JEEP JL WRANGLER (2 DOOR) Rubicon	3.6L V6 Petrol 8 Speed Auto	\$98,990

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

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

PRICELIST		
MODEL	ENGINE	PRICE
MGZS CVT 1.5L VIBE	MY21 MGZS CVT 1.5 VIBE	\$29,990
MGZST-1.3T EXCITE	MY21 MGZS 6AT 1.3T EXCITE	\$31,990
MGZST-1.3T ESSENCE	MY21 MGZS 6AT 1.3T ESSENCE	\$34,990
MGEV EXCITE	MY21 MGEV EXCITE 5DR SUV	\$49,990
MGEV ESSENCE	MY21 MGEV ESSENCE 5DR SUV	\$52,990
MGHS-7DCT-VIBE	MY21 MGHS 1.5T VIBE 5DR SUV	\$33,990
MGHS-7DCT-EXCITE	MY21 MGHS 1.5T EXCITE 5DR SUV	\$36,990
MGHS-7DCT-ESSENCE	MY21 MGHS 1.5T ESSENCE 5DR SUV	\$40,990
MGHS-7DCT-FWD-ANFIELD	MY21 MGHS 1.5T ANFIELD 5DR SUV	\$41,990
MGHS-6DCT-4WD-EXCITE X	MY21 MGHS 2.0T EXCITE 5DR SUV	\$43,990
MGHS-6DCT-4WD-ESSENCE X	MY21 MGHS 2.0T ESSENCE 5DR SUV	\$47,990
HS Plus EV	MY21 MGHS Plus EV EXCITE 5DR SUV	\$50,990
HS Plus EV	MY21 MGHS Plus EV ESSENCE 5DR SUV	\$54,990
MAZDA		
For more information on Mazda's fleet offerings visit https://www.mazda.co.nz/find-a-dealer/ to find your local Mazda Dealer and their Fleet Specialist will be able to assist you further.		
MAZDA2	Mazda2 1.5 Hatch SP15 Blackout 6AT	\$27,990
MAZDA2	Mazda2 1.5 Hatch GSX 6AT	\$29,290
MAZDA2	Mazda2 1.5 Hatch Limited 6AT	\$31,590
MAZDA3	Mazda3 2.0 Sedan GSX 6AT	\$37,990
MAZDA3	Mazda3 2.5 Sedan Limited 6AT	\$49,990
MAZDA3	Mazda3 2.0 Hatch GSX 6AT	\$37,990
MAZDA3	Mazda3 2.0 Hatch MHEV SP20 Blackout 6AT	\$39,990
MAZDA3	Mazda3 2.5 Hatch GTX 6AT	\$42,090
MAZDA3	Mazda3 2.5 Hatch Limited 6AT	\$49,990
MAZDA3	Mazda3 2.0X Hatch MHEV Takami 6AT	\$53,190
MAZDA6	Mazda6 2.5T Sedan Turbo Petrol Takami 6AT	\$58,895
MAZDA6	Mazda6 2.5 Wagon Petrol GSX 6AT	\$48,495
MAZDA6	Mazda6 2.5T Wagon Turbo Petrol Takami 6AT	\$59,895
MX-5	MX-5 2.0 Roadster GT 6MT	\$55,390
MX-5	MX-5 2.0 RF Limited 6MT	\$55,390
MX-5	MX-5 2.0 RF Limited 6AT	\$56,890
CX-3	CX-3 2.0 FWD Petrol GLX 6AT	\$33,290
CX-3	CX-3 2.0 FWD Petrol GSX 6AT	\$38,090
CX-3	CX-3 2.0 FWD Petrol GSX Leather 6AT	\$40,090
CX-3	CX-3 2.0 FWD Petrol Limited 6AT	\$42,290
CX-30	CX-30 2.0 FWD Petrol GSX 6AT	\$42,790
CX-30	CX-30 2.0 FWD Petrol MHEV SP20 Blackout 6AT	\$44,790
