

OCTOBER
2011 VFACTS
REPORT

**Prepared by Autoteam Australia
Consulting**

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OCTOBER 2011 VFACTS HIGHLIGHTS

October 2011, the Automotive Industry in Australia achieved total vehicle sales of 85,196 units, up 4,271 units or 5.3% on October month 2010. October 2011 retail sales volume represents the second best October sales on record, behind October 2007. The increase in year over year monthly sales volume represents the third successive month that volume growth has occurred. On a Seasonally Adjusted Annual Rate, the industry came in at 1,018,000 units.

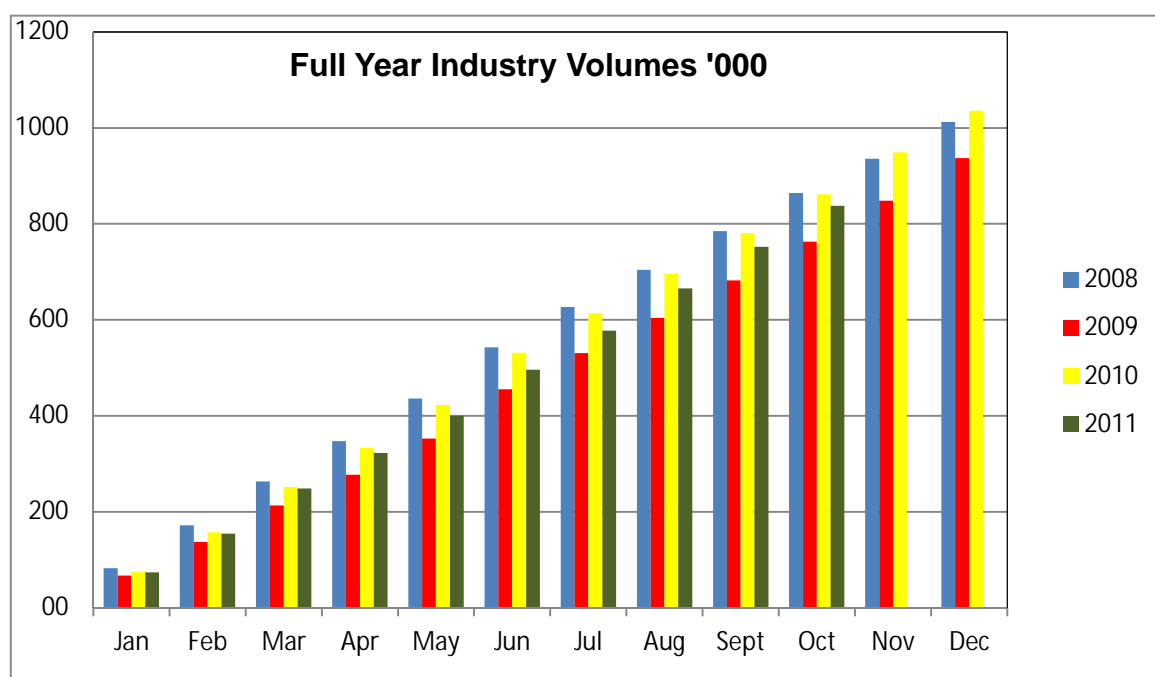
October month 2011 represents the third consecutive month that the industry, on a SAAR basis, has been in excess of one million units. The sales result reflects increased new vehicle availability for the industry following the tsunami in Japan earlier in the year, although stock availability from a number of brands is now being impacted by the floods in Thailand. The majority Australian sales of 4X2 and 4X4 pick up/chassis cab vehicles are sourced out of Thailand and also a large number of Light and Small Segment vehicles. This may impact Australian vehicle sales in the immediate future.

The SUV Industry, with increased imported stock availability over recent months, achieved record October sales volume for the month, as it also achieved for September and August 2011. Sales may be down for the remainder of the year due to the Thailand floods.

Recent media releases indicate that a number of brands will be very aggressive in the market place for the remainder of the year as they strive to regain lost sales volume and market share, and also achieve full year sales volume targets. We will see consistent marketing programs and discounted vehicle prices/bonuses through to year end 2011. As pricing is the major decision in the majority of vehicle purchases, any franchise that does not participate in the marketing activity through year end will lose sales volume and market share. On this basis, prior to year end would represent an ideal environment for a vehicle purchase.

