

The Sydney Morning Herald

DRIVE



Vantastic Beasts and how to drive them

The essential guide for all business owners and operators who need their utes, wagons and vans to work!



INSIDE: wrapping, stacking, packing and tracking! We look at the newest deals, trends, opportunities and challenges faced by today's working wheels.

TUNE IN: Business Drive Season 2
Sundays in June on Nine and 9Now

DRIVE
com.au

EDITORIAL

Australia's evolving business fleet

By James Ward

Look up from your paper or glance out your window and take note of the cars going past. Half of them will be privately owned, bought by individuals to use as their own personal or family transportation, but a little over 40 per cent, or two in every five, will be owned and operated by businesses.

While this mix of sales has fluctuated over the years, it's the types of vehicles that we have been buying to run our working fleet that has really changed.

Wordplay aside, it's not just the "fantastic beasts" that go to work on our roads, as the evolving workforce needs its road-going tools to evolve as well, and that is just what is happening.

Sure, the Ford Ranger and Toyota HiLux 4X4 utes have battled it out for the top-selling spot for over a decade, but back in 2014 close to half (44 per cent) of all ABN-registered new vehicle sales were passenger cars. Compare that with just 12.5 per cent so far this year.

In terms of utes and vans, the trade-favourite light commercial segment has seen its share of sales grow 50 per cent in the past decade too, dropping slightly so far in 2025 (38.7 per cent) from a peak of 41.2 per cent in 2022.

In terms of bulk, it is SUVs that have held the top position for ABN-registered buyers since 2017, and they make up just shy of half of all new business-vehicle deliveries this year.

From a badge perspective, Toyota owns the biggest share of the business market, but the loss of 2014's number-two player, Holden, has seen brands like Mitsubishi, Kia and Isuzu step up to keep workers on the road.

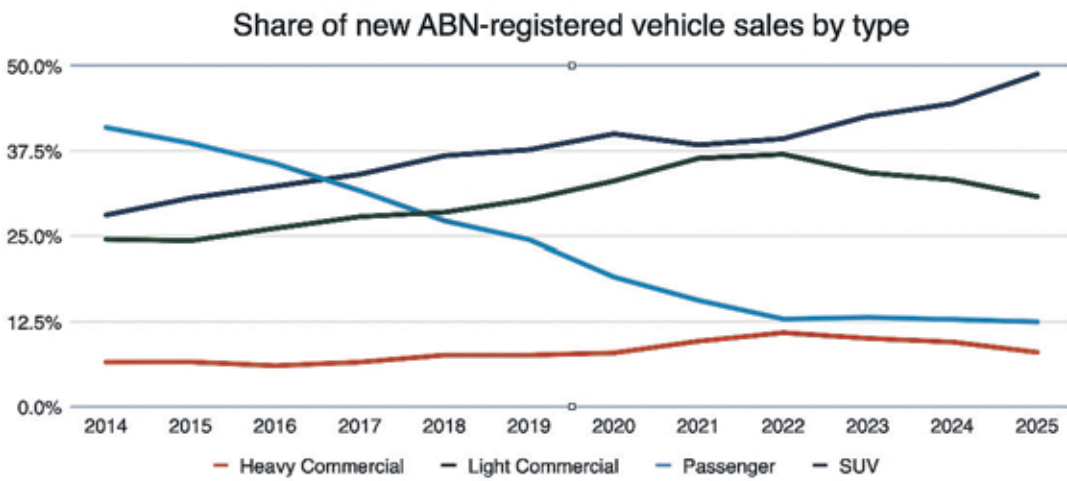
Efficiency is starting to bed in somewhat too, with 4.6 per cent of all business-registered vehicles so far this year being fully electric, on par with the total volume of sales and just marginally down from the 5.1 per cent share of private registrations.

Hybrids (including plug-in hybrids, or PHEVs), however, aren't quite there yet in terms of ABN registrations, with only 14.6 per cent of all business vehicles using electrified-combustion powertrains in 2025, a long way from the private level of 24.8 per cent.

But this too may be set to change. The BYD Shark 6 PHEV has shown what can be done when technology and lifestyle trends are successfully blended, and with the plug-in hybrid Ford Ranger and GWM Cannon Alpha utes due in the coming months, along



It's not just vans, like the Renault Traffic, that are changing - so are the other vehicle types used by Australia's workforce.



with models from JAC, Nissan and Mitsubishi expected next year, the concept of a flexible and mobile power-platform may see the dial change again.

Those working with SUVs are already spoilt for choice with both hybrid and plug-in hybrid models, and even more of these efficient and convenient mobile power-banks are set to arrive each month.

On top of this, we're also seeing clever design and fun character creep in, which makes these cars so much more than a functional tool - now they can also take on something of a marketing role for your business.

The full-electric VW ID. Buzz Cargo brings a sense of retro charm to the white-box segment, and the funky Deepal E07 offers head-turning looks while still delivering the utility of... a utility! Throw in some clever signage or a creative wrap, and your "work car" can become a mobile billboard.

Throw all of this evolution together, and the always-enterprising business owners and operators will discover new ways and fresh opportunities to expand the role of these working vehicles into the next decade.

In this guide, we'll give you some insight into how you can best create and use a vehicle that is perfect for your business.