CX-30	CX-30 2.5 AWD Petrol GTX 6AT	\$46,490
CX-30	CX-30 2.5 AWD Petrol Limited 6AT	\$52,190
CX-30	CX-30 2.0X AWD Petrol MHEV Takami 6AT	\$56,190

PRICELIST		
MODEL	ENGINE	PRICE
MX-30	MX-30 2.0 FWD Petrol MHEV Limited 6AT	\$47,190
MX-30	MX-30 35.5kWh FWD BEV Takami 6AT	\$74,990
CX-5	CX-5 2.0 FWD Petrol GLX 6AT	\$42,690
CX-5	CX-5 2.0 FWD Petrol GSX 6AT	\$45,190
CX-5	CX-5 2.5 AWD Petrol GSX 6AT	\$48,390
CX-5	CX-5 2.2 AWD Diesel GSX 6AT	\$51,390
CX-5	CX-5 2.5 AWD Petrol Limited 6AT	\$58,190
CX-5	CX-5 2.5T AWD Turbo Petrol SP25T 6AT	\$61,690
CX-5	CX-5 2.5T AWD Turbo Petrol Takami 6AT	\$64,690
CX-8	CX-8 2.2 AWD Diesel GSX 6AT	\$57,590
CX-8	CX-8 2.2 AWD Diesel Takami 6AT	\$67,390
CX-9	CX-9 2.5T AWD Petrol GSX 6AT	\$61,590
CX-9	CX-9 2.5T AWD Petrol Limited 6AT	\$68,590
CX-9	CX-9 2.5T AWD Petrol Takami 6AT	\$72,490
BT-50	BT-50 2WD Double Cab GSX W/S 6AT	\$48,690
BT-50	BT-50 2WD Double Cab GTX W/S 6AT	\$52,690
BT-50	BT-50 2WD Double Cab Limited W/S 6AT	\$55,190
BT-50	BT-50 4WD Double Cab GSX W/S 6AT	\$55,690
BT-50	BT-50 4WD Double Cab GTX W/S 6AT	\$59,690
BT-50	BT-50 4WD Double Cab Limited W/S 6AT	\$62,190
BT-50	BT-50 4WD Double Cab Takami W/S 6AT	\$68,690
MITSUBISHI		
For more information on Mitsubishi's fleet offerings visit www.mmnz.co.nz or contact the Customer Care Centre on 0800 54 53 52.		
Mirage	1193cc 58kW CVT	\$19,990
ASX 2.0P LS 2WD CVT	2.0 L DOHC MIVEC Petrol	\$27,990
ASX 2.0P XLS 2WD CVT	2.0 L DOHC MIVEC Petrol	\$31,990
ASX 2.4P VRX PETROL 2WD	2.4L DOHC MIVEC petrol	\$35,990
OUTLANDER 2.4P LS 2WD CVT	2.4L DOHC MIVEC Petrol	\$33,990
OUTLANDER 2.4P LS 4WD CVT	2.4L DOHC MIVEC Petrol	\$37,990
OUTLANDER 2.4P SPORT 4WD CVT	2.4L DOHC MIVEC Petrol	\$39,990
OUTLANDER 2.4P XLS 4WD CVT	2.4L DOHC MIVEC Petrol	\$39,990
OUTLANDER 2.4P VRX 4WD CVT	2.4L DOHC MIVEC Petrol	\$45,990
OUTLANDER 2.3D XLS 4WD 6AT	2.3 L DOHC Intercooled Turbo Diesel	\$42,740
OUTLANDER 2.3D VRX 4WD 6AT	2.3 L DOHC Intercooled Turbo Diesel	\$48,990
2WD GLX DIESEL SINGLE CAB CHASSIS AUTO	2.4L D4 MIVEC Intercooled turbo diesel	\$33,990
2WD GLX DIESEL DOUBLE CAB AUTO	2.4L D4 MIVEC Intercooled turbo diesel	\$39,990
2WD GLXR DIESEL DOUBLE CAB AUTO	2.4L D4 MIVEC Intercooled turbo diesel	\$40,990
