

New N-trant

Hyundai reveals i20 N light hot hatch ahead of a local arrival in H1 2021 as third Aus N model



By ROBBIE WALLIS

HYUNDAI has finally revealed the next member of its high-performance N flagship range, with the i20 N light hatch set to touch down in Australian showrooms in the first half of 2021.

Joining the existing i30 N and i30 Fastback N, the i20 N will be the only i20 grade offered Down Under, and will lock horns with the likes of the Ford Fiesta ST and Volkswagen Polo GTI.

Hyundai used its expertise in the World Rally Championship (WRC) when crafting the i20 N, and has enhanced its little pocket rocket in all aspects to make it as potent as possible.

From the outside, the performance bent of the i20 N is clear, starting with its 10mm-lower ride height and red accents running around the car's front, rear and side skirts.

A lip spoiler and wide radiator grille add an element of visual menace, with the latter featuring a grille pattern inspired by a chequered flag.

18-inch alloys help give the i20 N

a purposeful stance, while the rear of the vehicle is highlighted by a WRC-inspired roof spoiler.

LED lighting front and rear complete the exterior look, with the triangular tail-lights darkened to match the two-tone black roof.

Performance is the name of the game for the i20 N, with the little hatch set to be underpinned by a modified version of the 1.6-litre turbo-petrol four-cylinder engine found in a number of other Hyundai and Kia models, tuned to produce 150kW from 5500-6000rpm and 275Nm from 1750-4500rpm.

Its outputs place it closely in line with its rivals, the Focus ST (147kW/290Nm) and Polo GTI (147kW/320Nm), however the i20 N's torque figure does come up slightly short.

The engine has seen a few tweaks including an exclusive turbo system, more power and torque at lower rpm, and a high-pressure injection rail, allowing for greater engine response.

Continued next page

UNBOXED: HUMMER EV



REFRESHED: SUBARU XV



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Mated exclusively to a six-speed manual transmission, the turbo four-pot drives the front wheels only, with customers able to fit a limited-slip differential to the front axle in order to aid handling and grip.

With Launch Control fitted as standard, the i20 N is able to rocket from standstill to 100km/h in 6.7 seconds, and on to a top speed of 230km/h.

Five drive modes are available – Normal, Eco, Sport, N and N Custom, with the latter allowing customers to individually adjust the parameters of the engine, ESC, exhaust and steering.

The ESC system can also be programmed into three stages – on, sport and fully off.

A major factor in the i20 N's performance and dynamic ability comes down to its minimal kerb weight, checking in at 1190kg – the same as the i20 Coupe WRC car.

To aid handling the chassis has been reinforced at 12 different



points, while the suspension features reinforced front domes and knuckles, new anti-roll bars, springs and shock absorbers and increased camber.

Stopping power comes courtesy of 40mm-larger hi-po brakes which feature increased fade resistance and a more consistent pedal feel.

Hyundai's SmartSense suite of active safety tech is included, with forward collision warning, autonomous emergency braking with pedestrian and cyclist detection, lane departure warning, lane keep assist, blind-spot collision warning, intelligent speed limit assist, driver attention warning system, high beam assist, lane following assist and rear cross-traffic collision warning.

Other features to be offered on the i20 N include an N-specific 10.25-inch touchscreen navigation system with Apple CarPlay and Android Auto, N driving data, dedicated sports seats, N steering wheel, black headliner, Performance Blue accents, digital instrument cluster,

and an N gear knob and pedals.

Six exterior colour options are available (Performance Blue, Intense Blue, Polar White, Sleek Silver, Brass and Phantom Black), while the Tornado Red accents can be optioned.



Local pricing and specification is yet to be detailed by Hyundai Motor Company Australia (HMCA), however the brand will have to target a low-\$30,000 pricetag to remain competitive against its rivals.

The arrival of the i20 N will mark the return of the i20 nameplate to Australia, which was discontinued in 2015 after arriving Down Under in 2010.

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XC40 Recharge

Volvo commits to green-vehicle rollout in Australia with raft of EVs on the way

By CALLUM HUNTER

VOLVO has reaffirmed its commitment to the Australian market and within that, electrification, with the Swedish brand still on track to launch a dedicated battery-electric vehicle (BEV) each year for the next five years.

Speaking exclusively with *GoAuto*, Volvo Australia managing director Nick Connor said he would love to see more incentives from the federal and state governments to help increase the uptake of EVs in Australia, especially in comparison to other international markets.

“Electrification has not taken off in the same way here as it had in a lot of other markets around the world,” he said.

“That said, our plug-in hybrid (PHEV) variants are doing really

well – we can sell all the PHEVs that we can get ... they are being very well received and I think it’s a first step in this marketplace.

“We would love to see a bit more incentive from the federal government and individual states to encourage the take-up of electrified vehicles, but I think it’s really interesting that even without some of the incentives that exist elsewhere in the world that there is still a very significant demand for PHEVs.”

According to Mr Connor, PHEVs occupy around 25 per cent of the brand’s European sales while in Australia that number slips to between six and nine per cent “depending on the model”, however the local figures are reportedly on the rise after the brand rounded out the first phase of its electrification strategy with the



release of its XC40 Recharge PHEV small SUV earlier this year.

“The focus that we need to have here is – it’s about the experience rather than necessarily the tax savings that you get elsewhere in the world,” he said.

“What we’ve seen over recent years is that most people who have

bought a PHEV, they don’t go back (to a purely internal combustion engine) ... and I think what it will do is then give people the confidence to move on to BEVs.”

Not ones to waste any time – especially given Australia is a ‘deep water’ market – Volvo is set to launch a dedicated BEV version



of the XC40 Recharge next year, kickstarting the local subsidiary’s march towards introducing five new EVs over the next five years.

That said, Volvo’s goal of EVs making up 50 per cent of all its sales by 2025 may take a little longer to be realised here.

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S60 PHEV

Continued from previous page
“A lot depends on incentives, they (EVs) are more expensive vehicles,” Mr Connor said.

“The batteries are expensive but they’re cheaper to run and obviously you’ve got much longer distances that can be covered in cars here than you have in mainland Europe for example.

“I would like to maximise our BEV performance in Australia as much as we possibly can but I think we have to accept that 50 per cent is a big ask.”

While acknowledging its difficulty, Mr Connor did not write off the goal as being impossible and said that more education work had



Polestar 2

to be done, especially in regard to addressing and mitigating range anxiety.

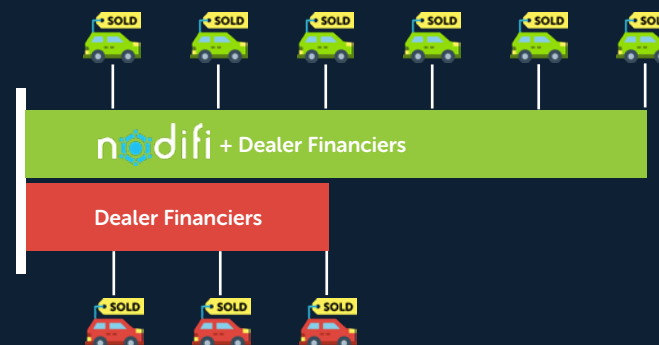
“I think it’s really about telling people the whole picture around EVs and explaining you can’t just look at the lump sum purchase price, you have to look at the whole-life cost of the car,” he said.

“I think what will happen actually is that fleet operators will get onto the benefits of EVs probably quicker than a lot of consumers and they’ll buy on the basis of cost savings and the fact there are environmental benefits.”

Once the XC40 Recharge BEV launches next year, it will be followed (globally) by an all-electric version of the new-generation XC90 large SUV with the BEV set to be the first variant of the new generation to roll off the production line.

As for whether or not the BEV will be the first new-gen XC90 variant

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to arrive Down Under remains to be seen, as does the now-belated arrival of Polestar which was forced to delay its local launch until next year due to the ongoing COVID-19 pandemic.

Looking beyond the introduction of the next XC90, Mr Connor quelled any possibility of a Volvo ute coming to fruition but reiterated the brand’s fierce commitment to the Australian market.

“We haven’t got plans for a ute –

it’s a market that’s big in Australia and the US but it’s not terribly big anywhere else,” he said.

“We’d love to have one in Australia but unfortunately that’s not in our cycle plan.

“Volvo is fully committed to the Australian marketplace; we see it as a growth opportunity for Volvo as a brand ... we are intent on growing here.”