There's information on stacking, wrapping and packing a heavy load, plus we'll showcase the top sellers, newcomers and those that, at the end of the financial year, have the best and most compelling offers.

No matter which way you look at it, the new car market is changing just as much as your business is!

Tune in to Business Drive Season 2 on 9



Join Kris Smith for Season 2 of *Business Drive* TV on Channel 9. Running over four weeks from Sunday, June 8, follow Kris as he showcases some of the innovation and functionality of Australia's hardest-working vehicle segments.

Kris is joined by *Drive*'s James Ward as well as some real business owners and operators, as they explore the needs and demands of today's driven workforce.

Airing at 1.30pm on Sunday, June 8 and at 1pm over the following three weeks, *Business Drive* is the must-watch series for all Australians who need their wheels to work.

Episode air dates and times

- Sunday, June 8, 1.30pm
- Sunday, June 15, 1pm
- Sunday, June 22, 1pm
- Sunday, June 29, 1pm

DRIVE TV PRESENTS SERIES 2

BUSINESS DRIVE

Work vehicles businesses can rely on to get the job done



Starts Sunday 8 June, 1.30pm
4 episode series
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TAX AND FINANCE

Vehicle expenses I can claim on tax

By Kathryn Fisk

Knowing what you can and can't claim when it comes to your vehicle at tax time and how to do it can be tricky, so understanding the rules and when you might need to get help is key.

Drive spoke to the ATO's assistant commissioner, Angela Allen, to bring you the answers.

There is one big mistake many people make when filing their tax returns, according to the ATO, and that's not distinguishing between work and personal use of a vehicle.

Allen told us that keeping good records is essential, for as long as five years in fact, as well as making sure you're using the correct method of calculating how much of your vehicle's use was for business versus personal.

"If you're having a mix of business and private, then you can't claim an expense for the private portion of the car," Allen said.

"We know that people have a business and also a life, running kids to sporting events or going away for a personal holiday or weekend away and might be using the business car...but it's important they keep records.

"It's probably where we see many people make mistakes. We understand it can be a bit tricky to work through some of those things, but if you see a tax professional, they can certainly help work through what substantiation might be needed."

There are three methods you can use to claim your car-related expenses, depending on whether you're a sole trader or partnership, company or trust. They are the cents per kilometre, logbook or actual cost.

The cents per kilometre method allows you to claim a maximum of 5000 kilometres per car per financial year. For 2024-25, the rate is 88 cents per kilometre, which takes into account all vehicle running expenses.



Make sure you know the rules around claiming vehicle expenses – it could save you money and trouble.

You can claim this without receipts, too, but it's a good idea to be able to show how you worked out your business kilometres.

If your distance travelled goes beyond 5000 kilometres for the year, then you need to use the logbook method. It needs to include things like the car's odometer, details of each journey – including the reason for it – and the kilometres travelled.

You can't claim capital costs, such as the purchase price, but you can claim depreciation.

For vehicles capable of carrying nine or more passengers, there's the actual cost formula for costs you incurred based on receipts.

WHAT YOU CAN CLAIM

- **Fuel or charging** if it's an EV or PHEV
- **Tolls**
- **Oil** (and other similar maintenance products)
- **Repairs**
- **Interest** on a loan
- **Registration**
- **Insurance**
- **Depreciation** (depending on your type of business)
- **Parking** (as long as it's not at or near your place of work)
- **Car wash or detailing** (must directly relate to the business use of a vehicle)
- **Using a family member's vehicle for work**, even if you're not the registered owner

WHAT YOU CAN'T

- **Capital costs**, including the price of the vehicle and improvements such as window tinting
- **Travel between work and home** (unless you work from home and the trip was for business purposes)
- **Any expenses you've already been reimbursed by your employer**
- **Parking or speeding fines**
- **Running a vehicle you use under a salary sacrifice or novated lease arrangements**
- **Caravans** (unless directly related to your work)

Keeping you on the road

There's a common saying in the world of business vehicles that states "if your car isn't working, you aren't working", so how do you best keep your tool-of-trade on the road?

Most manufacturers offer warranties with "unlimited kilometre" headlines, but before buying, make sure you check the fine print as many consider a car that is used for ride-share or other higher-mileage reasons to be different and cap the usage at a reasonable, but finite distance.

Consider any modifications carefully and even consult with your brand before making changes to the weight or dynamic ability of your vehicle, and check whether there is a potential to impact your warranty.

Keep your car serviced. A number of brands offer long warranty support, even for ABN-registered vehicles, but do require the car to be serviced to schedule through the brand's network for this to apply.

There are some support standouts in market too, with Nissan offering up to 10 years of warranty even to owners of eligible existing vehicles, not just brand new ones. Market newcomer JAC not only offers seven years of warranty, service and roadside assist for ABN buyers, but if



your T9 ute is off the road for warranty work, will give you a like-for-like loan vehicle to keep you and your business moving.

Toyota, the backbone brand of many Australian business vehicle owners, has dedicated support for ABN-holders to help with fleet and finance management, and Mitsubishi will offer operators of eligible small fleets the benefit of a state-based autoclub membership to help with items like battery replacement, towing and emergency assistance.

James Ward

Be sure to check the warranty fine print as some manufacturers may cap the "distance" on vehicles used for higher mileage reasons such as ride-share.

