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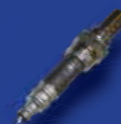
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# PRESIDENT'S REPORT

By MTA-SA President Neville Gibb



## Vehicle Inspections

As we begin a New Year and with the State Election just a few months away the MTA is well down the road of progressing the issue of vehicle inspections at change of ownership.

In November we had the Transport and Infrastructure Minister, the Hon Tom Koutsantonis MP, address our full Board. There were a lot of views expressed and ideas discussed on how we can have a vehicle inspection scheme in order to benefit consumers. I was heartened by the Minister's willingness to work with us on having something in place in South Australia to protect consumers from purchasing vehicles which are unroadworthy and potentially dangerous to themselves and other road users.

In short the idea of a voluntary inspection scheme, backed by government accreditation and importantly by government promotion, seems a likely course of action now. This is big step in the right direction for consumers and for road safety and recognises that there is an issue with the more than 75 per cent of vehicles sold privately without the checks and balances required by dealers.

This addresses the Government's concern on cost of living, but also gives consumers the opportunity to request an inspection by an accredited repairer. We will continue to work with the government, the opposition and other key stakeholders

like the RAA to finesse a vehicle inspection scheme for South Australia in the lead up to the election and post-election no matter the result.

## Holden's closure

Since Holden announced that it would close from 2017, there has been a lot of debate, a lot of media attention and a lot of concern for the workers, the families and for manufacturing in South Australia and Australia.

All of this concern is more than valid, and yes we must ensure that Governments, Business and Communities come together to ensure an appropriate response to limit the economic and social impacts of all involved.

However, what hasn't received the attention it should is the impact on the Holden brand in Australia and the flow on to our Holden Dealers. It's sad to say

**"Dealers will remain an important part of our community. They are part of the community and provide employment in sales, repairs, parts, administration management and many other areas."**

that we as an industry have been through this before, and there is a right way to transition from a manufacturer to an importer and sales company.

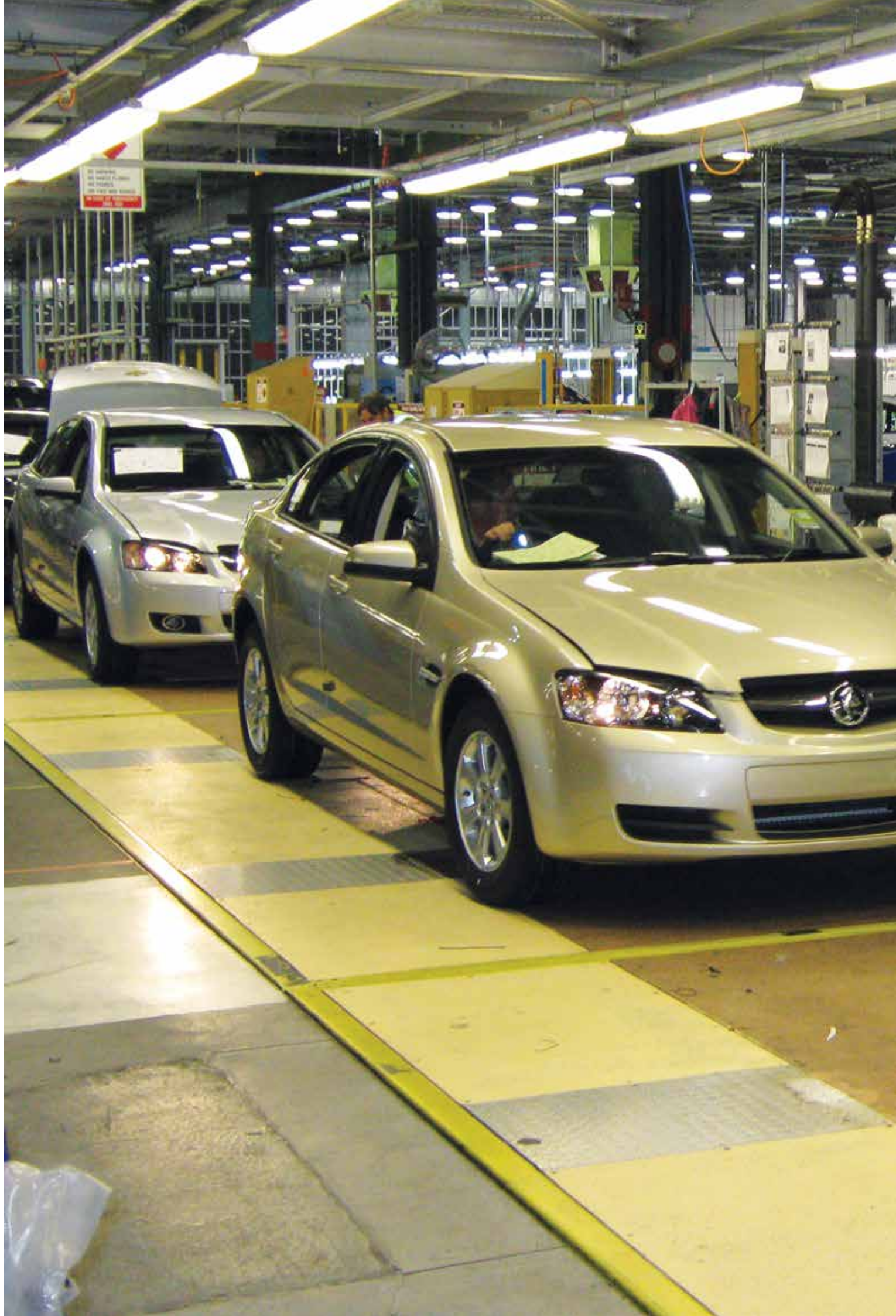
Mitsubishi did this quite well, and the impacts on the dealer network were limited. By increasing the model range and percentage of imported models available during the transitional arrangement, consumers were prepared for the switch from manufacturer to importer.