That intent has yielded results in recent years with the Swedish

brand’s market share gradually growing from around 0.6 per cent to 0.8 per cent as of the end of September this year, a figure it has maintained since June.

Despite the crippling effects of COVID-19, the marque has managed to contain the damage to finish September less than 500 units down on the same time last year (5291 vs 5785) with Mr Connor targeting a “reasonable” 10,000 sales per year for the “short term”.



Long-awaited GMC Hummer EV finally revealed, Aus introduction still unclear

By CALLUM HUNTER

GMC has at long last revealed its new Hummer electric pickup truck with the self-proclaimed 'supertruck' due to be released in 2022, however question marks still hover around the possibility of an Australian introduction.

Revealed overnight in the US, GMC has officially opened its order books for the giant EV which will initially be available Stateside in 'Edition 1' form, flaunting a white exterior and unique Lunar Horizon interior.

Visually, the Hummer looks almost exactly as we have come to expect thanks to the prolonged advertising/hype campaign, being big, boxy and bold.

The aforementioned white colour scheme is complemented by a series

of black and gold highlights and accents including body cladding, the would-be radiator grille and alloy wheels.

The grille itself follows a piano-key motif with each segment containing one of the letters to spell out 'Hummer', all of which are backlit, joining a set of flanking LED headlights to create a full-width light signature.

The front fascia itself is narrow and squinty but the defining feature of the front end is the bulbous front bumper adorned with a chunky skidplate containing two exposed recovery points.

You would be hard-pressed to mistake the Hummer for anything else when looking at it from the side with the bonnet and tub line being on the same plane while the steeply



raked cabin is seemingly plonked on top in the classic three-box style – save for the sloping, integrated sports bars.

The contrasting white, black and gold theme is continued on the interior too with the dash, seats, door veneer and centre console all being two-tone while gold is used for the air vent surrounds, door inserts, infotainment screen surrounds and seat embossing.

In an elegant and clutter-free



design, all of the infotainment, climate and drivetrain controls are accessed via the 13.4-inch infotainment screen and two underlining rows of buttons.

Key standard equipment on the Hummer EV includes Super Cruise (semi-autonomous driving) capability, UltraVision with high-definition surround vision, digital key, 35-inch tyres, infinity roof, power rear drop glass and six-



function MultiPro tailgate.

Power in the Hummer EV First Edition comes from three separate electric motors which combine to produce a "GM-estimated" 746kW/15,592Nm (1000hp/11,500lb-ft), resulting in an "estimated" 0-100km/h time of "approximately" three seconds – confirmed figures are yet to surface.

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Freshened up

Subaru gives XV crossover a mid-life refresh with addition of second hybrid

By CALLUM HUNTER

SUBARU has treated its XV compact SUV to a mid-life update ahead of the 2021 model year, one that ushers in new styling, more tech, revised suspension and the addition of a second hybrid offering.

Priced from \$29,690 plus on-road costs, the entry price into the XV range has risen by \$450 for the base model 2.0i, largely setting the trend for the rest of the range with all prices rising by between \$380 and \$1170 depending on the variant.

PRICING:

2.0i (a)	\$29,690
2.0i-L (a)	\$31,990
2.0i Premium (a)	\$34,590
2.0i-S (a)	\$37,290
Hybrid L (a)	\$35,490
Hybrid S (a)	\$40,790

New features across the range irrespective of variant includes two SI-Drive modes (Intelligent and Sport) as in the related Impreza, redesigned front suspension springs and optimised damping, redesigned variant-specific alloy wheels, tweaked front bumper and radiator grille designs and some new colourways.

Beyond these range-wise changes however, each variant scores its own list of new goodies and unsurprisingly, the lists get bigger the further up the range you go.

At the bottom of the line-up, the aforementioned 2.0i picks up power folding door mirrors for the 2021 model year and that is it – everything else stays the same.

On the topic of as you were, the second-tier 2.0i-L's (\$31,990)

standard equipment list goes completely unchanged for 2021 save for the updates mentioned above.

Sitting above the 2.0i-L is the \$34,590 2.0i Premium, which for 2021 gains Subaru's Vision Assist suite – blind spot monitor, lane change assist, rear cross-traffic alert, reverse automatic braking, front-view monitor – and heated door mirrors.

Once again topping out the petrol range is the 2.0i-S (\$37,290)

of which the biggest news is the inclusion of the two-stage X-Mode off-road system.

On top of that, the petrol flagship also gains a dual-memory driver's seat, Vision Assist featuring a front and side-view monitor, gloss black climate control panel, stitched multi-function display visor, auto-dipping passenger side door mirror and auto power-folding door mirrors with memory function.

All petrol XVs are powered

by the same 2.0-litre flat-four 'Boxer' petrol engine which has been left untouched in the update, resulting in all variants sharing the familiar 115kW/196Nm outputs with power sent to all four wheels via a continuously variable transmission (CVT).

As for the hybrid range, Subaru has opted to restructure the now two-variant line-up to align with the petrol versions in terms of nameplates.

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Priced from \$35,490, the Hybrid L kicks things off and will wade into the small SUV market boasting SI-Drive, X-Mode, Eyesight driver assist, 8.0-inch infotainment touchscreen, DAB+ digital radio, rain-sensing wipers, premium cloth seat trim, single-zone climate control, leather steering wheel and gear shifter, puncture repair kit, 17-inch alloy wheels, dusk-sensing headlights, LED foglights, power-folding door mirrors with indicators, silver front and side under guards and updated e-boxer badges as standard.

Paired with the SI-Drive system – exclusive to the hybrids – is a new feature dubbed ‘e-Active Shift Control’ which for all intents and purposes elevates the sportiness of the transmission when in Sport mode.

According to Subaru, the system activates and deactivates

automatically based on throttle position and measurements taken by the G-meter.

When sporty driving is detected, the system will ‘down shift’ the CVT to increase the engine revs for better cornering stability and a faster corner exit – essentially mimicking what a spirited driver would do with a manual override.

Likewise, the system will also raise the engine revs when going downhill to utilise engine braking rather than the driver needing to constantly modulate the brakes themselves.

In addition to everything listed as standard on the L, the \$40,790 Hybrid S ups the ante with the two-stage X-Mode system, Vision Assist, satellite navigation, leather-accented seat trim, eight-way power adjustable driver’s seat with dual memory function, heated front seats, auto-dimming rearview mirror, sports pedals, dual-zone



climate control, stitched multi-function display visor, premium interior accents, 18-inch alloy wheels, self-levelling, dusk-sensing LED headlights with steering response, LED daytime running lights, auto-dipping passenger side door mirror, auto power-folding door mirrors with memory function and an electric sunroof.

Motivating the green XVs is

a slightly detuned version of the 2.0-litre mill found in the regular models (110kW/196Nm) although in this instance it has been paired with a 12.3kW/66Nm electric motor.

Subaru Australia general manager Blair Read said the new update had added even more features to the “already feature-packed” XV.

“We are also delighted to offer additional choice within the XV

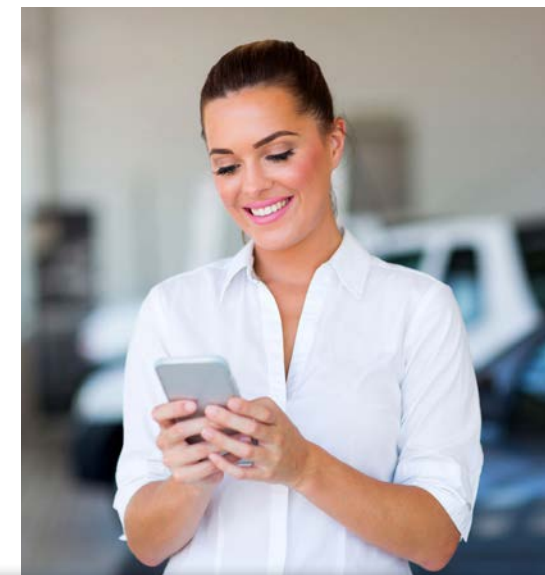
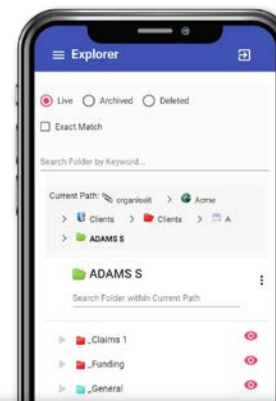
Hybrid range, which has drawn considerable interest from both existing Subaru owners and prospects since the initial variant launched early this year,” he said.