An instant write-off



Claiming a good chunk of cash off the cost of a new vehicle or other asset is useful for many businesses, though how much you can get has dwindled in the post-COVID years.

For the 2025-26 financial year, small businesses with a turnover of less than \$10 million can immediately write off up to \$20,000 from the cost of a new work vehicle.

This can be both a new or second-hand vehicle, or even multiple ones if the cost of each is less than the \$20,000 limit, but the claim needs to be made in the financial year in which it is purchased or used.

If it costs more than \$20,000, you can still claim depreciation via the small business pool, set at 15 per cent in the first income year and 30 per cent each year after that.

At the end of the 2024-25 financial year, any pool balance under \$20,000 can be written off as well. The criteria have changed over time, with the \$20,000 limit down on what was offered by the government's COVID-19 "temporary full expensing" relief measures. Between October 2020 and June 2023, there was no limit, and it applied to any business with a turnover of less than \$5 billion.

ELECTRIFICATION

Powering up the future

How the new world of electrified utes is changing work sites around Australia.

Being a champion swimmer doesn't mean you're immune from needing a day job. In the case of Matt Temple, Australian Olympian and world record holder, that means dovetailing the rigours of training to compete at the elite level with his day job as a carpenter.

Temple is the current Australian record holder for 100-metre butterfly and is part of the world-record-holding team in the 4x100-metre medley relay. He's also a working carpenter in the Adelaide region.

What does the future of electrification mean for an on-the-tools Olympian? *Drive* catches up with Temple to find out.

Temple's vehicle needs correlate directly with his job and his favourite pastime. Like so many Australians, Temple enjoys the great outdoors and for him, his choice of vehicle needed to fulfil the twin roles of weekend adventurer and weekday workhorse.

"I drive a 2017 Toyota HiLux," he told *Drive*. "Before that I had a Holden Commodore but the HiLux is more suited to my lifestyle."

"I love to 4WD and there are some good beaches to drive about 30 minutes outside of Adelaide where I live. I have launched boats and jet skis from it, camped and fished and it's been super handy for work."

Of course, working to make ends meet while maintaining the fitness needed to compete with the best in the world on sport's biggest stage comes with challenges. Luckily for Temple, his day job is flexible enough to leave plenty of time for training.

"I am a chippy," he said. "I do carpentry work for Chris Dutchy Homes and they've been excellent in letting me do three days a week that work around my swim training."

"I know I want to work in a trade when I finish swimming. I love being hands on and working has been a good distraction away from the pool."

Temple's choice of vehicle reflects the dual-purpose demands of his current life. Needing something that can haul "all the tools of carpentry" that can also help with his strict regime of nutrition is paramount to his success as a swimmer.

"My HiLux has been great to charge up the drop saw," he said. "The generator runs the air compressor – that's too much of a power draw for the car – but the dual-battery system I have also allows me to run a fridge which is actually important because I have to look after my diet."

"As a swimmer we eat certain things and at certain times and I just run a fridge from my car. No pies for me."



The ability to use a PHEV's battery as an additional power-source on work sites is a game-changer.



Balancing training, trade and time out: Matt Temple swims at world-class level and works as a carpenter in Adelaide. He also enjoys his downtime in the outdoors.



The butterfly stroke specialist is keeping an eye on the rapid advancements in the world of dual-cab utes, where more and more car makers, including some groundbreaking newcomers, are offering plug-in hybrid (PHEV) variants of their best-selling utes.

BYD was the first to market with its Shark 6 PHEV ute, which offers around 80 kilometres of electric-only driving range from its battery-electric powertrain.

But that's augmented by a 1.5-litre turbocharged four-cylinder petrol engine, with the pair of power sources opening the world of electrification in the work vehicle space.

It's something not lost on Temple, who can see the workplace benefits of a battery-electric dual-cab ute, not only as a means to reduce fuel bills, but as an additional source of power on work sites.

"The first month at a work site generally has no power so we use our car batteries all the time to charge a range of things," he said. "I have looked at the BYD Shark and it's pretty impressive. It's a game changer that provides options."

"At the start of the year we did a job at Adelaide Hills and it was a place that was fully off the grid," he said. "It had water tanks and solar panels and we were working fully off grid."

"The boys have also been out to jobs two hours away that have no power and they've stayed in their swags or on their roof-top tents... so something like the BYD definitely comes in handy."

Temple's next challenge is preparing for this month's Australian

Swimming Trials where he will be vying for a place on the Australian squad for this year's world swimming championships.

But one unlikely rival could come in the form of a new SUV, the Yangwang U8 which has a unique party trick – it's amphibious and can even drive in water. That's according to its Chinese manufacturer, at least.

So, how does Temple reckon he'd fare in a swimming race against an amphibious SUV?

"I am actually planning a trip to Cape York and there's a fair few river crossings and when you float that's when you get stuck because you can't propel forward," he said. "You need your vehicle to still be driving along the bottom."

"I would need to look into this but if it just floats in the water, I am going to say, 'yes I could beat it'."

Temple signed off with a teasing "If you set it up, I'll race it after the world trials in Adelaide in June."

You can catch Temple's progress at the Australian Swimming Trials in Adelaide, South Australia, from June 9-14. The trials will be televised live on 9Now.