Holden is a little different to Mitsubishi. There is a sense of Nationalism associated to the Holden brand. How consumers respond is really anyone's guess at this stage. But I urge all parties involved not to forget the impacts on the Dealer network.

Dealers will remain an important part of our community. They are part of the community and provide employment in sales, repairs, parts, administration management and many other areas. But they are more than just an employer, they are also significant sponsors of local community groups, of sporting groups and in some centres are the cornerstone of an entire town. These dealership must survive beyond the end of manufacturing.

We will work with our Holden dealers in South Australia, and help where we can to ensure their long term profitability and survival. We would also urge consumers to continue to support Holden dealers beyond the closure of manufacturing at Elizabeth in 2017.





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# VEHICLE INSPECTIONS HEADLINE MTA'S 2014 STATE ELECTION POLICY PLATFORM

**The Motor Trade Association has called on both sides of politics to consider adopting a vehicle inspection scheme to protect consumers from purchasing unroadworthy, dangerous and illegal vehicles, as part of its comprehensive 2014 state election policy platform.**

Specifically, the MTA recommends that an incoming state government make an in-principal commitment to introducing a vehicle safety inspection scheme run through private sector operators, and initiate discussion with the MTA and other relevant motoring groups on the nature of the scheme.

MTA Chief Executive Officer John Chapman said that there are too many vehicles on our roads which are unroadworthy, dangerous and illegal.

"We need to protect vulnerable consumers who are purchasing these vehicles completely unaware of the dangerous defects which remain hidden to the naked eye," Mr Chapman said.

"Around 75 per cent of vehicles are now sold privately without any warranty or guarantee on roadworthiness, leaving those who can least afford it at risk of hefty repair bills, large fines or potentially being involved in a serious motor vehicle accident resulting from the unroadworthy state of the vehicle.

"South Australia's road toll is still far too high with 94 fatalities in 2012 and 90 already recorded for 2013.

"Too many South Australian lives are affected by motor vehicle accidents that cause fatalities or serious injuries and we

must look at new policies to help us truly drive us to a lower road toll.

"It's time we protect vulnerable consumers and time we make our roads safer by making these vehicles roadworthy, or removing them from our roads," he said.

The MTA's platform has also called on an incoming government to review current Industrial Relations legislative arrangements.

"The Commonwealth's Fair Work Act is hurting productivity and costing jobs in South Australia and has seriously impaired the flexibility of workplaces," Mr Chapman said.

"We must now examine ways to rescind some of the industrial relations powers ceded to the Commonwealth so we can develop localised solutions appropriate to South Australia.