In discussion with a many dealers nationally throughout the month of October, the final October retail result would surprise many. Most dealers indicated slow trading conditions and a lack of customers in the dealership. This raises the question, “are the sales reported in October real sales?”. How many sales units reported in October are in fact pull forward units, or units reported in order to achieve manufacturer/distributor sales objectives or incentives. What is the “real” industry number for the year excluding these units?

Dealers are manning and structuring their businesses to achieve industry volumes and shares, however, does the base on which these shares are calculated represent the real industry numbers? If not then dealers are incurring unproductive costs in their dealership.



On a year to date basis, the Australian Automotive Industry has achieved total vehicle sales of 837,324 units, down 24,321 units or 2.8% on October 2010 year to date. On a SAAR basis, the total Vehicle Industry is running at 1,006,000 units.

Autoteam Australia Consulting Vehicle Industry forecast for full year 2011 has been held at 1,020,000 units. This will be the fourth time that the full year industry will have achieved sales in excess of 1,000,000 units.

October vehicle sales compared to history is as follows:

Record Vehicle Industry

	<u>October</u> <u>Month</u> 10 th	<u>October</u> <u>YTD</u> 9 th
Passenger	10 th	9 th
SUV	1 st	1 st
Light Commercial	3 rd	3 rd
Heavy Truck	8 th	9 th
Total Industry	2 st	4 th

Industry Highlights

- All industry segments achieved volume growth year over year, with the growth spread evenly over all segments. On a year to date basis, only the SUV Industry has achieved volume growth, up 0.8% or 1,663 units. As such, the SUV Segment now accounts for 23.6% of the total vehicle industry, compared to 22.8% the same time last year. The Passenger Segment is down most year over year, 24,840 units or 5.1%.
- Among the Passenger Industry, the Small Segment achieved most growth, up 5,577 units or 31.8% compared to October last year. Year to date October the Small Segment accounts for 43.8% of all passenger vehicle sales. Combined the Light and Small segments account for 67.3% of all passenger vehicle sales. The Large, People Movers and Sports Segments were all down in excess of 25% year over year. Volume growth in the Small Segment was led by Cruze (670 units), i30 (633 units), Mazda 3 (629 units), Corolla (790 units) and Golf (2,094 units). The Large Segment was down 1,957 units, with volume loss led by Commodore (769 units) and Falcon (667 units)

Within the SUV Industry, only the Large Segment (Landcruiser and Patrol) was down year over year. The new Territory continues to sell well for Ford with October sales of 1,230 units, up 339 units on October 2010. Territory was the top selling SUV vehicle for the month of October. Grand Cherokee continues to sell well and for October achieved retail sales of 403 units, up 445% or 329 units on the same time last year.

Within the Light Commercial Industry, the Light Bus and PU/CC 4X4 Segments both achieved year over year volume gains for October. Volume growth in the PU/CC 4X4 Segment (up 1,140 units) was led by HiLux, up 468 units and Amorok sales of 348 units.

- Among the states and territories, only Tasmania and Western Australia incurred a volume loss for the month. Queensland achieved the greatest volume growth, up 12.9% units, ahead of NT which was up 12.7%.
- By buyer type, Private and Business sales both achieved year over year sales volume growth. This is consistent with the growth we saw in Light Commercial vehicle sales for the month. Private vehicle sales were up 4,181 units or 11.9% while Business sales were up 1,067 units or 3% on October 2010. Rental vehicle sales were down 12.4% for the month with sales of these vehicles seasonal.
- By fuel type, only LPG sales incurred a year over year volume loss, although off a low base. Hybrid vehicle sales achieved the greatest growth, again off a low base. Diesel vehicle sales continue to grow share of the total vehicle industry with a share year to date of 29.1% of all vehicle sales.
- Locally manufactured vehicle industry share for October accounted for 20.1%, up 6.9 pp on the same time last year and is a reflection of the Cruze now being locally manufactured. October year to date locally manufactured vehicles account for only 14.2% of all vehicle sales, but will increase over the coming months, again driven by the success Cruze sales. The locally manufactured vehicles share of the total vehicle industry for the traditional locally produced vehicles will continue to come down into the future as consumers desert this segment in preference for more fuel efficient imported vehicles. The introduction of Holden Cruze as a locally produced vehicle will provide some volume growth. The larger locally manufactured vehicles in this

segment remain the vehicle of preference for government and large fleet sales.