PLUG-IN HYBRID AND ELECTRIC UTES

Ford Ranger PHEV Available now
GWM Cannon Alpha PHEV Available now
BYD Shark 6 PHEV Available now
JAC T9 Hunter PHEV Coming soon
LDV e-Terron (electric) Coming soon

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BYD

BUYER'S GUIDE

Working warriors: Your quick guide to the most popular vehicles bought by Australian business owners



Vans



The lifeblood of any urban centre, vans help keep cities and towns moving with their array of uses. From delivering parcels or fresh produce, to building supplies or even as an alternative for tradies whose needs aren't served by dual-cab utes, vans have a multitude of uses.

Vans are more than just a rudimentary box on wheels; they are highly customisable and configurable to suit all manner of uses, while their makers have taken giant strides in terms of included technology and safety equipment.

- 1 Toyota HiAce** (above)
Diesel From \$48,886
- 2 Ford Transit Custom**
Diesel From \$56,590
- 3 Hyundai Staria Load** (below)
Diesel From \$46,740
- 4 LDV G10 / G10+**
Petrol / Diesel From \$37,884
- 5 LDV Deliver 7 / eDeliver 7**
Diesel / Electric From \$44,726
- 6 Renault Trafic**
Diesel From \$49,490
- 7 Volkswagen Caddy Cargo**
Petrol / Diesel From \$41,225
- 8 Mercedes-Benz Vito / eVito**
Diesel / Electric From \$63,000
- 9 Peugeot Partner**
Diesel / Electric From \$39,990
- 10 Volkswagen Transporter**
Diesel From \$45,890



Utes



It should come as little surprise that when Australians think of work vehicles, dual-cab utes are front and centre of mind. Utes are increasingly serving two purposes: one the rough-and-tumble weekday Workhorse, the other the rugged, go-anywhere family hauler on weekends.

That makes them attractive for ABN holders who can combine their motoring needs into a single utilitarian vehicle.

- 1 Ford Ranger 4X4** (above)
Diesel / Petrol / PHEV From \$47,980
- 2 Toyota HiLux 4X4** (below)
Diesel From \$40,965
- 3 Mitsubishi Triton 4X4**
Diesel From \$41,840
- 4 Isuzu D-Max 4X4**
Diesel From \$42,700
- 5 Mazda BT-50 4X4**
Diesel From \$47,250
- 6 Toyota LandCruiser pick-up 4X4**
Diesel From \$76,800
- 7 Toyota HiLux 4X2**
Petrol / Diesel From \$27,730
- 8 Isuzu D-Max 4X2**
Diesel From \$32,700
- 9 Nissan Navara 4X4**
Diesel From \$43,428
- 10 LDV T60 Max**
Diesel From \$45,253



Passenger cars



Not all businesses need a boxy van or workhorse dual-cab. Sometimes, a humble passenger car will perfectly serve the needs of an ABN holder.

The top-10 sellers to ABN holders in this category bring little in the way of surprises, largely mirroring the overall market for traditional passenger cars.

From cheerful hatchbacks to small sedans, and even a people mover, Australian ABN holders are buying the vehicles that best serve their needs.

- 1 Toyota Corolla** (above)
Hybrid From \$32,110
- 2 MG3**
Petrol From \$26,567
- 3 Kia Carnival**
Petrol / Diesel From \$50,570
- 4 Toyota Camry**
Hybrid From \$39,990
- 5 Hyundai i30**
Petrol / Hybrid From \$29,000
- 6 Mazda3**
Petrol From \$31,310
- 7 MG5**
Petrol From \$27,692
- 8 Kia K4**
Petrol From \$30,590
- 9 MG4** (below)
Electric From \$41,156
- 10 Kia Picanto**
Petrol From \$18,390





Whether you're a carpenter or florist, a courier or Uber driver, whether you need to deliver piles of dirt or baskets of fruit, the needs of Australians who rely on transport to make a living are as diverse as the vehicles themselves.

But which one is right for you? Well, that depends on a multitude of factors.

There is no one-size-fits-all work car. Vehicles need to fulfil their specific requirements in a cost-effective way, yet provide a safe and comfortable environment for the people who spend their working life behind the wheel and on the road.

Different businesses have different needs, and what works for one, won't necessarily cut the mustard for others. But one immutable fact remains – and it'll come as no surprise to anyone who's spent more than three minutes on our roads – utes of all shapes and sizes dominate the working car landscape.

To help you make an informed decision when it comes time to buying your next work car, here are the top-10 selling vehicles so far in 2025 to ABN holders in each category.

Small to Medium SUVs



Just like they are with passenger cars, ABN holders are flocking to SUVs to serve their business needs. And the most popular SUV is the Toyota RAV4. No surprises there, as it remains Australia's best-selling SUV of any kind, lauded for its practicality and, in hybrid form, fuel economy.

Every dollar counts when running a business, and the dollars saved at the pump throughout the year can make a big difference to your business's bottom line.

- 1 **Toyota RAV4** (above)
Petrol/Hybrid From \$39,760
- 2 **Mitsubishi Outlander**
Petrol/PHEV From \$37,740
- 3 **MG ZS**
Petrol/Electric From \$26,990
- 4 **Kia Sportage**
Petrol/Diesel/Hybrid From \$32,995
- 5 **Nissan X-Trail**
Petrol/Hybrid From \$38,025
- 6 **Mazda CX-5**
Petrol From \$36,740
- 7 **Hyundai Tucson**
Petrol/Hybrid From \$39,100
- 8 **Hyundai Kona** (below)
Petrol/Hybrid/Electric From \$32,500
- 9 **Mitsubishi ASX**
Petrol From \$24,490
- 10 **Mazda CX-3**
Petrol From \$27,070



Large SUVs



The popularity of large SUVs among ABN holders mirrors that of private buyers.