"In doing this we will improve the competitiveness and productiveness of our small and medium businesses," he said.

Business confidence remains low and the medium-term economic outlook for South Australia is pessimistic. The MTA said that the tide must turn and should be addressed with appropriate economic and fiscal policies.

"An incoming government must improve business confidence and the economic outlook for South Australia so small and medium businesses can invest, grow, improve the state's competitiveness and create more jobs.

"There needs to be a commitment for no new taxes, a realignment of stamp duty on new vehicles in line with interstate practices, a reduction in the red-tape on business and an increase in the payroll tax threshold to \$1 million.

"An incoming government must also look inwards at how it can better run South Australia by addressing the structural issues in the State Budget and make steps towards running a smaller government with a reduction in the size of the state public service," He said.

Enhancing the skills and associated training required to prepare the retail automotive industry workforce for the future demands in the industry is also seen as an area of importance according to the MTA.

"The automotive repair and service industries have been listed as having skills shortage for too long and it is time to rectify it is now," Mr Chapman said.

"A review of current programs should be undertaken to ensure they are focused on areas of real need and are flexible to a changing automotive industry sector.

"Additionally stronger links need to be forged between government and industry in designing and delivering training programs, and in particular Vocational Education and Training.

"Finally, an Automotive Industry Training Fund should be established and financed by a small \$5 levy on vehicle registrations to support the entire industry's training needs.

"It is imperative that any incoming government recognizes all of these critical policy areas for the automotive industry in South Australia and develops appropriate policies to take to the next election," he said.

The MTA's 2014 State Election Policy Platform has been delivered to all State Members of Parliament and Members of the Legislative Council for consideration.





A 1995 Mitsubishi Magna driven into a MTA Member's workshop thankfully to be wrecked. Defects identified: two tyres bald, left mirror glass broken, major engine leaks, exhaust flange on engine leaking, muffler separated from rear exhaust and secured with wire, seat belt frayed, hand brake not working, horn not operating, rear stop light not working and rear right indicator not working.

## Key recommendations from MTA

### Other Specific Skills Areas for Government Assistance

- Develop more trade centres of excellence with private sector partners to expand training services, and/or expand existing centres;
- Provide funding to develop the necessary post-trade training courses in technologically advanced areas of the automotive sector;
- Continue to fund and further develop the Joint Group Training Funding Program;
- Continue to fund and expand small business training programs tailored to the needs of the retail motor industry;
- Review the effectiveness of the “apprentice trade broker” program in schools;
- Expand of contestability for training funding, while ensuring that there is no cross-subsidisation of courses by the Government sector to undermine private sector businesses;
- Commit to improving bridging training for displaced workers, the long term unemployed and mature age apprentices; and
- Provide more industry focused assistance to small business to increase recruitment off-shore through the skilled migration visa system

### Fuel Supplies

- Examine ways maximize the use of existing fuel storage capacity within petrol stations in metropolitan areas to achieve minimum fuel stock goals

### New and Second Hand Vehicle Dealers

- Direct more enforcement attention, including through adequate penalties for offences, to illegal second-hand car dealing;
- Harmonise requirements for second-hand vehicle warranties with national norms; and
- Cap the Second Hand Vehicle Dealers Fund contributions for dealers who have contributed to the fund for 10 or more years. New entrants to the industry should contribute for the first 10 years.

### Motorcycling

- Make a greater commitment to resourcing motorcycle rider training through RiderSafe SA; and
- Consider an “off road” registration system for off-road motorcycle use,

which should include development of designated areas for off-road use for motorcycles which are safe and do not impact on the environment

### Motorsport

- Continue investment in existing and new motor-sport events. It should also facilitate the development of a private sector-led drag racing strip.

### Taxation

- Undertake a comprehensive review of the tax system with the establishment also of an ongoing joint Government Business Reference Group on taxation issues.
- Should reduce motor vehicle taxes, starting with stamp duty on vehicle sales, and bring the basis on which they are calculated into line with interstate practice.
- Pursue amalgamation of property taxes to lessen inequitable impacts and eliminate the grouping provisions for land tax;
- Strive to eliminate the most inefficient form of taxation – stamp duties; and
- Immediately abolish the stamp duty on family business transfers
- Lobby for reform of the GST – either increasing its rate to 12.5%, or removing the exemptions on food, health and education – as part of a package to allow more inefficient taxes to be abolished with no net increase in the average tax burden.