4WD GLX DIESEL SINGLE CAB CHASSIS AUTO	2.4L D4 MIVEC Intercooled turbo diesel	\$39,250
4WD GLX DIESEL CLUB CAB CHASSIS AUTO	2.4L D4 MIVEC Intercooled turbo diesel	\$41,990
4WD GLX DIESEL CLUB CAB WELL-SIDE AUTO	2.4L D4 MIVEC Intercooled turbo diesel	\$43,990
4WD GLX DIESEL DOUBLE CAB CHASSIS AUTO	2.4L D4 MIVEC Intercooled turbo diesel	\$42,990
4WD GLX DIESEL DOUBLE CAB AUTO	2.4L D4 MIVEC Intercooled turbo diesel	\$44,990

PRICELIST		
MODEL	ENGINE	PRICE
4WD GLXR DIESEL DOUBLE CAB AUTO	2.4L D4 MIVEC Inter-cooled turbo diesel	\$46,990
4WD GLS BLACK EDITION DIESEL DOUBLE CAB AUTO	2.4L D4 MIVEC Inter-cooled turbo diesel	\$48,990
4WD VRX DIESEL DOUBLE CAB AUTO	2.4L D4 MIVEC Inter-cooled turbo diesel	\$53,990
2WD VRX BLACK EDITION DIESEL DOUBLE CAB AUTO	2.4L D4 MIVEC Inter-cooled turbo diesel	\$45,990
ECLIPSE 1.5P TC XLS 2WD CVT	1.5L MIVEC Turbo Petrol	\$35,990
ECLIPSE 1.5P TC VRX 2WD CVT	1.5L MIVEC Turbo Petrol	\$41,990
ECLIPSE 1.5P TC XLS AWD CVT	1.5L MIVEC Turbo Petrol	\$38,990
ECLIPSE 1.5P TC VRX AWD CVT	1.5L MIVEC Turbo Petrol	\$44,990
PAJERO SPORT 2.4D VRX 4WD 8AT	2.4 L DID MIVEC Inter-cooled Turbo Diesel	\$59,990
EXPRESS 1.6DTT SWB 2WD 6MT	1.6 dCi Intercooled Twin Turbo	\$40,990
EXPRESS 2.0DT SWB 2WD DCT	2.0 dCi Intercooled Turbo	\$45,990
EXPRESS 2.0DT LWB 2WD DCT	2.0 dCi Intercooled Turbo	\$47,990
ECLIPSE CROSS PHEV XLS 4WD	2.4L DOHC MIVEC Petrol	\$50,990
ECLIPSE CROSS PHEV VRX 4WD	2.4L DOHC MIVEC Petrol	\$58,990
OUTLANDER 2.5P LS 2WD CVT	2.5 L DOHC MIVEC Petrol	\$41,990
OUTLANDER 2.5P XLS 2WD CVT	2.5 L DOHC MIVEC Petrol	\$44,990
OUTLANDER 2.5P VRX 2WD CVT	2.5 L DOHC MIVEC Petrol	\$50,990
OUTLANDER 2.5P LS 4WD CVT	2.5 L DOHC MIVEC Petrol	\$44,990
OUTLANDER 2.5P XLS 4WD CVT	2.5 L DOHC MIVEC Petrol	\$49,990
OUTLANDER 2.5P VRX 4WD CVT	2.5 L DOHC MIVEC Petrol	\$55,990
OUTLANDER PHEV LS 4WD	2.4L DOHC MIVEC Petrol	\$60,990
OUTLANDER PHEV VRX 4WD	2.4L DOHC MIVEC Petrol	\$73,990
OUTLANDER PHEV XLS 4WD	2.4L DOHC MIVEC Petrol	\$67,990
NISSAN		
For more information on Nissan's fleet offerings visit www.nissan.co.nz to find your local Nissan Dealer and their Fleet Specialist will be able to assist you further.		