Their blend of off-roading ability and towing capacities make them the perfect workhorse for a lot of Australia's rural-based businesses and industries such as farming and mining.

With vast distances to cover and often less than perfect or even unsealed roads, the surety of four-wheel drive no doubt plays a big part in the decision-making process. The practicality of, in most cases, seven seats cannot be underestimated either.

- 1 **Toyota Prado**
Diesel From \$72,500
- 2 **Ford Everest** (above)
Diesel From \$54,240
- 3 **Kia Sorento**
Petrol/Diesel/Hybrid/PHEV From \$50,880
- 4 **Isuzu MU-X**
Diesel From \$47,400
- 5 **Subaru Outback**
Petrol From \$44,190
- 6 **Hyundai Santa Fe**
Petrol/Hybrid From \$53,000
- 7 **Mitsubishi Pajero Sport**
Diesel From \$44,940
- 8 **Toyota LandCruiser** (below)
Diesel From \$97,990
- 9 **Toyota Kluger**
Petrol/Hybrid From \$54,420
- 10 **LDV D90**
Petrol From \$43,674



Coming soon



Like the wider automotive landscape, the world of workhorse vehicles is ever evolving. So if your business needs – or wants – run to the latest in technology and utility, then maybe keep an eye on the market for these all-new models landing soon.

Judging by the list of confirmed models destined for Australia, electrification is coming to the world of dual-cab utes, with a range of plug-in hybrid and full battery-electric workhorses set to grace our roads and work sites. A standout among the newcomers is the Deepal E07, which blurs the line between ute and SUV with a unique format.

- 1 **Ford Ranger**
PHEV ute
- 2 **Kia Tasman**
ute
- 3 **MG U9**
ute
- 4 **Geely Farizon**
electric van
- 5 **JAC T9 Hunter**
PHEV ute
- 6 **LDV e-Terron**
electric ute
- 7 **Deepal E07**
electric SUV-ute
- 8 **Foton Tunland V9** (above)
ute
- 9 **GWM Cannon Alpha**
- 10 **Isuzu D-Max** (below)
electric ute



VAN LIFE

Fitout for purpose

How to turn your vehicle from a blank canvas to a functional work site.

By James Ward

Making your vehicle work smarter for your business is not always about what sits under the bonnet – it's also about what lives in the load bay, boot or tub.

Most manufacturers will offer a range of accessory racks and other equipment to help the outside of the vehicle deliver more functionality, but when things need to get properly serious, many business operators turn to a vehicle fitout company to configure the interior as well.

To get the inside word on the business of vehicle insides, *Drive* spoke with Doug Elford at Autosafe, a family-owned Australian business that has been in the business of business fitouts since the 1970s.

Autosafe offers both modular and custom solutions to suit nearly all vans and utes, big and small.

"We would supply items for over 17,000 vehicles per year, many of these would be through our network of partners," Elford said.

"Our predominant focus is new vehicles, consisting mainly of commercial vans, as well as solutions for emergency service providers. When we first started in business, we never knocked back a bespoke request, which meant we had Cargo Barriers available for the old Holden panel vans that are now over 50 years old."

While there are some standard starting points in terms of shelves and racks, to suit typical carpentry or plumbing needs, no two business requirements are the same.

"We often find that most companies



A customised fitout can maximise your van or ute's potential.

will tailor the offering to ensure it is 'fit for purpose' to their business requirements," Elford said.

To assist business, Autosafe offers an online "configurator", not unlike the virtual room-builders used by

furniture companies, that lets prospective customers understand how to make the most of the interior of a vehicle to suit their needs.

"It is very important for the customer to be able to experiment with the configurator, to make sure they are getting the most out of their fitout," Elford said.

"A basic starting [fitout] could be under \$10,000 and could weigh around 70 kilograms."

A van like the Renault Trafic LWB, as shown on our cover, has a payload of 1243 kilograms, meaning the fitout has a very small impact to the overall capability of the vehicle.

While we were at Autosafe, the team was completing a project on the fully electric Volkswagen ID. Buzz Cargo

van, prompting a question about the integration of electrification and other new technologies within a fitout project.

Are more clients looking for power inverters or V2L (vehicle to load) solutions in their working vehicles?

"Yes", said Elford, "this is becoming more popular, as is connectivity such as Starlink and CelFi systems."

What advice can Autosafe give to those considering a custom fitout? In terms of the vehicle's role in the workplace, Elford noted "it is all about continuous improvement and making it more effective to work from. It's about working smarter not harder."

"Talk to an expert, share how you currently use your vehicle, and ask them for help to streamline the use of it."

Vantastic icons

By Rob Margeit

Whether tapping into a nation's psyche, such as the once-ubiquitous Mr Whippy ice-cream van, or revered for their longevity, automotive history is liberally sprinkled with vans that have not only stood the test of time, but have gone on to achieve legend status. Here are three of our favourites.