### WorkCover

- Commission an immediate independent review of South Australia's WorkCover scheme itself, and the WorkCover organisation.

### Industrial Relations

- Examine ways to resume at least sufficient of the industrial relations powers recently ceded to the Commonwealth to impose a solution at State level; and
- Repeal the legislation of 2011 establishing half-day holidays on Christmas Eve and New Year's Eve

### Councils

- Introduce rate capping to limit increases;
- Pursue amalgamations of Councils where these will lead to greater efficiency in delivery of services; and
- Introduce, by legislation if necessary, financial penalties for any undisputed bill paid late by any Government agency.

### Regulations

- Commit to as light-handed an approach to all regulation as is consistent with community interests;
- Ensure that any new regulation imposing significant costs on business is fully justified on through a transparent, consultative and evidence-based cost/benefit analysis; and
- Undertake a comprehensive, zero-based review of *all* existing regulations to ensure that they remain relevant and are cost-effective in their outcomes.

### Work Health & Safety

- Must consider reverting to the original State based legislation Occupational Health Safety and Welfare Act 1986 and its Regulatory framework (Occupational Health Safety and Welfare Regulations 1995)

### Regulation and Small Business

- Ensure impact on small business is specifically considered and justified in new regulation, and examine ways in which micro-businesses might be exempted from, or given special regimes under, at least some regulation;
- Foster an outcome-and cooperation-focused culture in regulators, whereby regulators work pro-actively with non-complying small businesses to find solutions;
- Deliver more practical, including funding, support for small business to understand OHS issues; and
- Level the playing field with government action on non-compliant back yard operators.

### Other Support for Small Business

- Consider a requirement, incorporated in planning policies, for the impact of any proposed new development on competition to be explicitly part of the development approval; and
- Resource the Small Business Commissioner to play a larger, more proactive arbitration role when small businesses feel they are being squeezed by larger players

### Infrastructure

- Establish a more focused program for its infrastructure spending, based on a tighter definition of what constitutes critical infrastructure, and transparent, strategic prioritisation of projects to clearly stated criteria; and
- Use a wider range of more innovative funding methods for projects, particularly to involve the private sector.



# MTA-SA PRESIDENT NEW FEDERATION CHAIRMAN



L-R AMIF CEO Richard Dudley congratulates the newly elected AMIF Chairman and MTA-SA President Neville Gibb alongside MTA-SA CEO John Chapman.

**MTA-SA President Neville Gibb was appointed as the Australian Motor Industry Federation (AMIF) Chairman for the next two years at their December Meeting held in Adelaide.**

"I am honoured to be elected by my state and territory colleagues into the role of National Chairman of the Australian Motor Industry Federation," Mr Gibb said.

"I also take this opportunity to acknowledge and express deep appreciation to outgoing Chairman, Maurie Pinfold, from the NSW Motor Trades Association, for his considerable contributions and leadership during the formative two years of the Federation.

"I look forward to working with all state and territory Motor Trade Associations, the Victorian and Tasmanian Automobile Chambers of Commerce, and AMIF Chief Executive Officer, Richard Dudley, to further progress the retail automotive sector in Australia.

"There are many challenges facing our members, like the body repair industry which is currently responding to an evolution in technology and the constant pressures of forced cost reductions by insurers.

"There are also a number of issues facing the new car sector due to the large number of imported brands sold in Australia and

the ability of local dealers to continue to be profitable as a result.

"And the independent service station sector continues to face the might of the supermarket giants, which AMIF has and will continue to fight to ensure the sector remains competitive.

"All these issues and many more need appropriate policy responses and as Chairman of AMIF I will continue to work with my state and territory colleagues to progress them further. I will also continue to follow-on the good work already completed in AMIF's 'Automotive 2018 – An Industry at Crossroads' platform and will continue to drive the issues identified," he said.

# VEHICLE INSPECTIONS IN SA ON THE MOVE



Transport Minister Hon. Tom Koutsantonis MP addresses the MTA Board of Management at the November meeting.