- Toyota achieved market leadership for all vehicle segments for October 2011. Toyota achieved total vehicle sales volume of 17,239 units for a market share of 20.2%, ahead of Holden 10,209 units, Hyundai 7,507 units, Mazda 6,999 units and Ford 6,921 units.
- Corolla maintained industry model leadership for the month with sales of 3,593 units, ahead of HiLux 3,480 units and Golf 3,337 units. October year to date Commodore retains the position of top selling vehicle in the country with October year to date sales volume of 34,995 units, ahead of Mazda 3 and HiLux.

Top 10 Selling Vehicles

	<u>October Month</u>		<u>October Year To Date</u>	
	<u>Model</u>	<u>Volume</u>	<u>Model</u>	<u>Volume</u>
1	Corolla	3593	Commodore	34995
2	HiLux	3480	Mazda 3	34624
3	Golf	3337	HiLux	31169
4	Mazda 3	3185	Corolla	28737
5	Commodore	3018	Cruze	28608
6	Cruze	2805	i30	24853
7	i30	2798	Navara	18476
8	Camry	2725	Camry	16659
9	Falcon	1591	Golf	16606
10	Lancer	1549	Falcon	15882

October 2011 Total Vehicle Industry										
	October Month					October Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%		Share	2010	2011	Volume	
Pass	45268	47536	2268	5.0	55.9	491678	466838	-24840	-5.1	55.8
SUV	19348	20400	1052	5.4	23.9	195924	197587	1663	0.8	23.6
Lt Com'l	14050	14857	807	5.7	17.4	150603	150142	-461	-0.3	17.9
Hvy Trk	2259	2403	144	6.4	2.8	23440	22757	-683	-2.9	2.7
Total	80925	85196	4271	5.3	100.0	861645	837324	-24321	-2.8	100.0

October 2011 Vehicle Segmentation

	October Month					October Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Light	10821	9940	-881	-8.1	20.9	113894	109769	-4125	-3.6	23.5
Small	17560	23137	5577	31.8	48.7	198773	204602	5829	2.9	43.8
Medium	6407	6532	125	2.0	13.7	68322	62753	-5569	-8.2	13.4
Large	7795	5838	-1957	-25.1	12.3	82779	66396	-16383	-19.8	14.2
Up Large	192	237	45	23.4	0.5	2684	2590	-94	-3.5	0.6
PM	1088	807	-281	-25.8	1.7	10490	9290	-1200	-11.4	2.0
Sports	1405	1045	-360	-25.6	2.2	14736	11438	-3298	-22.4	2.5
Pass.	45268	47536	2268	5.0	100.0	491678	466838	-24840	-5.1	100.0
Compact	9654	9832	178	1.8	48.2	95335	98933	3598	3.8	50.0
Medium	6613	7265	652	9.9	35.6	70334	64536	-5798	-8.2	32.7
Large	1124	991	-133	-11.8	4.9	10069	10099	30	0.3	5.1
Luxury	1957	2312	355	18.1	11.3	20186	24019	3833	19.0	12.2
SUV	19348	20400	1052	5.4	100.0	195924	197587	1663	0.8	100.0
Light Bus	169	304	135	79.9	2.1	2013	2321	308	15.3	1.5
Van	1754	1643	-111	-6.3	11.1	19536	17575	-1961	-10.0	11.7
4X2	4501	4211	-290	-6.4	28.3	50468	44763	-5705	-11.3	29.8
4X4	7525	8635	1110	14.8	58.1	77626	84625	6999	9.0	56.4
Light Trk	101	64	-37	-36.6	0.4	960	858	-102	-10.6	0.6
Lt Com'l	14050	14857	807	5.7	100.0	150603	150142	-461	-0.3	100.0