MR WHIPPY

Is there anything more Australian than the clarion call of a slightly wonky-sounding *Greensleeves* accompanied by an army of excitedly squealing kids on a blisteringly hot summer's day?

Ice-cream vans aren't uniquely Australian, of course, and nor is Mr Whippy, which originated in Britain before franchises landed on our shores in the early 1960s. But along with the "thwack" of leather on willow, the "flip-flop" of thongs on concrete, and the "sizzle" of backyard barbecue, the tinny rendition of *Greensleeves* played through tinnier speakers are part of the symphony of an Australian summer.

And through it all, the pink and white van, most usually a Ford Transit, cut an iconic figure, making it instantly recognisable on our suburban streets.



PORSCHE RENNSPORT TRANSPORTER

It's no secret that old Volkswagen Kombi vans are revered today and one of the most celebrated is the "split-screen Bulli" used by Porsche in the 1950s and '60s as service and support vehicles for the German brand's motorsport endeavours.

Finished in burgundy red with striking white lettering, the Porsche Rennsport Bulli became a permanent fixture at some of the brand's most famous victories at Le Mans and Targa Florio.

Ensuring its status as an icon of "van life", Porsche keeps a lone example at its museum in Stuttgart, rolling it out for various events and celebrations of the brand where it never fails to draw an admiring crowd.

CITROEN H VAN

If prizes were awarded for longevity, then the Citroen H Van would surely be a front-runner.

In production from 1947 to 1981, and remaining largely unchanged over the 34 years, the Citroen H's instantly



recognisable industrial design has stood the test of time. Developed as a frill-free and low-cost solution to France's post-World War II commercial needs, the Citroen H was available as a panel van or flat-bed pickup truck. Some 473,000 were built over its 34-year life.

Today, the Citroen H has become the darling of the hipster food truck set and can be seen at events around the world dispensing drinks and street food at festivals, sporting events and all manner of public gatherings.

BIG LOADS

Gross Combination Maths

By James Ward

All the marketing messages may focus on tow-ratings and payloads, but the big number you need to consider when towing heavy loads is your Gross Combination Mass, or GCM.

With GCM figures often well above 6000kg, it may sound like you have a lot to play with, but the mathematics of big loads can add up very quickly, and you never want to find yourself running out of numbers.

To help understand this even more, we break down the sums. (See table below)

For this example, we will compare a “regular” twin-cab ute – a 2025 Toyota HiLux SR5 – and a “large” twin-cab ute – a 2025 Chevrolet Silverado LTZ.

The Chevrolet tips the scales about 400kg more than the Toyota, but only has an additional 250kg of GVM (Gross Vehicle Mass) due to a lower-rated payload. This means that, when considering the ute on its own, the HiLux offers a little more flexibility in load-carrying ability, in terms of passengers, and whatever you have in the tub.



Things change rapidly though when you need to tow.

While the Silverado is rated to tow a whole tonne more than the HiLux, it has over 1300kg additional combination mass – the weight of the ute, the trailer and anything in or on the combined load.

Here’s an example to make it easier to understand.

Both these vehicles are rated and capable of towing a 3000kg trailer.

This could be a large work site van, or some heavy (but not too heavy) machinery, like a medium-sized Bobcat-style loader.

Job done then, right? Not quite.

This trailer will likely push down about 300kg onto the back of the ute, which needs to be taken into account. The ute needs fuel (say 60kg) and there is a driver and passenger (100kg each). This is 560kg of load plus a 3000kg trailer.

For the Toyota, you take the 5850kg GCM then subtract the 2090kg weight of the ute, 560kg load and 3000kg trailer, leaving just 200kg to spare.

If you need to add some tools, another worker, or even some additional equipment on the trailer, it will eat into that 200kg very quickly, and could leave you close, or even over,

the vehicle’s rated weight limit.

The same load on the Chevrolet, with a 2485kg tare but a 7160kg GCM, there’s 1115kg left over. More than enough to add some more people or gear and still remain within the safe and legal tolerances.

Dial back the load, and look at a 2000kg trailer, and both vehicles become far more flexible within their respective weight limits.

Does this mean you need a big ute to tow a big load? Not anymore, as the Ford Ranger Super Duty offers up to 8000kg GCM with the footprint of a regular-sized double cab.

No matter what size you need the vehicle though, you must take Gross Combination Mass into consideration when dealing with heavy towing, to maintain a safe and legal working platform for your business.

Don't just look at the tow rating when hitching up a big load.

COMBO POWER

The vehicles with the highest GCM on sale today

- 1 **RAM 3500** ute 12,837kg
- 2 **RAM 2500** ute 12,695kg
- 3 **Chevrolet Silverado HD** ute 12,474kg
- 4 **Ford Ranger Super Duty** ute 8000kg
- 5 **RAM 1500** ute 7771kg
- 6 **Chevrolet Silverado 1500** ute 7160kg
- 7 **Ford Transit** van or cab-chassis 7000kg
- 8 **Ineos Grenadier** SUV or ute 7000kg
- 9 **Nissan Patrol** SUV 7000kg
- 10 **Range Rover** SUV 6900kg