“Certainly, these latest changes demonstrate our commitment to offering greater choice within our respective ranges, while adding features that can enhance everything from efficiency to responsiveness and safety – underlining our common theme of driving fun.”

Subaru Australia has shifted 5991 new XVs so far this year ending September, accounting for a solid 9.0 per cent of the increasingly crowded and popular sub-\$40,000 compact SUV market.

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X-Factor



Jaguar moves to all-wheel drive with new, updated XE sedan due here early 2021

By CALLUM HUNTER

JUST a fortnight after detailing its new XF, Jaguar Land Rover (JLR) Australia has revealed some of the key specifications for its updated XE mid-sizer ahead of an arrival here early next year.

Retaining the same turbocharged 2.0-litre four-cylinder petrol engine as before (221kW/400Nm), all XEs will now put their power to the ground via the same all-wheel-drive system as found in the bigger XF.

Priced from \$69,990 driveaway, JLR Australia has only released the asking price of the mid-level R-Dynamic Black so far with the pricing for the entry-level R-Dynamic SE and flagship HSE due to be released later in the year.

Based on the R-Dynamic SE, JLR

says the new Black offers \$5980 worth of added value, consisting of a black exterior pack with boot spoiler, metallic paint, red brake callipers and 19-inch gloss black alloy wheels.

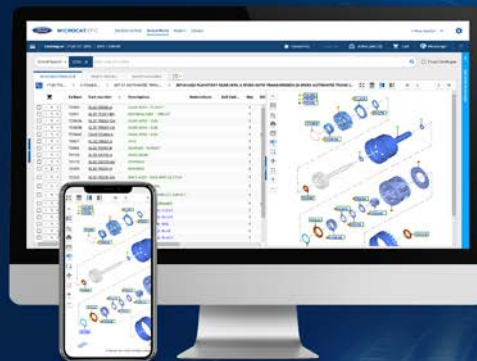
Interior highlights meanwhile include gloss black veneer, bright metal pedals and a Meridian sound system.

In terms of the range itself, the other big talking point is the addition of JLR's Pivi Pro infotainment system accessed via a 10.0-inch central and 5.5-inch lower touchscreen display.

Apple CarPlay and Android Auto are included within the system, as are two LTE modems and embedded dual-sim capability.

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Hyundai updates i30 hatch range for 2021 with fresh styling, more safety equipment

BY CALLUM HUNTER

HYUNDAI Motor Company Australia (HMCA) has detailed its facelifted and updated i30 hatch range which not only ushers in new styling and more safety kit, but also sheds all remaining diesel powertrains for 2021.

Armed with sharp new styling as seen on the looming i30 N performance model – albeit dialled back in terms of aggression – every

new i30 now comes as standard with HMCA's SmartSense safety suite with key features across the range including collision-avoidance assist, driver attention warning, lane keep assist and lane following assist.

Higher grades meanwhile also feature blind-spot collision warning, rear cross-traffic collision warning and smart cruise control, depending on the transmission choice.

On the subject of grades, HMCA has taken the opportunity to rename a few of its key i30 hatch variants, with the range-opening Go now known simply as 'i30'.

Higher up the range, the familiar Elite nameplate makes a return, slotting neatly between the mid-range Active and flagship N-Lines – note the N-Lines'



styling goes unchanged.

As well as scoring more safety gear, all variants have been treated to some extra standard equipment for the new model year including alloy wheels, upgraded 8.0-inch multimedia system with wireless Apple CarPlay and Android Auto, 7.0-inch TFT display, leather steering wheel and gear knob,

electronic park brake and rear air vents just on the base model.

The Active meanwhile adds a leather interior, express windows and bigger 17-inch alloy wheels while the Elite steps things up again with a bigger 10.25-inch infotainment screen, Infinity premium audio system, DAB+ digital radio, dual-zone climate control, rain-sensing



wipers, wireless phone charging and push button start.

There is however a price to pay for all this new kit and safety gear, with the entry price for the range increasing by \$2980 to \$23,420 plus on-road costs for the i30 manual and \$2650 for the automatic.

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Amarok-star

VW teams up with Walkinshaw to create new Amarok W580 'GT-spec' pick-up

By CALLUM HUNTER

VOLKSWAGEN Group Australia (VGA) has teamed up with an unlikely partner to create a new performance flagship Amarok V6 exclusive only to Australia, dubbed the W580.

Developed and designed in conjunction with Walkinshaw Performance, the W580 will sit atop the Amarok V6 range when it arrives here in April 2021, however the big VW sets itself apart from its flagship ute rivals in being more focused on on-road dynamics rather than sheer off-road ability.

As a result, VGA and Walkinshaw have labelled the Amarok W580 a 'GT-ute' with VW Commercial Vehicles Australia director Ryan Davies going on to explain that this was the plan all along.

"We have always known what a powerhouse we have in the Amarok, but have always felt the range needed a proper GT-spec model," he said.

"As the originators of the performance ute category, we looked no further than Walkinshaw to achieve this."

Under the bonnet of the W580 resides the same turbocharged 3.0-litre V6 diesel engine as the regular Amarok 580 which has been completely untouched by both parties, meaning power and torque remain pegged at the familiar 200kW/580Nm.

Drive is sent to all four wheels as before through an eight-speed automatic transmission.

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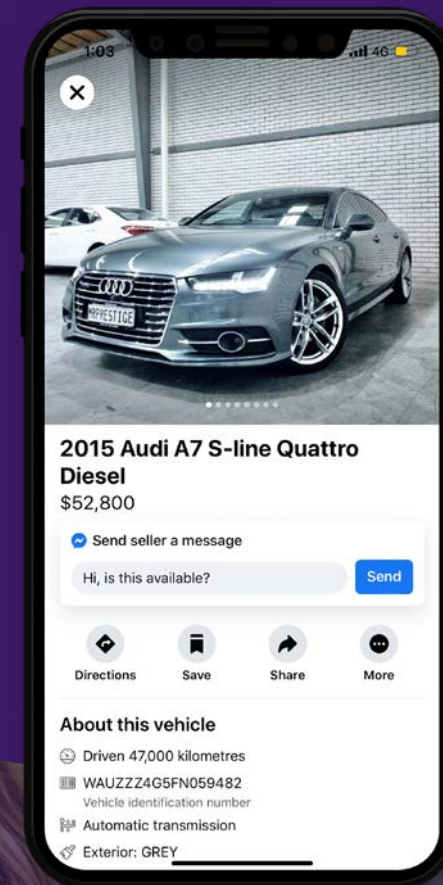
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Porsche expands green credentials of Panamera range with addition of two PHEVs

By CALLUM HUNTER

PORSCHE Cars Australia (PCA) has delivered on its promise of offering more hybrid Panameras, this week revealing and detailing the new 'entry-level' 4 E-Hybrid as well as the new flagship Turbo S E-Hybrid.

Priced from \$245,900 and \$420,800 plus on-road costs respectively, the 4 E-Hybrid slots into the middle of the wider Panamera range while the Turbo S E-Hybrid shoots straight to the top of the table, priced \$11,300 clear of the ballistic Turbo S.

Available in regular, Executive



(long wheelbase) and Sport Turismo (wagon) body styles, the 4 E-Hybrid is powered by a detuned version of the twin-turbocharged 2.9-litre V6 petrol engine as found in the pricier 4S E-Hybrid developing 243kW.

Combined with the same 100kW electric motor as all the Panamera hybrids, the 4 E-Hybrid produces a total of 340kW, with the electric motor drawing its power from a 17.9kWh lithium-ion battery.

The exact driving range this affords the 4 E-Hybrid is yet to be revealed – along with a combined torque figure – however we expect it to match the 54km (WLTP city cycle) range of the 4S E-Hybrid given it features the same battery and electric motor.

Zero to 100km/h in the 4 E-Hybrid is dealt with in 4.4 seconds while the top speed is pegged at 280km/h.

These figures pale in comparison however with the \$420,800 Turbo S E-Hybrid which will stop the clock in 3.2 seconds and push on to a top speed of 315km/h.

Powered by an electrified version of the Turbo S' twin-turbocharged 4.0-litre V8, the Turbo S E-Hybrid produces a combined 514kW/870Nm, making it the most powerful Panamera to date.