October 2011 Sales By State

	October Month					October Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
NSW	24451	26608	2157	8.8	31.2	261853	260519	-1334	-0.5	31.1
Victoria	22829	22996	167	0.7	27.0	234047	222793	-11254	-4.8	26.6
Q'land	15922	17972	2050	12.9	21.1	174472	175613	1141	0.7	21.0
Wst Aust	9244	8974	-270	-2.9	10.5	98477	90962	-7515	-7.6	10.9
Sth Aust	4974	5041	67	1.3	5.9	55157	52181	-2976	-5.4	6.2
Tasmania	1477	1439	-38	-2.6	1.7	15287	13647	-1640	-10.7	1.6
ACT	1311	1358	47	3.6	1.6	13652	13082	-570	-4.2	1.6
NT	717	808	91	12.7	0.9	8700	8527	-173	-2.0	1.0
Total	80925	85196	4271	5.3	100.0	861645	837324	-24321	-2.8	100.0

October 2011 Sales By Buyer Type

	October Month					October Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Private	35044	39225	4181	11.9	46.1	406941	399641	-7300	-1.8	47.7
Business	35347	36414	1067	3.0	42.7	358162	345464	-12698	-3.5	41.3
Gov't	5059	4759	-300	-5.9	5.6	53400	48676	-4724	-8.8	5.8
Rental	5475	4798	-677	-12.4	5.6	43142	43543	401	0.9	5.2
Total	80925	85196	4271	5.3	100.0	861645	837324	-24321	-2.8	100.0

October 2011 Sales By Fuel Type

	October Month									
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Petrol	57142	59050	1908	3.3	69.3	609732	583591	-26141	-4.3	69.7
Diesel	22507	24724	2217	9.9	29.0	236900	243859	6959	2.9	29.1
Hybrid	815	1066	251	30.8	1.3	7768	7244	-524	-6.7	0.9
LPG	461	356	-105	-22.8	0.4	7245	2630	-4615	-63.7	0.3
Total	80925	85196	4271	5.3	100.0	861645	837324	-24321	-2.8	100.0

October 2011 Top 10 Production Locations

	October Month					October Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Holden	4665	6656	1991	42.7	7.8	49711	62204	12493	25.1	7.4
Ford	3827	3458	-369	-9.6	4.1	42767	32363	-10404	-24.3	3.9
Toyota	2709	3336	627	23.1	3.9	29149	24110	-5039	-17.3	2.9
Mitsubishi	0	0	0	N/A	0.0	1	0	-1	-100.0	0.0
Local	11201	13450	2249	20.1	15.8	121628	118677	-2951	-2.4	14.2
Japan	27266	28012	746	2.7	32.9	296555	271500	-25055	-8.4	32.4
Thailand	13529	13421	-108	-0.8	15.8	135618	135849	231	0.2	16.2
Korea	12267	10893	-1374	-11.2	12.8	137914	122887	-15027	-10.9	14.7
Germany	5928	7127	1199	20.2	8.4	65476	61816	-3660	-5.6	7.4
England	1313	1618	305	23.2	1.9	12494	16323	3829	30.6	1.9
USA	1115	1464	349	31.3	1.7	11658	15482	3824	32.8	1.8
South Afr.	1108	382	-726	-65.5	0.4	13692	11926	-1766	-12.9	1.4
India	925	1302	377	40.8	1.5	4870	10249	5379	110.5	1.2
China	626	1170	544	86.9	1.4	5561	8534	2973	53.5	1.0
Other	5647	6357	710	12.6	7.4	56179	64081	7902	14.1	7.8
Total	80925	85196	4271	5.3	100.0	861645	837324	-24321	-2.8	100.0