TOYOTA HILUX v CHEVROLET SILVERADO

	Tare	GVM	GCM	Payload	Tow
Toyota HiLux	2090kg	3050kg	5850kg	900kg	3500kg
Chevrolet Silverado	2485kg	3300kg	7160kg	757kg	4500kg
Variance to Chev	+395kg	+250kg	+1310kg	-143kg	+1000kg



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EOFY SPECIALS

Give your business a boost with these EOFY deals

The end of the financial year is always a good time to nab a bargain for your business. That applies to tools and equipment, and it applies just as easily to your automotive needs. Whether you're a sole trader looking to upgrade your dual-cab ute, or you run a small fleet of delivery vans, there are always bargains to be had or offers – such as complimentary servicing – that can help save your business money, boosting your bottom line. To save you some legwork – or mouse-clicking – here are the best End of Financial Year deals currently available in the Australian new car landscape. It's also worth keeping an eye on the various manufacturers' websites for last-minute EOFY incentives. You just might be able to nab a bargain for your business. **Here's a selection of some of the best deals going around this End of Financial Year. Terms and conditions will apply, particularly to finance deals, so please consult the Drive.com.au website or your local dealer to find out all the details.**



BYD Sealion 6

BYD
BYD Shark 6 Premium: 1.99% interest rate
BYD Sealion 6 Essential: 2.99% comparison rate

Chery
Chery Tiggo 7 Pro SE: \$29,990 drive away
Chery Tiggo 7 Pro SE+: \$33,990 drive away

Ford
Ford Ranger XLT 2.0-litre MY25.25 double-cab: from \$60,000
Ford F-150 Lariat LWB MY23: from \$133,000

Geely
Geely EX5: \$2000 gift card

Genesis
Genesis GV70 2.5T MY25 Advanced AWD: 6.99% comparison rate
Genesis GV80 Range: \$7,000 deposit contribution and \$2,000 delivery fee reduction



GWM Cannon Alpha Lux

GWM
GWM Cannon Alpha Lux: \$48,990 drive away

GWM Cannon Alpha Lux PHEV: \$60,490 drive away, free wall charger
GWM Cannon Lux: \$35,990 drive away
GWM Cannon Vanta: \$39,990 drive away
GWM Haval H6 Lux: \$33,990 drive away
GWM Haval H6 Lux HEV: \$36,990 drive away



Hyundai Tucson Hybrid FWD

Hyundai
Hyundai Tucson Hybrid FWD: \$46,990 driveaway
Hyundai Ioniq 6 Dynamiq MY23: \$20,000 deposit
Hyundai Palisade Elite 7 Seat FWD: \$5,000 deposit contribution OR \$3,000 factory bonus
Hyundai Staria Load Van Lift Back FWD: \$5,000 deposit contribution
Hyundai Staria Load Van Twin Swing FWD: \$5,000 deposit contribution

Isuzu
Isuzu D-Max 4x2 SX Single Cab Chassis MY24 High Ride Manual: \$32,990 drive away
Isuzu MU-X 4x2 LS-M MY25: \$46,990 driveaway

KGM Ssangyong
KGM Ssangyong Musso ELX: \$36,000 driveaway
KGM Ssangyong Musso Adventure: \$39,500 driveaway
KGM Ssangyong Musso Ultimate: \$40,000 driveaway

Leapmotor
Leapmotor C10 EV: 1.9% comparison rate and free wall charger

Mazda
Mazda BT-50 XS Single Cab Chassis 4x2: \$38,990 drive away
Mazda CX-5 Maxx: \$37,990 drive away



Mercedes-Benz Sprinter

Mercedes Benz
Mercedes-Benz GLB-Class: 3 years complimentary servicing
Mercedes-Benz GLC-Class: 3 years complimentary servicing
Mercedes-Benz Sprinter: 3.99% finance and 3 years complimentary servicing
Mercedes-Benz Vito: 3.99% finance and 3 years complimentary servicing
Mercedes-Benz EQV: 3.99% finance and 3 years complimentary servicing

Mitsubishi
Mitsubishi Triton GLX+ 4WD: \$52,990 driveaway, \$3,000 cash card, \$1,000 loyalty bonus
Mitsubishi Triton GLX-R 4WD: \$56,490 driveaway, \$3,000 cash card, \$1,000 loyalty bonus



Nissan Navara 4x4 double-cab

Nissan
Nissan Navara 4x4 double-cab models: 1.9% finance rate
Nissan X-Trail range MY25: 1.9% finance rate

Peugeot
Peugeot Partner van: \$1,500 cashback offer
Peugeot Expert Pro SWB MY23: \$46,990 drive away
Peugeot E-Expert LWB MY24: \$79,990 drive away



Renault Traffic

Renault
Renault Traffic & Master: National fleet pricing for all buyers
Renault Megane E-Tech: Demo clearance

Toyota
Toyota bZ4X M23 & M24: 1.9% comparison rate



2023 Volkswagen Amarok Core

Volkswagen
Volkswagen Touareg 170TDI MY24: \$96,413 drive away
Volkswagen Amarok Core TDI405 MY23: \$51,990 drive away
Volkswagen Amarok Core TDI405 MY24: \$53,990 drive away