LEAF ZE1LE01	40kW Electric Hatch	\$61,990
LEAF ZE1LP01	62kW Electric Hatch	\$69,990
JUKE F16ST01	ST 1L Turbo Petrol	\$33,650
JUKE F16SL01	ST-L 1L Turbo Petrol	\$38,750
JUKE F16TI01	Ti 1L Turbo Petrol	\$44,990
X-TRAIL T32SS03	2.5L Petrol ST 2WD 7 Seats	\$42,100
X-TRAIL T32ST03	2.5L Petrol ST 4WD 5 Seats	\$44,640
X-TRAIL T32SX03	2.5L Petrol ST-L 2WD 7 Seats	\$46,440
X-TRAIL T32SL03	2.5L Petrol ST-L 4WD 5 Seats	\$49,390
X-TRAIL T32TI03	2.5L Petrol Ti 4WD 5 Seats	\$55,640
X-TRAIL T32SS04	2.5L Petrol ST 2WD 7 Seats	\$42,100
X-TRAIL T32ST04	2.5L Petrol ST 4WD 5 Seats	\$44,640
X-TRAIL T32SX04	2.5L Petrol ST-L 2WD 7 Seats	\$46,640
X-TRAIL T32SL04	2.5L Petrol ST-L 4WD 5 Seats	\$49,590
X-TRAIL T32TI04	2.5L Petrol Ti 4WD 5 Seats	\$55,840
NAVARA D23EA07	2.3L Turbo Diesel SL Single Cab CC 2WD	\$41,990
NAVARA D23JM07	2.3L Turbo Diesel SL Double Cab W/S 2WD	\$45,490
NAVARA D23JA07	2.3L Turbo Diesel SL Double Cab W/S 2WD	\$48,490
NAVARA D23WA07	2.3L Turbo Diesel ST Double Cab W/S 2WD	\$52,990

PRICELIST		
MODEL	ENGINE	PRICE
NAVARA D23LA07	2.3L Turbo Diesel ST-X Double Cab W/S 2WD	\$57,490
NAVARA D23FA07	2.3L Turbo Diesel SL Single Cab CC 4WD	\$51,990
NAVARA D23KA07	2.3L Turbo Diesel SL King Cab CC 4WD	\$54,990
NAVARA D23CA07	2.3L Turbo Diesel SL King Cab W/S 4WD	\$57,490
NAVARA D23OA07	2.3L Turbo Diesel ST-X King Cab W/S 4WD	\$66,490
NAVARA D23ZM07	2.3L Turbo Diesel SL Double Cab CC 4WD	\$54,990
NAVARA D23ZA07	2.3L Turbo Diesel SL Double Cab CC 4WD	\$57,490
NAVARA D23XM07	2.3L Turbo Diesel SL Double Cab W/S 4WD	\$55,990
NAVARA D23XA07	2.3L Turbo Diesel SL Double Cab W/S 4WD	\$58,490
NAVARA D23ZAOP	2.3L Turbo Diesel SL-450 Double Cab W/S 4WD	\$59,990
NAVARA D23VM07	2.3L Turbo Diesel ST Double Cab W/S 4WD	\$60,490
NAVARA D23VA07	2.3L Turbo Diesel ST Double Cab W/S 4WD	\$62,990
NAVARA D23MA07	2.3L Turbo Diesel ST-X Double Cab W/S 4WD	\$67,490
NAVARA D23PRM1	2.3L Turbo Diesel PRO-4X Double Cab W/S 4WD	\$67,990
NAVARA D23PRA1	2.3L Turbo Diesel PRO-4X Double Cab W/S 4WD	\$70,490
PATROL Y62TI07	5.6L VVEL V8 petrol engine	\$104,990
PATROL Y62TL07	5.6L VVEL V8 petrol engine	\$108,990
PEUGEOT		
For more information on Peugeot's fleet offerings visit www.peugeot-newzealand.co.nz or contact Peugeot customer service at 0800 738 4368.		
208 GT	1.2L PureTech 130 EAT6	\$39,990
208 GT Electric	Electric 50 kWh	\$63,990
2008 SUV Active	1.2L PureTech 130 EAT6	\$35,990
2008 SUV Allure	1.2L PureTech 130 EAT6	\$41,990
2008 GT	1.2L PureTech 155 EAT8	\$47,990
2008 GT Electric	Electric 50 kWh	\$73,990
3008 Active	1.6L PureTech 165 EAT6	\$46,990
3008 Allure	1.6L PureTech 165 EAT6	\$51,990
3008 GT Petrol	1.6L PureTech 180 EAT8 S&S	\$58,990
3008 GT Diesel	2.0L BlueHdi 180 EAT8 S&S	\$60,990
3008 HYBRID 4	1.6L PureTech 300 e-EAT8	\$89,990
5008 SUV Allure	1.6L PureTech 165 EAT6	\$55,990
5008 SUV GT Petrol	1.6L PureTech 180 EAT8 S&S	\$62,990
5008 SUV GT Diesel	2.0L BlueHdi 180 EAT8 S&S	\$64,990
508 Fastback GT	1.6L PureTech 225 EAT8 S&S	\$61,990
508 Station Wagon GT	1.6L PureTech 225 EAT8 S&S	\$63,990
NEW PARTNER Van Standard Wheelbase	1.2L PureTech 130 EAT8 S&S	\$45,990
NEW PARTNER Van Long Wheelbase	1.2L PureTech 130 EAT8 S&S	\$48,990
EXPERT Van Medium Wheelbase	2.0L HDi 150 EAT8	\$56,990
EXPERT Van Long Wheelbase	2.0L HDi 150 EAT8	\$60,990
RAM		
For more information on RAM's fleet offerings visit www.ramtrucks.co.nz to find your local RAM Dealer and their Fleet Specialist will be able to assist you further.		