**The MTA's long battle for the introduction of a vehicle inspection regime in South Australia has taken a small but important step forward.**

In response to a comprehensive submission arguing for vehicle inspections at change of ownership, the State Government has proposed that a voluntary inspection scheme be developed with its assistance.

The proposal was put to MTA CEO John Chapman and RAA CEO Ian Stone at a recent meeting with the Premier Hon Jay Weatherill and Minister for Transport and Infrastructure Hon. Tom Koutsantonis MP.

In an important development, the RAA has agreed to support vehicle inspections at change of ownership following discussions between MTA President Neville Gibb, MTA Executive Committee member Peter Roberts and RAA President Ray Griggs.

The RAA has altered its position based on the need to protect consumers from purchasing unsafe vehicles through the private market.

The MTA has estimated that 75% of all used vehicle sales are through private sales. Dealers are required by law to sell vehicles in roadworthy condition.

The MTA put forward a comprehensive submission to the State Government earlier this year supporting the need for an inspection process backed with comprehensive data.

"The issue of vehicle inspections remains a challenge for the State Government which is concerned about the impact of costs on motorists," MTA CEO John Chapman said.

"We have agreed to disagree on the cost issue but are pleased that the Government does see merit in the need for a system which will allow consumers to obtain a Government approved inspection voluntarily."

The State Government has proposed an accreditation system for MTA members and the RAA which will allow mechanical repairers



MTA CEO John Chapman and RAA CEO Ian Stone met with the Premier Hon Jay Weatherill MP and Transport and Infrastructure Minister, Hon Tom Koutsantonis at Parliament House to discuss a proposal for a State Government backed voluntary vehicle inspection program.

to identify themselves as a "Government Approved" vehicle inspection centre.

A working group of senior Government officials, the MTA and the RAA will be set up to develop criteria to determine accreditation processes; the scope of the inspection and costs.

The State Government has committed to promoting the voluntary scheme through publicity and advertising to encourage potential second hand vehicle buyers to demand that sellers have a "government approved" inspection report.

MTA President Neville Gibb said that the proposal had considerable merit.

"We were most pleased that Minister Koutsantonis could meet with our full Board of Management in November to outline the plan and have a general discussion on vehicles inspection issues," Mr Gibb said.





Transport and Infrastructure Minister Hon Tom Koutsantonis MP and MTA President Neville Gibb.

"I see this proposal as an important step towards securing a compulsory vehicle inspection regime in South Australia and thank the Government for genuinely engaging with us," he said.

The Minister for Transport and Infrastructure, Hon Tom Koutsantonis said that a voluntary system would protect those consumers who wished to purchase cars privately and have the inspections completed.

"We are trying to get a balance. A balance in not making it more expensive to buy a vehicle, but if consumers want safeguards then have the option to have it inspected by a mechanic accredited for vehicle inspections," Minister Koutsantonis said.

"We envisage that in time, consumers will start requesting a vehicle be inspected prior to completing a purchase," he said.

The MTA's Automotive Repair Division chaired by Brian Weeks will provide input to MTA staff during the development phase of the inspection system.

Mr Chapman said it may provide an opportunity for repairers to move to an electronic based inspection system using iPad style tablets.

"I have seen some technology in the United States through World Environmental Products which would allow members to do a paperless inspection by checking off items on screen and also being able to take pictures of key items for their records," he said.

At the time of writing, the State Opposition was still finalising its policy position but discussions with the Leader of the Opposition, Steven Marshall and Shadow Transport Minister Vickie Chapman have been very positive.



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**M**TA has expressed its deepest disappointment at Holden's decision to close its manufacturing operations at the Elizabeth plant from 2017 after the announcement made in early December.

MTA Chief Executive Officer, John Chapman, said that the decision has an enormous impact on South Australia and will be a great loss to the state.

"We are firstly concerned with the impact on the workers and their families of Holden, and are calling on both the State and Federal Governments to come together to develop appropriate transitional support arrangements," Mr Chapman said.

"The South Australian economy cannot afford to lose the thousands of skilled workers affected, and we must ensure that immediate action is taken to train and find appropriate work for them.

"We are firstly concerned with the impact on the workers and their families of Holden, and are calling on both the State and Federal Governments to come together to develop appropriate transitional support arrangements."