Compared to the outgoing model, the new flagship has an

extra 14kW/20Nm at its disposal, fulfilling another promise made by Porsche to up its performance credentials.

"It (Turbo S E-Hybrid) has more horsepower or PS (than the new Turbo S) but in terms of the weight of the car, on the Nurburgring, the conventional Turbo S is faster," Panamera product line vice-president Dr Thomas Friemuth told Australian media in August – before the Turbo S E-Hybrid was

officially confirmed.

One expectation that has not come to fruition however was the notion that the Turbo S E-Hybrid would be the performance king of the Panamera range, with the big greenie outstripped to the landmark 100km/h by the less powerful (463kW/820Nm) but much lighter Turbo S, although there is just 0.1s between the two (3.2s vs 3.1s).

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Ford locks in Mustang Mach 1 for 2021 with limited-run model to ask \$83,365

By ROBBIE WALLIS

FORD Australia has announced the pricing for its new special-edition Mustang Mach 1 sports car, with the limited-run throwback model set to touch down here next year priced from \$83,365 plus on-road costs.

The new model is limited to just 700 units Down Under, and will slot in above the automatic Mustang GT Convertible (\$75,025) but beneath the supercharged R-Spec (\$99,616), the former of which was limited to 500 units when it arrived around 12 months ago.

Touted by Ford as being the best-handling factory-produced Mustang to be brought to Australia, the Mach 1 pays tribute to the 1969 original, which itself was built to commemorate US pilot Chuck Yeager breaking the sound barrier for the first time.

The Mach 1 has raided the Shelby GT350 and GT500 parts bin to create a more capable version of the Mustang GT, starting with the 5.0-litre V8 engine which has been given a tickle to now produce 345kW (+6kW) and an unchanged 556Nm.

Borrowed from the Shelby GT350

are an open-air induction system, intake manifold and 87mm throttle bodies which help increase air flow to the engine as well as an auxiliary engine oil-cooler which ensures optimal oil flow.

A 4.5-inch active valve performance exhaust has also been fitted to up the aural stakes.

The Mach 1 is available with either a six-speed manual or 10-speed automatic transmission, the former of which is a special

Tremec unit featuring a short-throw shift action, specially designed to manage aggressive gear changes.

A limited-slip differential comes as standard, while an additional rear-axle cooling system makes the Mach 1 better suited to heavy track use.

Ford has fitted a number of exterior enhancements to the Mach 1 that not only increase the visual appeal but also help the new variant generate 22 per cent more

downforce than the Mustang GT.

The rear diffuser is borrowed from the Shelby GT500, while the front splitter and rear spoiler help the car hug the tarmac.

Braking response is improved through the fitment of a higher-spec brake booster, while the 19-inch alloys are 0.5 inches wider than the GT to provide extra grip.



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Added Competition



BMW announces 'First Edition' X5 M and X6 M Competition duo, due here early 2021

By CALLUM HUNTER

BMW Australia has ripped the covers off its latest X5 M and X6 M Competition duo, with the 'First Edition' versions offering an unrivalled level of exclusivity, albeit six months after their donor vehicles first arrived here.

Limited to just two examples each, the First Edition X5 M and X6 M Competitions will arrive Down Under early next year, comprising four of just 500 units available globally.

Flaunting unique paint colours and finish, the First Editions also roll on special black M light-alloy wheels and brandish carbon-fibre body panels.

Under the bonnet resides the same twin-turbocharged 4.4-litre V8 petrol engine, still good for 460kW/750Nm but this time adorned with an M Carbon engine compartment cover for an extra

sense of occasion when opening the bonnet.

Zero to 100km/h takes the same 3.8 seconds as before with drive still sent to all four wheels via an eight-speed automatic transmission.

The unique and aggro touches have been continued within the cabin with the First Editions boasting a two-tone Silverstone/Midnight Blue BMW Individual Merino full leather interior, black Alcantara inserts in the seat bolsters, contrast orange stitching, BMW Individual Alcantara headliner, carbon-fibre trim inserts and "First Edition 1/250" lettering.

Despite there being just two of each variant headed to Australia, BMW's local subsidiary has elected to reveal the relevant pricing and full specifications list early next year ahead of their arrival with sales only possible via the BMW Shop.

FULL STORY: [CLICK HERE](#)



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Escape plan



Ford introduces new incentives to help make Escape SUV purchase process simpler

By ROBBIE WALLIS

FORD Australia is aiming to stimulate sales of its all-new Escape medium SUV through a pair of measures, the first being its virtual 'Desk Drive' initiative, and the second being initial driveaway pricing for some of its most popular variants.

The introductory driveaway pricing scheme applies to three variants, starting with the entry-level Escape FWD, which will initially ask \$36,490 driveaway instead of \$35,990 plus on-road costs, as was detailed when the Blue Oval first revealed pricing in February.

The mid-spec ST-Line has also been offered with driveaway pricing, asking \$38,990 and \$41,990 driveaway respectively for the FWD and AWD grades, instead of \$37,990/\$40,990 plus costs.

As for the remaining variants –

the Vignale FWD, Vignale AWD and ST-Line PHEV – recommended retail pricing remains.

Another initiative planned by Ford Australia ahead of the Escape's arrival in local showrooms next month is the Desk Drive program, which can afford potential customers greater access to the cars from their home or workplace.

Run via Facebook Live, the Desk Drive program gives customers a live, hosted 'walkaround' of the vehicle showing off its key features, much like what would happen normally in a dealership.

The walkaround, scheduled to start from mid-November, includes an interactive chat function for viewers to have their questions answered in real time.

FULL STORY: [CLICK HERE](#)

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Easy choice

Jaguar Land Rover dramatically cuts variant choice to simplify buying process, win back sales

By NEIL DOWLING

CONSUMERS are driven by choice and lured by the “new, now” principle when shopping that indiscriminately covers everything from ice cream to T-shirts, sunscreen and even to big-buck items such as motor vehicles.

Satisfying choice is achieved by offering a range of products, models, options and accessories. But sometimes it goes too far.

Now Jaguar Land Rover (JLR) has put the brakes on its breathless range of vehicle models and types, engine combinations, trim and accessory package offerings.

In April, as COVID-19 starting biting into the global economy, JLR Australia offered seven Jaguar models but listed 54 variations in its price list.

This is without taking into account accessories and options. Land Rover also had seven models but 91 sub-sets.

The model range compared with BMW with 24 models, Audi with 17, Hyundai with 13, Mercedes-Benz with 25 (not including its van and ute range), and Toyota with 21.

Within that, BMW had 92 distinct

versions on its price list; Hyundai had 59; Mercedes-Benz had 99; and Toyota had 82 variants, not including commercial derivatives.

Fast forward to September. BMW has 81 distinct variants; Hyundai has 53; Mercedes-Benz has 105; and Toyota has 83.

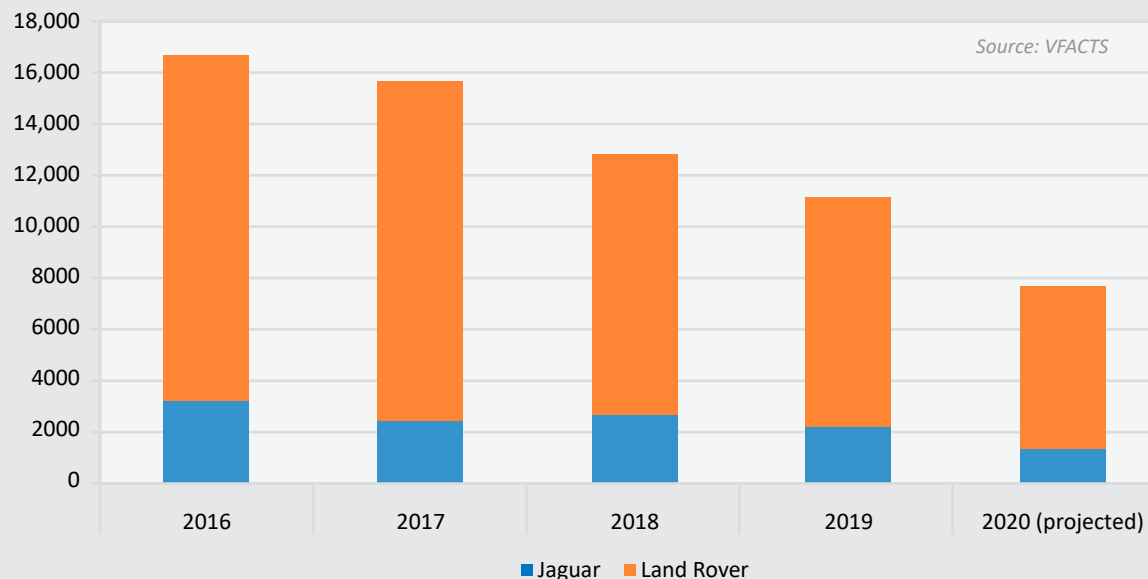
Now, thanks to a revision of its model range by JLR Australia, there are 41 variants of Jaguar and 71 versions of the Land Rover brand.