RAM DS 1500 DS Express Crew Cab 4x4	5.7L HEMI V8	
RAM DS 1500 DS Warlock Crew Cab 4x4	5.7L HEMI V8	
RAM DT 1500 DT Laramie Crew Cab 4x4	5.7L HEMI V8	

PRICELIST		
MODEL	ENGINE	PRICE
RAM DT 1500 DT Limited Night Edition Crew Cab 4x4	5.7L HEMI V8	
RAM DJ 2500 DJ Laramie Crew Cab 4x4	6.7L CUMMINS TURBO DIESEL	
RAM D2 3500 D2 Laramie Crew Cab 4x4	6.7L CUMMINS TURBO DIESEL	
RENAULT		
<i>For more information on Renault's fleet offerings visit www.renault.co.nz to find your local Renault Dealer and their Fleet Specialist will be able to assist you further.</i>		
MEGANE R.S. Trophy Manual	221kW 420Nm	\$67,990
MEGANE R.S. Trophy EDC	221kW 420Nm	\$70,990
ARKANA Zen	115kW 262Nm	\$39,990
ARKANA Intens	115kW 262Nm	\$44,990
KOLEOS Zen	126kW 226Nm	\$42,990
KOLEOS Zen Sport	126kW 226Nm	\$47,990
KOLEOS Intens	126kW 226Nm	\$52,990
KOLEOS Intens Sport	126kW 226Nm	\$57,990
KANGOO Compact Petrol	84kW 190Nm	\$35,990
KANGOO Maxi Diesel	81kW 250Nm	\$39,990
KANGOO Maxi EV	44kW 226Nm	\$74,990
TRAFIC Trader SWB	85kW 300Nm	\$42,990
TRAFIC Trader LWB	85kW 300Nm	\$44,990
TRAFIC Auto SWB	125kW 380Nm	\$54,990
TRAFIC Auto LWB	125kW 380Nm	\$56,990
MASTER Short Wheel Base Mid Roof	110kW 350Nm	\$56,990
MASTER Medium Wheel Base High Roof	110kW 350Nm	\$63,990
MASTER Long Wheel Base High Roof	110kW 350Nm	\$67,990
MASTER Extra Long Wheel Base Extra High Roof	120kW 360Nm	\$72,990
MASTER Motorhome Chassis	110kW 350Nm	\$59,990
MASTER Extra Long Commercial Chassis	120kW 360Nm	\$67,990
TRAFIC Minibus 8 & 11 Seat	125kW 380Nm	POA
MASTER Minibus 12 Seater	110kW 350Nm	\$74,990
Refrigerated TRAFIC	125kW 380Nm	POA
Refrigerated MASTER	110kW 350Nm	POA
SKODA		
<i>For more information on Skoda's fleet offerings visit www.skoda.co.nz to find your local Skoda Dealer and their Fleet Specialist will be able to assist you further.</i>		
SCALA Sport	1498cc	\$38,490
SCALA Style	1498cc	\$41,990
OCTAVIA WAGON Style	1395cc	\$49,990
OCTAVIA WAGON RS	1984cc	\$58,990
OCTAVIA WAGON iV Style	1395cc	\$65,990
OCTAVIA WAGON iV RS	1395cc	\$72,990
OCTAVIA Sedan iV Style	1395cc	\$63,990
OCTAVIA Sedan iV RS	1395cc	\$70,990
SUPERB Style	1984cc	\$56,990
SUPERB Sportline	1984cc	\$72,990
SUPERB WAGON Style	1984cc	\$59,990
SUPERB WAGON Scout	1984cc	\$69,990
SUPERB WAGON Sportline	1984cc	\$75,990
SUPERB iV Style	1395cc	\$72,990
SUPERB iV Sportline	1395cc	\$76,990
KAMIQ Ambition+	1498cc	\$39,990
KAMIQ Monte Carlo	1498cc	\$45,990
KAROQ Ambition+	1395cc	\$40,990
KAROQ Style	1395cc	\$46,990
KAROQ Sportline	1984cc	\$56,990
KODIAQ Ambition	1395cc	\$48,990
KODIAQ Style	1984cc	\$63,990
KODIAQ Sportline	1984cc	\$69,990