October 2011 Top 20 Nameplates

	October Month					October Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Toyota	16329	17239	910	5.6	20.2	173867	148610	-25257	-14.5	17.7
Holden	9956	10209	253	2.5	12.0	111125	106141	-4984	-4.5	12.7
Ford	7150	6921	-229	-3.2	8.1	80221	76413	-3808	-4.7	9.1
Mazda	5746	6999	1253	21.8	8.2	71314	72954	1640	2.3	8.7
Hyundai	6359	7507	1148	18.1	8.8	67941	72636	4695	6.9	8.7
Nissan	4954	5448	494	10.0	6.4	51852	56107	4255	8.2	6.7
Mitsubishi	5095	5120	25	0.5	6.0	52312	51227	-1085	-2.1	6.1
Volks.	3367	5150	1783	53.0	6.0	31842	37303	5461	17.2	4.5
Subaru	3210	2630	-580	-18.1	3.1	33907	29504	-4403	-13.0	3.5
Honda	3931	2392	-1539	-39.2	2.8	34608	25882	-8726	-25.2	3.1
KIA	1946	1803	-143	-7.3	2.1	20142	20828	686	3.4	2.5
Suzuki	2248	1811	-437	-19.4	2.1	20850	19999	-851	-4.1	2.4
Mercedes	1463	1449	-14	-1.0	1.7	18016	17063	-953	-5.3	2.0
BMW	1464	1122	-342	-23.4	1.3	15016	13931	-1085	-7.2	1.7
Audi	1021	1162	141	13.8	1.4	11403	12466	1063	9.3	1.5
Great Wall	626	914	288	46.0	1.1	5561	7050	1489	26.8	0.8
Jeep	501	690	189	37.7	0.8	5038	6680	1642	32.6	0.8
Isuzu	610	593	-17	-2.8	0.7	6119	5428	-691	-11.3	0.6
Isuzu Ute	474	678	204	43.0	0.8	4133	5350	1217	29.4	0.6
Lexus	553	594	41	7.4	0.7	5055	5092	37	0.7	0.6
L/Rover	402	439	37	9.2	0.5	4024	4842	818	20.3	0.6
Peugeot	409	463	54	13.2	0.5	4690	4515	-175	-3.7	0.5
Volvo Car	326	252	-74	-22.7	0.3	3902	4221	319	8.2	0.5
Mits Fuso	265	286	21	7.9	0.3	3064	2982	-82	-2.7	0.4
Hino	350	286	-64	-18.3	0.3	3423	2856	-567	-16.6	0.3
Renault	177	310	133	75.1	0.4	1487	2823	1336	89.8	0.3
Dodge	166	229	63	38.0	0.3	1373	2213	840	61.2	0.3
Mini	186	143	-43	-23.1	0.2	1907	1846	-61	-3.2	0.2
Kenworth	148	164	16	10.8	0.2	1611	1360	-251	-15.6	0.2
Proton	157	115	-42	-26.8	0.1	1616	1319	-297	-18.4	0.2
Other	1336	2078	742	55.5	5.7	14226	17683	3457	24.3	5.7
Total	80925	85196	4271	5.3	100.0	861645	837324	-24321	-2.8	100.0

October 2011 Top 20 Passenger Nameplates

	October Month					October Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Holden	7198	6939	-259	-3.6	14.6	76451	75192	-1259	-1.6	16.1
Toyota	7354	8085	731	9.9	17.0	82445	67901	-14544	-17.6	14.5
Mazda	4169	4994	825	19.8	10.5	52069	54197	2128	4.1	11.6
Hyundai	4889	5752	863	17.7	12.1	51235	53772	2537	5.0	11.5
Ford	3824	3743	-81	-2.1	7.9	45971	42059	-3912	-8.5	9.0
Volks.	2323	4108	1785	76.8	8.6	22229	26516	4287	19.3	5.7
Honda	3232	1909	-1323	-40.9	4.0	28626	21001	-7625	-26.6	4.5
Suzuki	1757	1522	-235	-13.4	3.2	16630	16840	210	1.3	3.6
Mitsubishi	1952	1619	-333	-17.1	3.4	21317	16727	-4590	-21.5	3.6
KIA	1548	1302	-246	-15.9	2.7	15476	15257	-219	-1.4	3.3
Subaru	1486	1392	-94	-6.3	2.9	15359	13510	-1849	-12.0	2.9
Nissan	908	1438	530	58.4	3.0	13614	12961	-653	-4.8	2.8
Mercedes	959	931	-28	-2.9	2.0	12369	11149	-1220	-9.9	2.4
Audi	761	820	59	7.8	1.7	8326	8927	601	7.2	1.9
BMW	885	568	-317	-35.8	1.2	9877	7914	-1963	-19.9	1.7
Peugeot	379	375	-4	-1.1	0.8	4148	3993	-155	-3.7	0.9
Lexus	354	437	83	23.4	0.9	2946	3645	699	23.7	0.8
Volvo Car	115	144	29	25.2	0.3	1287	1781	494	38.4	0.4
Mini	186	123	-63	-33.9	0.3	1907	1484	-423	-22.2	0.3
Proton	138	88	-50	-36.2	0.2	1345	979	-366	-27.2	0.2
Other	851	1247	396	46.5	2.7	8051	11033	2982	37.0	2.3
Total	45268	47536	2268	5.0	100.0	491678	466838	-24840	-5.1	100.0