"This decision also risks the loss of South Australia's manufacturing capabilities and a loss of skills from our economy. "These skills have been gained over decades of manufacturing cars and components in this state.

The MTA said the decision for Holden to close may have been





prevented with more decisive support to the manufacturer.

"The Federal Government could have prevented this decision by Holden to close.

"Without any certainty of Federal support for the industry, the parent company General Motors have weighed up the costs and decided that it's just too expensive to manufacture Holdens in Australia.

"Our attention must now go to those component manufacturers and Toyota, and the Federal Government must immediately begin working on plans to keep this important manufacturing base in Australia.

"Even with the government's announcement of \$100 million support package, we are no clearer on the plans the government has.

"They must have a plan as money alone will not fix the mess that vehicle manufacturing is now in," he said.

The MTA's national representation, the Australian Motor Industry Federation, also expressed its extreme disappointment at Holden's decision.

"Our immediate thoughts are with those workers who are directly impacted and those which may be impacted in the future," AMIF CEO Richard Dudley said.

"The decision potentially nullifies the productivity commission's review and we will continue to watch the outcomes from that.

"It again highlights the need for more government attention on the entire sector and the ripple effects to the retail side of the business.

"AMIF renews its call for whole of industry green paper white paper as the automotive manufacturing sector is the tip of the iceberg and the whole of industry is undergoing unprecedented change," he said.

Since the initial announcement, Holden has made a firm commitment to maintaining the Holden brand and retailing in Australia.

"We welcome the news regarding General Motor's strong retailing commitment of Holden and will be monitoring closely their continued commitment to dealers in the longer term," Mr Dudley said.

This article was written in December 2013 and was current at the time of writing.

**"They must have a plan as money alone will not fix the mess that vehicle manufacturing is now in."**

# CAUTION TO SECOND HAND CAR DEALERS

By Consumer Affairs Commissioner Paul White

**R**ecently queries and concerns have been raised with the Consumer and Business Services (CBS) about the conduct required of licensed dealers under the *Second-hand Vehicle Dealers Act*.

Consumer Affairs Commissioner, Paul White, spoke to the Motor Trade Association about the obligations of operating as a second-hand dealer in South Australia.

"CBS is South Australia's watchdog overseeing regulation of the automotive industry, to protect both traders and buyers," the Commissioner said.

"Like any trade industry, compliance with licence obligations is mandatory by law. CBS is responsible for ensuring these requirements are upheld and for enforcing any action against those who commit breaches.

"Since January this year CBS has commenced 57 investigations, relating to

matters under the *Second-hand Vehicle Dealers Act*.

"Of these investigations, 25 persons were found to be illegally operating without a licence, which not only causes issues for consumers, but tarnishes the industry's name for honest and reputable second-hand dealers.

"Instances of licensed dealers failing to display schedules or selling unroadworthy vehicles were also detected.

"We have also seen examples of deliberate interfering with vehicle odometers, which resulted in public naming and hefty penalties.

"A joint operation with SA Police was also conducted, where CBS officers conducted compliance reviews and police undertook roadworthy checks at selected second-hand car yards.

"The outcomes of these investigations included written warnings, undertakings and prosecutions.

"Non-compliance can have serious ramifications for consumer safety and CBS sees monitoring of the industry as a necessity to protect both the public and the reputation of honest dealers in the industry.

"CBS has received invaluable assistance from Motor Trader's Association members regarding observations of non-compliant conduct, and we strongly encourage anyone who observes unlawful or unscrupulous conduct to report it to CBS.

"This is a timely reminder that second-hand vehicle dealers must, by law comply with licensing obligations and breaches will not be tolerated.

"CBS and the Motor Trade Association want the South Australian used vehicle industry to maintain a good reputation of honesty, trustworthiness, and reliability for consumers."

For more information, visit [www.cbs.sa.gov.au](http://www.cbs.sa.gov.au) or call 131 882.



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# COS QUALITY SURVEY PRIZE WINNER

**O**wner of Dynamic Paint and Panel Cos Condo was the lucky Member drawn to win this year's MTA Quality Survey competition.

The survey was conducted through the month of August with a total of 158 responses received.

MTA Business Development Manager Peter McMahon visited Cos at his Stepney workshop on November 15 to award him a \$500 Ray's Outdoors gift voucher.