PRICELIST		
MODEL	ENGINE	PRICE
KODIAQ Sportline (Diesel)	1968cc	\$74,990
KODIAQ RS	1984cc	\$79,990
SUZUKI		
<i>For more information on Suzuki's fleet offerings visit www.suzuki.co.nz or contact fleet sales manager Simon Terry at simon.terry@suzuki.co.nz or call 029 487 7273</i>		
Ignis GLX 1.2 5dr Hatch Manual	1242cc	\$21,990
Ignis GLX 1.2 5dr Hatch CVT	1242cc	\$23,990
Ignis LTD 1.2 5dr Hatch CVT	1242cc	\$25,500
Swift GL 1.2 5dr Hatch Manual	1242cc	\$21,990
Swift GL 1.2 5dr Hatch CVT	1242cc	\$23,990
Swift Hybrid GLX 1.2 5dr CVT	1197cc	\$27,990
Swift Hybrid LTD 1.2 5dr CVT	1197cc	\$29,500
Swift RS 1.0T 5dr Hatch Auto	998cc	\$27,990
Swift Sport 1.4T 5dr Hatch Manual	1373cc	\$29,990
Swift Sport 1.4T 5dr Hatch Auto	1373cc	\$31,990
Baleno GLX 1.4 5dr Hatch Manual	1373cc	\$19,990
Baleno GLX 1.4 5dr Hatch Auto	1373cc	\$22,500
Baleno RS 1.0T 5dr Hatch Auto	998cc	\$25,990
Jimny JX 1.5 Manual	1462cc	\$28,990
Jimny Sierra 1.5 Manual	1462cc	\$31,990
Jimny Sierra 1.5 Auto	1462cc	\$33,500
Vitara JLX 1.6 5dr Man 2WD	1586cc	\$28,990
Vitara JLX 1.6 5dr Auto 2WD	1586cc	\$30,990
Vitara JLX 1.6 5dr Auto AWD	1586cc	\$34,990
Vitara Turbo 5dr Auto 2WD	1373cc	\$34,990
Vitara Turbo 5dr AT AWD	1373cc	\$38,990
TOYOTA		
<i>For more information on Toyota's fleet offerings visit www.toyota.co.nz or contact fleet sales manager Brandon Ramsell at 027 263 7809.</i>		
YARIS YPGX	1.5 GX 5 Door Hatch CVT	\$27,990
YARIS YHGX	1.5 Hybrid GX 5 Door Hatch E-CVT	\$30,990
YARIS YHZR	1.5 Hybrid ZR 5 Door Hatch E-CVT	\$36,990
COROLLA HATCH ZWGX	1.8 Hybrid GX Hatch E-CVT	\$35,990
COROLLA HATCH ZXGX	1.8 Hybrid GX Hatch E-CVT	\$35,990
COROLLA HATCH ZESX	1.8 Hybrid SX Hatch E-CVT	\$37,990
COROLLA HATCH ZXSX	1.8 Hybrid SX Hatch E-CVT	\$37,990
COROLLA HATCH ZEZR	1.8 Hybrid ZR Hatch E-CVT	\$41,990
COROLLA HATCH ZXZR	1.8 Hybrid ZR Hatch E-CVT	\$41,990
COROLLA WAGON ZREGX	1.8 GX Wagon CVT	\$30,290
GR YARIS YPGR	1.6PT AWD Hatch MT	\$59,990
GR SUPRA DBZU	3.0PT Sports Coupe AT	\$99,290
PRIUS PRIME ZWAPP	1.8 Plug-In Hybrid Hatch E-CVT	\$49,790
CAMRY AXHGX	2.5 Hybrid GX Sedan E-CVT	\$45,990
CAMRY AXRGX	2.5 Hybrid GX Sedan E-CVT	\$45,990
CAMRY AXHSX	2.5 Hybrid SX Sedan E-CVT	\$50,490
CAMRY AXRSX	2.5 Hybrid SX Sedan E-CVT	\$50,490
CAMRY AXHZR	2.5 Hybrid ZR Sedan E-CVT	\$54,490
CAMRY AXRZR	2.5 Hybrid ZR Sedan E-CVT	\$54,490
YARIS CROSS MXBG	1.5 GX FWD SUV CVT	\$32,990
YARIS CROSS MXJG	1.5 GX Hybrid FWD SUV E-CVT	\$36,990
YARIS CROSS MXJL	1.5 Limited Hybrid FWD SUV E-CVT	\$42,990
C-HR CHTA	1.2 Turbo FWD SUV CVT	\$36,790

PRICELIST		
MODEL	ENGINE	PRICE