Volvo
Volvo EX40: \$5,000 cashback
Volvo XC40: \$5,000 cashback

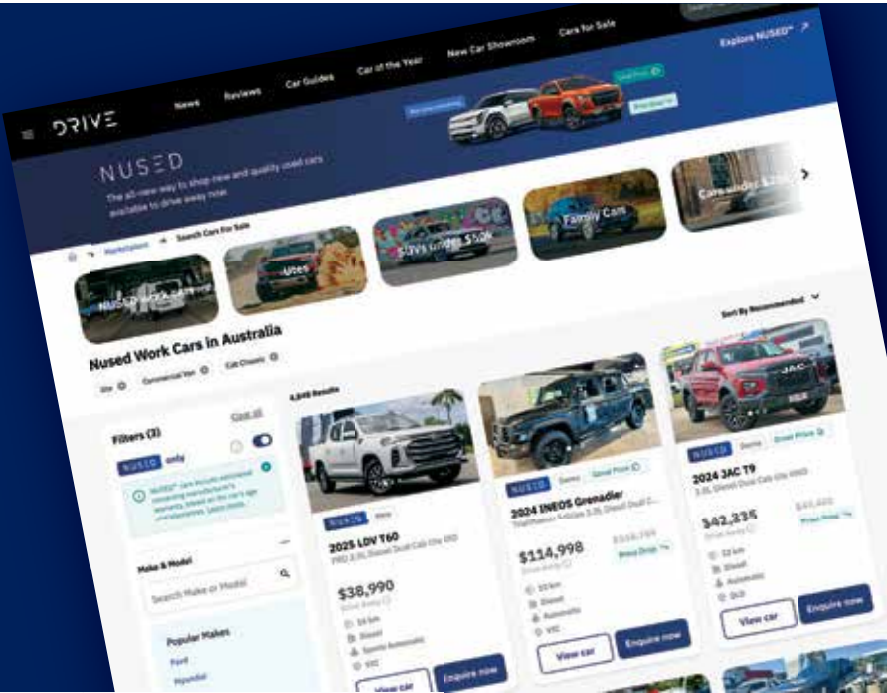
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WRAPS AND SIGNAGE

Marketing on the move – how to turn your car into a rolling billboard

Wrapping your work wheels can be a cost effective way to promote your brand on and off the road

Work smarter, not harder. Simple to say, but not always easy to implement. Which is why more and more Australian business owners are thinking outside the box to make sure their brand is working for them, wherever they may be.

Drive spoke with Damian Corney, founder and creative director of Grafico, one of Australia's most prominent vehicle signage companies, about the world of wrapping and how some cleverly designed vinyl can turn a basic ute or van into a bona fide marketing tool.

"We've watched [vehicle signage] grow from a relatively small niche into a much larger industry that has a mix of uses for personal vehicles through to commercial [and] fleets," Corney said.

The most common questions he's asked about wraps relate to costs and the impact on the vehicle's paint.

"A colour change vehicle wrap (i.e. changing the entire colour of a car) is generally in the \$5-7k range – some special colours and finishes can add to this total," he said.

"But we have branding packages starting at \$550, which gets you some



basic branding on the doors and rear to get your brand out there.

"We have a design team in-house, so that allows us to design your graphics on the vehicle to suit your budget and really design ... with your brand in mind rather than just slapping a few misplaced logos around the car."

Caring for the wrap is as simple as caring for the car as a whole.

"Wrap longevity depends on how you maintain your vehicle and whether it's parked outdoors/indoors and if you wash it regularly," Corney said. "The wrap is fully removable, so years down the track you can simply warm up the wrap and peel it off leaving the paint fresh as the day you wrapped it underneath."

The process isn't as complex as it may seem, but you do need the right



skills and experience to affix the vinyl properly.

"For a colour change wrap, basic part/trim is professionally removed from the vehicle – think door handles, badges, minor trim [but] the body panels remain on the car.

"The car is then cleaned, and each panel is individually wrapped using the

self-adhesive film. The film is on a roll and then our team applies it by hand using a squeegee and uses heat via a heat gun or infrared lamp to warm the vinyl, which conforms to the shape of the vehicle's panel.

As to creativity, the sky is really the limit. "Pretty much any painted surface can be wrapped, Corney said. "The real skill is in the finishing, trimming and neatly folding and executing the final touches on a wrap."

While you may need to update your vehicle insurance to include the value of the signage, for the most part there is no need to change your registration details if the car is covered in a new colour, or colours, as part of the signage installation.

What guidance does Grafico have for those considering a vehicle wrap?

"If you're wanting to promote your business there is no better way to get your brand out there and turn your vehicle into what I like to call a 'lead-generating billboard'," he said.

"If the graphics are designed well your messaging should be clear enough for someone who sees your car driving by, in traffic or parked on the kerb to be able to identify what you do and quickly. Even if you're not advertising to get new customers, the impression that a clean and freshly branded vehicle portrays to your customers when you or your staff arrive on site is extremely important."

With clever design and expert application, vehicle wraps can turn your vehicle into a powerful marketing tool.

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*Available at participating Hyundai dealers for new and demonstrator in-stock Hyundai STARIA Load purchased and delivered between 1st April 2025 and 30th June 2025. While stocks last. Finance applications must be received by 30th June 2025 and settled by 14th July 2025. One deposit bonus per contract. Approved applicants only. Terms, conditions, fees, charges and lending criteria applies. Hyundai Capital Australia Pty Ltd (ABN 42 611 226 316), Australian Credit Licence 554051 trading as Hyundai Finance.



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