But that’s just the start. JLR Australia PR manager James Scrimshaw told *GoAuto* that the company had taken the step in refining the 2021 model-year line-up to make it “easier for our customers to understand and to reduce complexity by offering the very best line-up for each JLR model.”

“Additionally this will mean that our JLR retailers are more likely to have the right vehicle at the right time, due to the reduction of possible variants,” he said.

The new line-up will take JLR’s derivatives from 145 to about 80. The move is in line with the reductions made – though less dramatic – with rival brands.

Jaguar Land Rover sales 2016-2020 (projected)



Mr Scrimshaw said the reduction in some variants reduced the complexity for both Jaguar and Land Rover.

“At the same time we have enhanced the safety and convenience features offered in all Australian delivered vehicles,” he said.

“We have taken this approach to make our vehicle line-ups easier to understand and to ensure we are offering the best specifications possible for the Australian consumer.”

The new line-up of Jaguar reduces the number of F-Pace SUV

derivatives to five, down from 17. These include the retirement of the Chequered Flag, Portfolio and R-Spec versions and the replacement with the R-Dynamic trim level.

FULL STORY: [CLICK HERE](#)

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LG Chem seeks more joint ventures with car-makers to help expand EV battery production

By ROBBIE WALLIS

KOREAN chemical company and vehicle battery manufacturer LG Chem has signalled its intention to expand the number of joint ventures with car manufacturers, according to *Reuters*.

LG Chem CEO Hak Cheol Shin told *Reuters* that the company is in discussions with a “couple” of car-makers that would see it produce batteries for hybrid and full-electric vehicles.

“Our joint ventures with Geely and GM have been already announced, and we have ongoing discussions with a couple of other auto-makers,” he said.

Mr Shin would not be drawn on which car-makers the battery giant is talking with, refusing to elaborate on the topic.

LG Chem currently has a number of joint ventures as mentioned above, with General Motors and Geely, the former of which was announced in December 2019 as a \$US2.3 billion (\$A3.24b) tie-up to produce low-cost batteries.

The partnership also aims to reduce manufacturing costs to industry-leading levels, and will be produced in GM’s factory in Lordstown, Ohio.

Employing 1100 workers, the new plant is expected to be as large



GMC Hummer

as Tesla’s Gigafactory 1 in Nevada.

GMC’s new-generation Hummer EV will be produced with the joint-venture batteries, which will give the reborn pick-up 746kW of power and over 550km of expected range.

The Cadillac Lyriq luxury SUV will also be underpinned by the joint-venture batteries.

Its partnership with Geely was formalised in June last year, with a \$US188 million (\$A264m) deal that would oversee the production of a range of new-energy vehicles.

Geely used the joint venture to strengthen its newly created Geometry EV sub-brand, designed to help increase its share in the



Cadillac Lyriq

Chinese EV market, which in 2018 reached a total of 1.25 million sales.

LG Chem also supplies batteries for Tesla Model 3 vehicles manufactured at Tesla’s plant in Shanghai.

As for who the brand is in talks with, it is anyone’s guess, with most manufacturers moving towards a model of increased EV production and rollout.

One possibility that would fit neatly is compatriot Hyundai Motor Group, whose sub-brands Kia and Hyundai are in the process of electrifying their model line-ups over the coming years, particularly Hyundai who has been leading the

charge in Australia with regard to new-energy vehicles.

Another option is the Volkswagen Group, which has previously sourced batteries from a range of manufacturers including LG Chem, however given it serves a number of brands including Volkswagen, Skoda, Audi, Porsche, Bentley and Seat, a more substantial partnership may be required.

According to *Reuters*, LG Chem is looking to build a new factory in Europe as it plans to more than double its combined battery production capacity from 120 gigawatt hours in 2020 to 260 gigawatt hours by 2023.



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VOSWINKEL TAKES ON VW GLOBAL PR ROLE



Stefan Voswinkel

By NEIL DOWLING
VOLKSWAGEN Passenger Cars has appointed a former motoring journalist as the head of its product and technology communications department.

Stefan Voswinkel (44), who will take up his role from January 1, 2021, replaces Florian Urbitsch who has left the company.

Christoph Adomat, currently head of technology communications, will manage the product communications portfolio in addition to his other duties until Mr Voswinkel's employment.

Mr Voswinkel will report to Robin Aschhoff, head of communications of the Volkswagen Passenger Cars brand.

Mr Voswinkel started his career as a journalist with *Auto Bild* in 2009 following his internship.

He was head of department with *Bild* from 2016 and deputy editor-

in-chief of Motoring, also with *Bild*, from 2018.

Currently he is deputy editor-in-chief, holding the position of an editor-in-chief, of the Auto Competence Center, which groups together editorial automotive content, both printed and digital, across all titles of the *Bild* brand family.

The appointment comes as Volkswagen Passenger Cars increases its volumes and product lines. It is now present in more than 150 markets and produces vehicles at more than 50 locations in 14 countries.

Volkswagen delivered about 6.3 million vehicles in 2019, including best-sellers such as the Golf, Tiguan, Jetta and Passat.

The company has a current workforce of 195,878 employees in addition to more than 10,000 dealers with 86,000 employees.

FULL STORY: [CLICK HERE](#)

HOLLOWS JOINS QUBE HOLDINGS BOARD

By NEIL DOWLING
MS NICOLE Hollows has been appointed to the board of Australia's largest logistics services company Qube Holdings, effective October 19, 2020.

Qube operates ports, rail and land logistics services around Australia and in road transport operations, has 876 prime movers and a 1593-trailer fleet.

Ms Hollows has more than 20 years of experience in the resources sector in a number of senior managerial roles across both the public and private sectors, including in mining, utilities and rail.

She is currently an independent non-executive chair of Jameson Resources

Limited and also an independent non-executive director of Downer EDI Limited. She was formerly the chief financial officer and subsequently CEO of Macarthur Coal Limited; managing director of AMCI Australia and South East Asia; and more recently CEO of Sunwater Limited.

Ms Hollows holds a Bachelor of Business – Accounting, a Graduate Diploma in Advanced Accounting (Distinction) from the Queensland University of Technology (QUT) and she is a Graduate of Harvard Business School's Program for Management Development.

She is also a fellow of the Australian Institute of Company Directors and a member of the Institute of Chartered Accountants.



Nicole Hollows

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FULL STORY: [CLICK HERE](#)

GLOBAL ROLE FOR TUG

By NEIL DOWLING
BILGEN Tug has been appointed head of global brand management for Maserati, based in Modena, Italy.

Ms Tug was previously Maserati's marketing director for Asia Pacific in Tokyo, a position she held for two years. Prior to that, she served as regional marketing and communications manager for South-



Bilgen Tug

East Asia Pacific, based in Hong Kong.

She spent five years with Maserati Australia & New Zealand, most recently as national marketing and PR manager under the Ateco Automotive group based in Sydney. Before that, she served as brand manager.

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Speed demon



SSC Tuatara claims title as world's fastest production car with blistering 508km/h run

By CALLUM HUNTER

BUGATTI has officially lost its mantra as the world's fastest car-maker to SSC after the American brand clocked a 508.73km/h average top speed for its new Tuatara hypercar across two runs, and in doing so, became the first manufacturer to crack the 500km/h barrier.

The record attempt was carried out on October 10 on a closed section of highway in the Nevada desert with racing driver Oliver Webb behind the wheel.



In order to be eligible for the record, the driver must make two runs along the same stretch of road – one in each direction – with the official top speed figure being the average taken from the two runs as to eliminate any variables like gradient or wind direction.

"It's been 10 years since we held this record with our first car, the Ultimate Aero, and the Tuatara is leagues ahead," SSC chief executive Jerod Shelby said.