C-HR CHTL	1.2 Turbo Limited FWD SUV CVT	\$39,790
C-HR CHFL	1.2 Turbo Limited AWD SUV CVT	\$40,790
C-HR CYTA	1.8 Hybrid FWD SUV E-CVT	\$40,990
C-HR CYTL	1.8 Hybrid Limited FWD SUV E-CVT	\$43,990
C-HR CYTG	1.8 Hybrid GR Sport FWD SUV E-CVT	\$45,990
VOLVO		
<i>For more information on Volvo's fleet offerings visit www.volvocars.com / www.volvotrucks.com or contact the general manager Ben Montgomery at ben.montgomery@volvocarsnz.co.nz</i>		
S60 B5 Inscription	Petrol MHEV	\$77,900
V60 B5 Cross Country	Petrol MHEV	\$79,900
XC40 T4 Momentum	Petrol	\$60,900
XC40 T4 Inscription	Petrol	\$68,900
XC40 T5 R-Design	Petrol	\$73,900
XC40 T5 Recharge Plug-in Hybrid	Petrol PHEV	\$85,900
XC60 B5 Momentum	Petrol MHEV	\$81,900
XC60 B5 Inscription	Petrol MHEV	\$87,900
XC60 B6 R-Design	Petrol MHEV	\$95,900
XC60 T8 Recharge Plug-in Hybrid	Petrol PHEV	\$119,900
XC90 B5 Momentum	Petrol MHEV	\$101,900
XC90 B6 Inscription	Petrol MHEV	\$107,900
XC90 B6 R-Design	Petrol MHEV	\$111,900
XC90 T8 Recharge Plug-in Hybrid	Petrol PHEV	\$146,900
VOLKSWAGEN COMMERCIAL		
<i>For more information on Volkswagen's fleet offerings visit www.volkswagen.co.nz or contact national fleet sales manager Mark Wadman at mwadman@volkswagen.co.nz / 021 618 654</i>		
Cargo TDI 280Nm Manual	1968cc	\$46,500
Cargo TSI 220Nm Manual	1498cc	\$43,500
Cargo TDI 320Nm DSG	1968cc	\$50,000
Cargo TSI 220Nm DSG	1498cc	\$47,000
Cargo Maxi TDI 320Nm DSG	1968cc	\$54,500
Cargo Maxi TSI 220Nm DSG	1498cc	\$51,500
Life TDI 320Nm DSG	1968cc	\$61,000
Life TSI 220Nm DSG	1498cc	\$58,000
Move TDI 320Nm DSG	1968cc	\$54,000
California TDI 320Nm DSG	1968cc	\$70,500
California TSI 220Nm DSG	1498cc	\$67,500
Mobility TDI 320Nm DSG	1968cc	\$73,500
Mobility TSI 220Nm DSG	1498cc	\$70,500
Runner SWB 250Nm Manual	1968cc	\$50,500
Runner SWB 340Nm DSG	1968cc	\$58,500
Trendline SWB 340Nm DSG	1968cc	\$66,000
Trendline SWB 450Nm DSG 4MOTION	1968cc	\$76,000
Trendline LWB 340Nm DSG	1968cc	\$69,000
Trendline LWB 450Nm DSG 4MOTION	1968cc	\$79,000
Comfortline LWB 340Nm DSG	1968cc	\$78,000
Comfortline LWB 340Nm DSG 4MOTION	1968cc	\$84,000
Comfortline SWB 340Nm DSG	1968cc	\$85,500
Comfortline SWB 340Nm DSG 4MOTION	1968cc	\$92,000
Highline SWB 450Nm DSG 4MOTION	1968cc	\$108,000
Family PHEV 350Nm DSG	1395cc	\$78,800
Energetic PHEV 350Nm DSG	1395cc	\$106,000
Ocean SWB 450Nm DSG 4MOTION	1968cc	\$155,000
MWB 30 340Nm Manual Runner	1968cc	\$65,500
MWB 30 340Nm Auto Runner	1968cc	\$69,500
MWB 35 340Nm Manual	1968cc	\$74,000
MWB 35 340Nm Auto	1968cc	\$78,000

PRICELIST		
MODEL	ENGINE	PRICE
MWB 35 410Nm Auto	1968cc	\$82,000
MWB 35 410Nm Auto 4MOTION	1968cc	\$89,500