October 2011 Top 20 SUV Nameplates

	October Month					October Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Toyota	4713	4414	-299	-6.3	21.6	44102	36854	-7248	-16.4	18.7
Nissan	2139	2417	278	13.0	11.8	19258	23455	4197	21.8	11.9
Mitsubishi	1716	2185	469	27.3	10.7	16108	19275	3167	19.7	9.8
Subaru	1724	1238	-486	-28.2	6.1	18548	15994	-2554	-13.8	8.1
Hyundai	1049	1231	182	17.3	6.0	11571	13242	1671	14.4	6.7
Ford	1168	1338	170	14.6	6.6	12293	12936	643	5.2	6.5
Holden	999	1423	424	42.4	7.0	13085	12198	-887	-6.8	6.2
Mazda	923	1293	370	40.1	6.3	11617	10656	-961	-8.3	5.4
Jeep	501	690	189	37.7	3.4	5038	6680	1642	32.6	3.4
BMW	579	554	-25	-4.3	2.7	5139	6017	878	17.1	3.0
Volks	580	341	-239	-41.2	1.7	5799	5683	-116	-2.0	2.9
KIA	361	472	111	30.7	2.3	4229	5163	934	22.1	2.6
Honda	699	483	-216	-30.9	2.4	5982	4881	-1101	-18.4	2.5
L/Rover	387	435	48	12.4	2.1	3843	4746	903	23.5	2.4
Audi	260	342	82	31.5	1.7	3077	3539	462	15.0	1.8
Suzuki	441	256	-185	-42.0	1.3	3952	2904	-1048	-26.5	1.5
Great Wall	263	269	6	2.3	1.3	2757	2708	-49	-1.8	1.4
Volvo Car	211	108	-103	-48.8	0.5	2615	2440	-175	-6.7	1.2
Mercedes	196	150	-46	-23.5	0.7	2428	2367	-61	-2.5	1.2
Lexus	199	157	-42	-21.1	0.8	2109	1447	-662	-31.4	0.7
Other	240	604	364	151.7	3.0	2374	4402	2028	85.4	2.1
Total	19348	20400	1052	5.4	100.0	195924	197587	1663	0.8	100.0

October 2011 Light Commercial Nameplates

	October Month					October Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Toyota	4226	4724	498	11.8	31.8	46997	43604	-3393	-7.2	29.0
Ford	2158	1840	-318	-14.7	12.4	21957	21421	-536	-2.4	14.3
Nissan	1907	1593	-314	-16.5	10.7	18980	19691	711	3.7	13.1
Holden	1759	1847	88	5.0	12.4	21589	18751	-2838	-13.1	12.5
Mitsubishi	1427	1316	-111	-7.8	8.9	14887	15225	338	2.3	10.1
Mazda	654	712	58	8.9	4.8	7628	8101	473	6.2	5.4
Hyundai	421	524	103	24.5	3.5	5135	5622	487	9.5	3.7
Isuzu Ute	474	678	204	43.0	4.6	4133	5350	1217	29.4	3.6
Volks.	369	677	308	83.5	4.6	3178	4698	1520	47.8	3.1
Great Wall	363	645	282	77.7	4.3	2804	4342	1538	54.9	2.9
Mercedes	59	72	13	22.0	0.5	837	864	27	3.2	0.6
Ssang.	51	66	15	29.4	0.4	542	530	-12	-2.2	0.4
Renault	25	41	16	64.0	0.3	148	443	295	199.3	0.3
KIA	37	29	-8	-21.6	0.2	437	408	-29	-6.6	0.3
Proton	19	27	8	42.1	0.2	271	340	69	25.5	0.2
Suzuki	50	33	-17	-34.0	0.2	268	255	-13	-4.9	0.2
Citroen	19	8	-11	-57.9	0.1	317	157	-160	-50.5	0.1
Peugeot	8	12	4	50.0	0.1	178	148	-30	-16.9	0.1
Fiat	9	9	0	0.0	0.1	136	96	-40	-29.4	0.1
L/Rover	15	4	-11	-73.3	0.0	181	96	-85	-47.0	0.1
Total	14050	14857	807	5.7	100.0	150603	150142	-461	-0.3	100.0