"Its performance reflects the dedication and focus with which we pursued this achievement.

"We came pretty close to meeting the theoretical numbers, which is astonishing to do in a real-world setting on a public road."

Despite beating the Bugatti Chiron Super Sport's previous

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Audi RS Q8
Audi RS6/RS7
BMW 4 Series
BMW 5 Series
BMW M5 Competition
Genesis GV80
Honda Civic Type R
Lexus LC Convertible
Mazda BT-50
Mercedes-Benz E-Class
Mercedes-AMG GLE53/63 S

Porsche 911 Turbo/Turbo S

Toyota Fortuner
Toyota GR Yaris
VW Touareg V8 TDI



The flagship of Porsche's 992-generation 911 supercar arrives in Australia this month, in the form of the 478kW/800Nm Turbo S.

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

record of 490.48km/h by almost 20km/h, Mr Webb said the Tuatara still had more to give.

"With better conditions, I know we could have gone faster," he said.

"As I approached 331mph, the Tuatara climbed almost 20mph within the last five seconds.

"It was still pulling well. As I told Jerod, the car wasn't running out of

steam yet. The crosswinds are all that prevented us from realising the car's limit."

FULL STORY: [CLICK HERE](#)



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EVs to be made in NSW

\$700m plan to produce EV buses, trucks and cars in NSW through a local equity group



Nexport electric cars

By NEIL DOWLING

A **PROACTIVE** state government and the financial resources of a socially responsible equity group have combined with an Australian mobility business to announce a vehicle manufacturing facility producing electric buses, trucks and cars in NSW before 2022.

Under the Nexport banner, the \$700 million plan announced this week will involve the construction of a factory near Moss Vale in NSW's southern highlands with the potential to employ up to 2000 people and a product range including an ongoing contract to supply EV buses to the NSW transit authority.

The plan is part of "clean-tech" investment group TrueGreen's philosophy of promoting environmentally and socially beneficial organisations.

This year TrueGreen, managed by investment specialists, bought EV transport specialist Nexport which

gave it control of former South-East Asian, and now Australian-owned, bus body-maker Gemilang.

Nexport is the company that started an EV taxi service in the northern coast of Sydney using BYD cars.

Mr Todd said no government subsidies or funds were used in the procurement and planned construction of the factory.



Luke Todd

TrueGreen last month completed a private capital raising – which included investors such as Eagers Automotive Ltd's biggest shareholder Nick Politis – and will follow that with an institutional round of fundraising next month.

Gemilang has built 23 EV buses under a contract with the NSW government for Sydney airport with further buses to follow as the state aims to make a transition from fossil-fuel public transport vehicles to electric buses.

Continued next page

VACC warns on scammers

Dealer loses \$20,000 in one hit as identity theft and stolen card numbers rear their heads

Is 10 years too far for Mitsubishi?

ACCC debates 10-year exclusive dealer-service warranty and its effect on independent repairs

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Nexport Zero Emissions Bus

Continued from previous page
TrueGreen and Nexport CEO Luke Todd told *GoAutoNews Premium* that the NSW government has a target of replacing 8000 fossil-fuel buses with electric buses and that a further 115 are under construction at Gemilang's factory in Glendenning, NSW.

The announcement this week that TrueGreen has secured a large property near Moss Vale is the tipping point for the company to first start manufacturing EV buses for the NSW government from late 2021, then EV trucks and, predicted to be by 2025, EV passenger cars.

Moss Vale was chosen because Mr Todd said it was ideally placed almost equidistant from the ACT, Sydney and the Woollogong port.

"It will be a seven-star green-rated production facility," he said.

"It will be a zero-emission plant making zero-emission vehicles without basing its green rating on credits. I don't think there's a

facility in the world that will be like this."

Mr Todd said that the batteries and electric motors for the bus, truck and car models will use technology from China's biggest EV manufacturer, BYD.

BYD, which also makes batteries and photovoltaic solar panel systems, is 25 per cent owned by US company Berkshire Hathaway, owned by US billionaire Warren Buffett.

"We use BYD technology because it is well proven in China, is state-of-the-art, suits the applications we have planned for and means we do not have to start from scratch with drive and electrical systems.

"The buses which we are building for the NSW government are designed under the NSW transport specifications and have 60-plus seats and have a range of more than 500km.

FULL STORY: [CLICK HERE](#)

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VACC warns on scammers



Dealer loses \$20,000 in one hit as identity theft and stolen card numbers rear their heads

By NEIL DOWLING

ONLINE sales and ‘click and collect’ transactions are under scrutiny as police warn of an upsurge in criminal activities involving cars sold to people who have used fake driver’s licenses and quoted stolen credit-card numbers.

One dealer has lost \$20,000 in a car sale that involved identity theft using stolen details of a person, and were then printed on a fake driver’s license complete with a photograph of the thief.

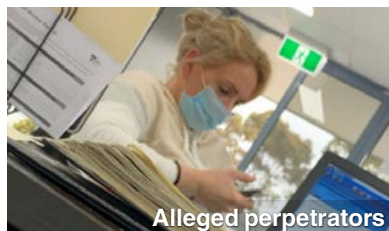
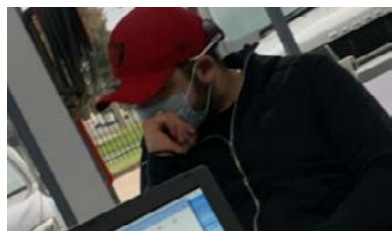
Victoria Police, and other police

forces, are currently investigating however car dealers have been told to be on high alert.

The Victorian Automobile Chamber of Commerce (VACC) said that according to its information, in most instances the scamming is being done by two women and a man.

VACC industry policy head Michael McKenna told *GoAutoNews Premium* that dealers have to be very alert as there is no protection from credit suppliers.

He said the photos of the fake licenses (see full story) were taken



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by a VACC member and dealer who became suspicious. The case is now with the police.

He added that the situation with Covid-19 and the increase in online transactions was partly to blame for the increased illegal activity but said that it has happened previously.

“Covid-19 has highlighted a loophole that has always been there with identity theft and stolen credit cards,” he said.

“The difference may be that in

these current conditions, dealers may be more desperate to make a sale and so take extra risks. This situation with the criminal activity shows that they can’t afford to take any risks.”

Mr McKenna said that so far the alleged perpetrators have based their activity in the southern suburbs of Melbourne as well as Gippsland. However, it can apply to anywhere in Australia.

The VACC reported that the

typical cars the criminals seek to purchase are Audi A4s and A6s. They arrive at dealerships in a black Toyota Corolla with Victorian registration plates 1SN-8UC but it is not known whether the plates have been duplicated or stolen.

The offenders use fake driver’s licenses (with the names and addresses stolen from actual people) and stolen credit card numbers.

FULL STORY: [CLICK HERE](#)

Is 10 years too far for Mitsubishi?



ACCC debates 10-year exclusive dealer-service warranty and its effect on independent repairers

By NEIL DOWLING

MITSUBISHI Motors Australia Limited (MMAL) has been slapped with at least 150 submissions that object – some in very terse terms – to its proposed 10-year/unlimited kilometre warranty for its new cars based on the requirement that the vehicles must be serviced at a Mitsubishi authorised centre – or the warranty reverts to five years.

The submissions have been lodged with the Australian Competition and Consumer Commission (ACCC) after the watchdog called for public opinion.

The submission period is now closed and the latest news is that the ACCC reports that the issue is “under consideration”. MMAL told *GoAutoNews Premium* that it has had no response from the ACCC as yet.

Core to the objections is

Mitsubishi’s plan to tie the long warranty – now Australia’s longest for a new passenger-car range – with exclusive servicing from an MMAL dealership.

In one response, the Australian Automotive Aftermarket Association (AAAA) said “large-scale responses to Exclusive Dealing Notifications are rare” and it is aware that the ACCC has received opposition from automotive parts suppliers, industry associations and small independent repairers.

AAAA chief executive officer Stuart Charity said Mitsubishi’s 10-year conditional warranty “essentially encourages consumers to trade away their statutory rights to avoid any potential future issues.”

FULL STORY: [CLICK HERE](#)

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How some distributors see the pandemic affecting the delivery of new cars

By NEIL DOWLING

AUSTRALIAN buyers still face delays in getting new cars as the ongoing and unpredictable flow down from Covid-19 affects production from car factories, shipments from all countries, bottle-necks at some Australian ports and even hold-ups in accessories made and fitted in Australia.