LWB 35 340Nm Manual	1968cc	\$78,000
LWB 35 340Nm Auto	1968cc	\$82,000
LWB 35 410Nm Auto	1968cc	\$86,000
LWB 35 410Nm Auto 4MOTION	1968cc	\$93,500
ELWB 35 340Nm Auto	1968cc	\$84,500
ELWB 35 410Nm Auto	1968cc	\$88,500
ELWB 35 410Nm Auto 4MOTION	1968cc	\$96,000
MWB 35 340Nm Auto	1968cc	\$67,500
MWB 35 410Nm Auto	1968cc	\$71,500
MWB 35 410Nm Auto 4MOTION	1968cc	\$79,000
LWB 35 340Nm Auto	1968cc	\$69,500
LWB 35 410Nm Auto	1968cc	\$73,500
LWB 35 410Nm Auto 4MOTION	1968cc	\$81,000
MWB 50 410Nm Manual	1968cc	\$89,000
MWB 50 410Nm Auto	1968cc	\$93,000
LWB 50 410Nm Auto	1968cc	\$97,000
ELWB 50 410Nm Auto	1968cc	\$99,500
MWB 50 410Nm Auto	1968cc	\$83,500
LWB 50 410Nm Auto	1968cc	\$85,500
600 410Nm Auto 4MOTION	1968cc	\$163,000
680 410Nm Auto 4MOTION	1968cc	\$167,000
Comfortline 420Nm Auto 4MOTION	1968cc	\$65,000
Sportline V6 580Nm Auto 4MOTION	2967cc	\$75,000
Aventura V6 580Nm Auto 4MOTION	2967cc	\$90,000
VOLKSWAGEN PASSENGER		
<i>For more information on Volkswagen's fleet offerings visit www.volkswagen.co.nz or contact national fleet sales manager James Dobbie at jdobbie@volkswagen.co.nz / 021 701 468</i>		
POLO TSI DSG	Turbo Petrol 999cc	\$28,750
POLO TSI R-Line 8AT	Turbo Petrol 999cc	\$33,990
POLO GTI DSG	Turbo Petrol 1,984cc	\$40,990
THE ALL-NEW GOLF TSI R-Line 8AT	Turbo Petrol 1,395cc	\$48,990
THE ALL-NEW GOLF GTI 7DSG	Turbo Petrol 1,984cc	\$62,990
THE ALL-NEW GOLF R 7DSG	Turbo Petrol 1,984cc	\$77,990
THE ALL-NEW GOLF R 1st Edition 7DSG	Turbo Petrol 1,984cc	\$82,990
THE NEW PASSAT ALLTRACK TSI 162kW AWD	Turbo Petrol 1,984cc	\$61,990
T-CROSS TSI Life 2WD	Turbo Petrol 999cc	\$34,990
T-CROSS TSI Style 2WD	Turbo Petrol 999cc	\$39,490
T-CROSS TSI R-Line 2WD	Turbo Petrol 1,498cc	\$45,990
T-ROC TSI R-Line AWD	Turbo Petrol 1,984cc	\$54,990
THE NEW TIGUAN TSI Life 2WD	Turbo Petrol 1,395cc	\$47,990
THE NEW TIGUAN TSI R-Line 2WD	Turbo Petrol 1,395cc	\$57,990
THE NEW TIGUAN TSI Style AWD	Turbo Petrol 1,984cc	\$61,990
THE NEW TIGUAN TSI R-Line AWD	Turbo Petrol 1,984cc	\$70,990
THE NEW TIGUAN TSI R AWD	Turbo Petrol 1,984cc	\$80,990
THE NEW TIGUAN TSI R 1st Edition AWD	Turbo Petrol 1,984cc	\$85,990
THE NEW TIGUAN ALLSPACE TSI Life 2WD	Turbo Petrol 1,395cc	\$49,990
THE NEW TIGUAN ALLSPACE TSI Style AWD	Turbo Petrol 1,984cc	\$63,990
THE NEW TIGUAN ALLSPACE TSI R-Line AWD	Turbo Petrol 1,984cc	\$73,990
TOUAREG TDI V6 (170kW)	Turbo Diesel 2,967cc	\$101,990
TOUAREG TDI V6S R-Line (210kW)	Turbo Diesel 2,967cc	\$126,490

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

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