October 2011 Heavy Truck Nameplates

	October Month					October Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Isuzu	610	593	-17	-2.8	24.7	6119	5428	-691	-11.3	23.9
Mits Fuso	265	286	21	7.9	11.9	3064	2982	-82	-2.7	13.1
Hino	350	286	-64	-18.3	11.9	3423	2856	-567	-16.6	12.5
Mercedes	249	296	47	18.9	12.3	2382	2683	301	12.6	11.8
Iveco	106	139	33	31.1	5.8	1198	1366	168	14.0	6.0
K'worth	148	164	16	10.8	6.8	1611	1360	-251	-15.6	6.0
Volvo	62	145	83	133.9	6.0	790	939	149	18.9	4.1
Niss UD	50	63	13	26.0	2.6	629	737	108	17.2	3.2
Fiat	64	76	12	18.8	3.2	686	713	27	3.9	3.1
W/Star	65	62	-3	-4.6	2.6	649	708	59	9.1	3.1
Mack	67	67	0	0.0	2.8	592	653	61	10.3	2.9
Freightl.	27	45	18	66.7	1.9	478	582	104	21.8	2.6
Volks.	95	24	-71	-74.7	1.0	636	406	-230	-36.2	1.8
Scania	26	39	13	50.0	1.6	271	347	76	28.0	1.5
Toyota	36	16	-20	-55.6	0.7	323	251	-72	-22.3	1.1
Man	15	25	10	66.7	1.0	212	232	20	9.4	1.0
Daf	11	14	3	27.3	0.6	179	122	-57	-31.8	0.5
Hyundai	0	11	11	N/A	0.5	0	105	105	N/A	0.5
Caterpillar	0	25	25	N/A	1.0	0	100	100	N/A	0.4
Renault	5	5	0	0.0	0.2	115	40	-75	-65.2	0.2
Other	8	22	14	175.0	0.9	83	147	64	77.1	6.1
Total	2259	2403	144	6.4	100.0	23440	22757	-683	-2.9	100.0



Website: www.ataconsulting.com.au

Member contact details:

Autoteam Australia Consulting Pty Ltd
22 Withers Way
Eltham Vic 3095
T 0404 835 571 F 03 9444 0903
ajl@ataconsulting.com.au

Queensland

Rich & Co. Pty
Level 3, Waterfront Place
1 Eagle Street, Brisbane Qld 4000
T 07 3229 0080 F 07 3229 2549

Vindico Partners
Level 3
145 Eagle Street Brisbane Qld 4000
T 07 3225 3500 F 07 3225 3590

New South Wales

Auswild & Co
33 Rocky Point Road
Kogarah NSW 2217
T 02 9588 5511 F 02 9588 7865

Victoria

Colledge's
Unit 13 / 828 High Street
East Kew Vic 3102
T 03 9851 6500 F 03 9851 6555

LSA Partners Pty Ltd
121 Burwood Highway
Burwood Vic 3125
T 03 9830 6466 F 03 9830 6477

South Australia

George Pantahos & Co
248 Angas Street
Adelaide South Australia 5000
T 08 8223 7649 F 08 8223 7248

Graham Tull
147 Frome Street
Adelaide South Australia 5000
T 08 8223 1988 F 08 8223 6933