Representatives of the main car-makers in Australia told *GoAutoNews Premium* that they're managing their way through the pandemic right now and see things slowly returning to normal before the end of the financial year.

Australian Automobile Dealer Association (AADA) CEO James Voortman said Australia is not alone in experiencing delays caused by



James Voortman

issues including factory closures and difficulties in importing cars.

"It's not uncommon for consumers to go into the dealership and be told they have to wait a certain amount of time before they can get the car," he said.

"But as I understand it now, import and export supply chains are running smoother. They will improve their delivery timeframes over the next months.

"There is tight supply in the new and used-vehicle markets and while new-car supply is getting better, gradually, the supply of used cars has not improved."

Toyota Australia said it "has been fortunate to weather the storm better than most" showing its proportion of sales reductions was about half the industry average, both nationally

and in Victoria.

"Toyota's order intake has remained strong, even when we were short of supply, which indicates our customers understand the current situation," a spokeswoman told *GoAutoNews Premium*.

"With the availability of additional stock, we expect to fulfill a substantial number of orders in October and in coming months."

The spokeswoman said stock levels were higher across all models

which put the company in a strong position for the current quarter.

"This also includes our position for RAV4, where the waiting list has substantially reduced over the past few months," she said.

"But as demand remains strong, this could push out delivery slightly particularly for hybrid variants.

"Another model that has become high in demand includes the all-new Yaris hybrid, which could result in future delivery delays."

Toyota said that the background for this was the unexpected delays caused by the Victorian lockdown that has affected the final assembly in Melbourne of the Hilux Rogue and Rugged X variants.

Kia Motors Australia (KMAu) said its stock levels were running lower than average but expected these to be back to normal by the second quarter of next year.



FULL STORY: [CLICK HERE](#)



Fear of the unknown and conservatism will kill more deals than the economy

By WAYNE PEARSON

IN THE next 12 months, dealers will be navigating uncharted waters and while that might give cause for caution it is in fact a time to start creating your own luck.

So here are a series of steps that you can walk through one-by-one to kickstart your assessment of the options available to retailers as business eventually starts to return to normal.



Wayne Pearson

1. Start spending time with early cycle buyers

Most showrooms are open seven days a week, but the majority of sales activity occurs on two of those days.

We know it is not a coincidence; it is basically our choice to wait for customers rather than find them.

To start selling cars seven days

a week and increase volume, get your sales manager to select 10 customers for each sales consultant. These customers have three things in common; they bought their last car three years ago, they are in your service department and they are financed with you.

With this knowledge, do a positive equity calculation; you control the trade-in value, you know who the financier will buy in this current market and start a conversation.

Remember – in these times most customers believe they can't aspire to another vehicle or are too scared to ask.

More deals will be lost in the next 12 months to procrastination or an unasked question than through the economics of the deal.

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2. Remove price from the conversation

With conservatism comes a fear of price and the need for bigger discounts.

When buying a car this has always been irrelevant as 93 per cent of people borrow for cars (and seven per cent lie about it) so they are only ever repaid and replaced.

Take price away from your showrooms and also from your sales consultants; your sales managers should be the only ones

knowing and controlling price. Furthermore, replace sticker prices with "repayment hangers". \$150 per week is always a lot easier to sell than \$25,000.

3. Create changeover candidates

Service should boom in the next 12 months as fear keeps people in cars longer and in your workshops.

Service sells the second car in every dealership, so make this a reality. Use this to your advantage and have "We want to buy your car"

hangers in all 30,000km service cars.

As predicted in April, used cars are hard to get, so create your own stock by harvesting your service customer.

4. Target more valuations by sales person and incentivise success

Every car bought is a car sold; value more cars and "dehorse" more customers. It worked a treat in the last recession; I can't see why this one would be much different.

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Sell now! – as used-car prices rocket



Price index shows used prices up 30 per cent on 2019 but sales growth starting to slow

By NEIL DOWLING

USED-vehicle prices in Australia have jumped for the fifth consecutive month with September prices averaging almost 30 per cent higher than the same month last year.

A Datium Insights-Moody's Analytics report shows used-vehicle prices in September were also up 3.8 per cent on August and that now is the best time on record to be selling a used car, SUV or ute.

The report shows that:

- Wholesale used-vehicle prices rose for the fifth consecutive month, rising by 3.8 per cent compared with August and are now a staggering 29.9 per cent higher than they were at the same point in 2019.
- Prices of trucks, SUVs and utes rose faster than passenger cars from

August to September, rising 8.7 per cent compared to 2.1 per cent.

- Limited new-vehicle sales and thus reduced number of trade-ins have restricted supply of used vehicles available to the market.

Moody's Analytics' automotive economist Michael Brisson said price gains in September were lower than in previous months as the average was held back by weaker passenger-car sales that grew a modest 2.1 per cent from August.

However, the larger truck, ute and SUV segments were stronger in September with an 8.7 per cent increase over the previous month.

"The split in price movement between cars and trucks/SUVs is a divergence from what had previously been a tandem movement of the two market segments since

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the start of the recession," he said.

"Preference for larger vehicles has been gaining rapidly over the past six years. During this period, sales of passenger cars have fallen to less than 30 per cent of total new-vehicle sales.

"These preferences have not changed because of the pandemic and recession. Conversely, current circumstances have likely accelerated the change; petrol prices have been consistently low since February and are down 20 per cent

from a year earlier."

He said that high demand and weak supply of used vehicles was caused by the slow-down in the new-car market.

"Most new-vehicle purchases come with the trade-in of another vehicle, a used car," he said.

"However, new-vehicle sales have dropped more than 20 per cent from an already-underwhelming 2019 rate and have tumbled to the third lowest monthly rate on record

in August, outdone by only April and May of this year.

"The limited sales and thus limited used-vehicle supply continue to support the price increases in the wholesale used-vehicle market."

He said that this change in the used-vehicle market's supply and demand ratio was seen more dramatically when looking at individual vehicles.

FULL STORY: [CLICK HERE](#)

Carly goes to NZ



Carly powers the platform for a Turners Subscription service starting in Auckland

By JOHN MELLOR

THE strategic \$1 million investment by leading New Zealand automotive retailer, Turners Automotive Group, in auto subscription provider Carly, is now bearing fruit with the commencement last week of subscription operations in the Shaky Isles.

The new Turners Subscription service, which initially launched in Auckland, is being powered by the platform and systems pioneered and developed in Australia by Carly; a division of listed Collaborate Corp.

Turners says it believes that car subscription “will play a big part in the future of mobility.” It plans to expand the service across various NZ cities, eventually making car subscription available to all New Zealanders.



Chris Noone

Carly, a leading Australian car subscription service, is providing Turners with its online car subscription platform under a licensing agreement. In July last year, as part of the agreement, Turners made a \$1 million strategic investment in Carly.

Turners Automotive Group is one of New Zealand’s most well-known automotive and finance players and is the country’s largest seller of cars.

Under the deal with Turners, the implementation of which was delayed by Covid-19 restrictions, Carly will generate income from a platform licence fee based on subscription revenue, from custom technology development and from the provision of customer service assistance to

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Turners Subscription operations.

Turners Automotive Group CEO Todd Hunter said in a statement: “Turners Subscription is about offering flexibility and convenience to New Zealand drivers.

“We really liked the industry-inclusive approach Carly has taken in Australia, which we have mirrored by offering consumers an alternative to a loan or finance, while creating a new and recurring revenue stream that can acquire customers online

and at the dealership.”

Carly CEO Chris Noone said in a statement: “Car subscription is growing rapidly in the Australian market. Our figures show that Australians are increasingly interested in car subscription, with a 64 per cent increase in subscription transaction value September 2020 vs June 2020 Quarter and 218 per cent increase September 2020 vs September 2019 Quarter.”

Recent research undertaken with

Omnipoll found that as many as 38 per cent of Australians would now consider subscribing to a car rather than purchasing or financing a vehicle.

“This shift in consumer preferences towards flexible car access is on a rapid trajectory in Australia as the conventional wisdom of long-term car ownership is fast losing ground,” Mr Noone said.

FULL STORY: [CLICK HERE](#)

Digital sales forum



Key players in the digital showroom space to guide dealers through a changing future

By JOHN MELLOR

AUTOTRADER and **Gumtree Cars** are continuing their program of preparing dealers for the rapidly evolving digital world within car showrooms with a high-powered panel discussion at the forthcoming AADA National Dealer Convention & Expo, which is itself an all-online event.

The online automotive classified partner sites have announced they are sponsoring and conducting the Next Digital Frontier panel at the AADA industry conference which runs from November 10-11.

CarsGuide Autotrader CEO Shaun Cornelius will lead the panel discussion on the new digital frontier for automotive sales.



Shaun Cornelius

Taking place on day two of the convention, the panel follows on from the success of [Gumtree's Dealer Talks podcast](#) earlier this year featuring a series of interviews by *GoAutoNews Premium* publisher John Mellor with influential automotive industry figures.

Mr Cornelius will chair a 30-minute session titled 'Dealer Talks Live: The Next Digital Frontier in Auto', in a discussion about the evolution of the online vehicle purchase journey.

Included in the panel will be:

- Craig O'Donnell, head of digital platforms and experience at Volkswagen Group Australia
- Dale McCauley, partner at Deloitte Motor Industry Services

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- Jamie Moyle, digital manager of Car Giant WA.

Mr Cornelius said in a statement: "Industry-wide there are many changes, trials and opportunities across the digital automotive landscape, which is why I'm pleased to chair this panel discussion as we look to the future of digital automotive sales."

The panel will discuss the digital frontier for the automotive industry, unpacking the changing

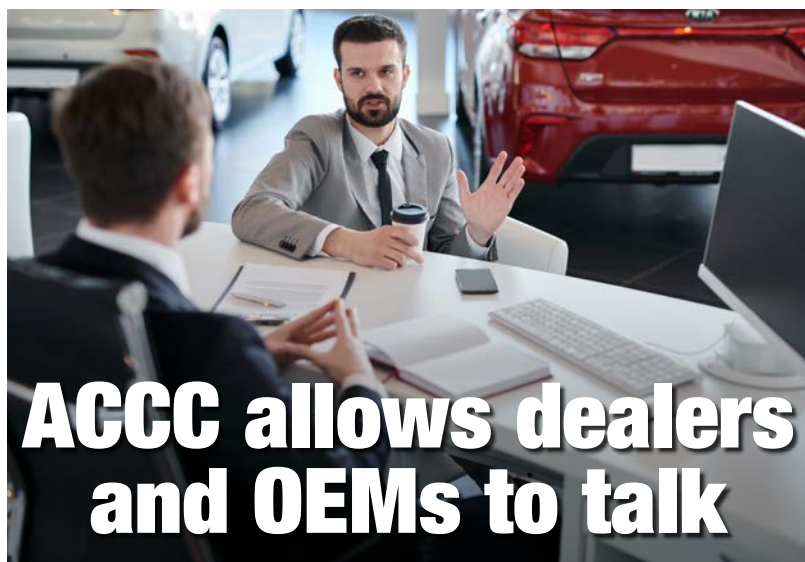
face of the digital buyer journey in 2020 and beyond.

As lead principal sponsor of the AADA conference, Autotrader and Gumtree Cars will also for the first time share the results of an exclusive survey, undertaken by BrandSpark, of new and used vehicle shoppers, recent vehicle purchasers and the role of digital influence in a pandemic new world.

Revealed in a special feature session with Autotrader and

Gumtree Cars dealer sales director Richard Dicello and BrandSpark International VP strategy Denis Hancock, the research report 'Connect with the New Digital Car Buyer' uncovers how Australians' buying behaviours have accelerated throughout the pandemic and advises on the opportunities for businesses to capitalise on this new generation of customers.

FULL STORY: [CLICK HERE](#)



ACCC allows dealers and OEMs to talk

Open floor will improve relationships as AADA sees dealer councils playing a major role

By NEIL DOWLING

DEALERS and OEMs can negotiate terms of their franchise agreement without needing official government approval under a new ruling by the Australian Competition and Consumer Commission (ACCC).

It opens up conversation between the dealers, through the dealer councils, and OEMs and their Australian representatives, in a move that the peak automotive retail body said is “a welcome and important development”.

The Australian Automotive Dealer Association (AADA) said the move by the ACCC to open the floor to dialogue between dealers and OEMs has the added benefit of allowing dealers to share costs and time when discussing issues with the same OEM.

AADA CEO James Voortman told *GoAutoNews Premium* that some franchised new-car dealers have problems negotiating with OEMs because of the substantial differences in the size and power of the offshore businesses.

He said this was exacerbated when individual dealers, particularly those not involved in a large multi-franchise dealer network, had to negotiate by themselves.

“This class exemption provides dealers with a much more effective and efficient negotiation tool and avoids dealers having to navigate through complex red tape and administrative burdens to obtain collective bargaining rights,” he said.

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COMMODORE GETS ONE MORE SEASON BEFORE CAMARO TAKES HALO STATUS

By NEIL DOWLING

HOLDEN cars are likely to be racing at circuits around Australia and New Zealand for a few more years but from the last race for 2020 at Bathurst this month, there is no more official factory support from the Holden brand and no Holden Racing Team banners.

The end of Holden's 52 years of official backing on the track came with some tears, wiped clean after a Holden

Commodore driven by Holden Red Bull team's Shane van Gisbergen and Garth Tander won the event.

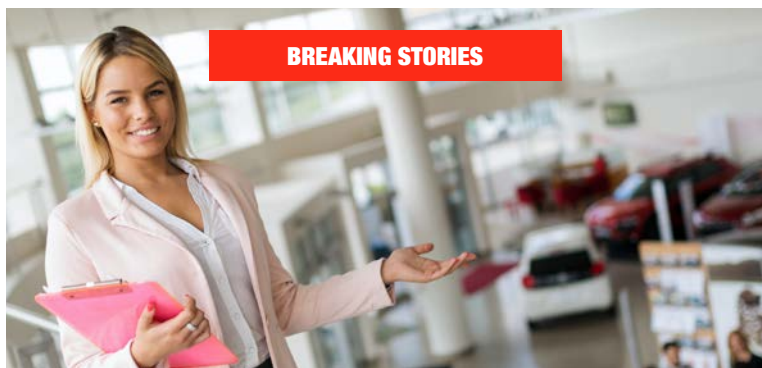
Triple Eight Race Engineering will campaign Commodores under its



own team flag next year and, for the 2022 season, will race the Chevrolet Camaro. The Camaro enters the series under new regulations contained within the Gen3 vehicle formula.

Triple Eight will design the Camaro to race spec with the endorsement of General Motors and the new Australian GM distributor, GMSV.

FULL STORY: [CLICK HERE](#)

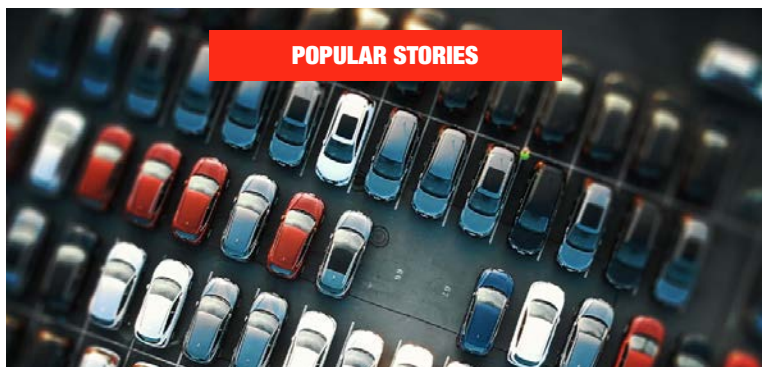


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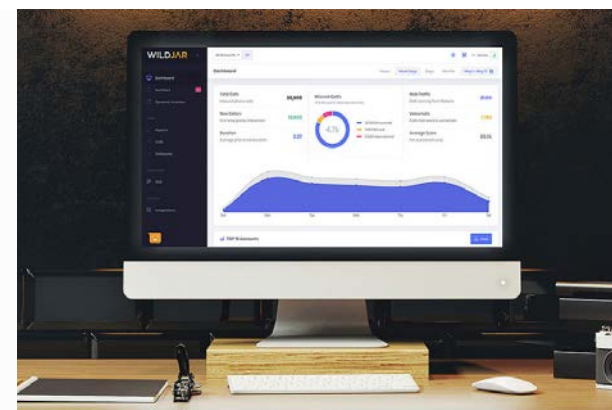


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