"We're going to use it to buy a tent for the kids at Christmas," he said.

"We live on 18 acres, so we'll try it out there first."

Cos said he welcomed the opportunity to complete a paper-based survey.

"It's good because it's not so direct," he said.

"It's a lot harder when someone's on the phone trying to survey you because you don't have time to think about the question."

"You can also do it in your own time because we're time poor as it is."

Cos said he was pleased with the length and depth of the survey.

"Fifty questions is fine," he said.

However, Cos has encouraged the MTA to consider an online survey.

"Online is better environmentally," he said.

"And it would be easier, just open your email, click, click, tick and send."

The 2013 MTA Quality Survey was the third survey of its type.

It asked Members on their contact with the MTA and the quality of Industrial Relations services, Environmental Services, efforts to represent them, training opportunities and Member benefits.



Cos Condo receiving his prize from MTA Business Development Manager Peter McMahon.

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# I-CAR WELDING TRAINING FIRES UP INTEREST

**W**elding is a critical skill for the body repair technicians, but with new materials emerging constantly, it can be deceptively difficult to apply the correct techniques to today's modern vehicles. It is for this very reason that Adelaide Body Repairer Brenton Caddle recently undertook the I-CAR welding certification.

Brenton, who manages Caddle Crash Repairs in Edwardstown, said it wasn't until he attended the course that he realised just how much welding has changed since he last completed training.

"It was definitely an eye opener," he said.

"The basics haven't changed, but the material we weld and the way we weld that material has changed and there's a whole new way of setting up the machine.

"When I first started out you could set a car up on a conventional rack or bench, use basic measuring systems, which are really just cross checking and squaring a vehicle up. You could heat up the chassis and use the heat to straighten the rail.

"Now you can't use heat, you can't use a conventional rack, you have to actually jig the car, have electronic measuring systems and you have to go and source the manufacturer's specifications before you actually attempt the repair," he said.

Asked if he would encourage other body repair technicians to undertake the I-CAR training, Brenton said it was definitely worth doing.

"The course should be done by anyone who wants to put their hands up and say



Manager of Caddle Crash, Brenton Caddle, says the I-CAR Welding Certification is a must for today's body repair technicians.

they are a crash repairer in this country," he said.

"You should actually go into the course knowing how to weld, it's more about refining your skills and changing your techniques to suit today's repair methods."

Brenton said most crash repairers would have last completed training over two decades ago.

"We're all self-taught - about 90 per cent of us," he said.

"The last time my colleague who attended with me did any hands on training was back in trade school over 30 years ago."

Brenton said the training was "tougher" than he had expected.

"I think everyone goes in thinking it will be easy as we've all been welding vehicles for many years," he said.

"And when you start doing the testing and you look at the expectations, you start thinking to yourself 'have I bitten off more than I can chew?'"

"The first hour rolls away and then before you realise you've been welding for hours.

"Once you get it right, it's a piece of cake, but it's getting it right and understanding how to get there, that's the important part of the process."

Brenton said now with over 60 makes and models on Australian roads, the future of the industry may be that repairers will be more brand specific, ranging from prestige vehicles right down to your popular low cost models.

To find out more about I-CAR courses, visit [www.i-car.com.au](http://www.i-car.com.au)

The Australian I-CAR program focuses on providing post qualification skills enhancement education training and information to the entire body repair industry.

*The I-CAR Welding Certification has been included as a requirement of AMBRA's national shop grading program.*

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# BDO TO PROVIDE BUSINESS AND TAX ADVICE TO MTA MEMBERS

**The Motor Trade Association of South Australia (MTA) has signed a partnership with business and accounting advisory firm BDO to provide its Members with ongoing business and financial advice as the retail automotive sector heads into a period of significant change.**

MTA Chief Executive Officer John Chapman said the partnership supported the MTA's commitment to helping Members successfully run their businesses.

"This agreement will give MTA Members access to quality advice and support from the reputable business and accounting firm BDO," Mr Chapman said.

"The support BDO will offer is vital to our Members and will help them to remain on a sound financial footing and support them to grow and perform strongly." BDO Partner Tim Pullman, who spearheaded the agreement, said the MTA represented a diverse range of retail automotive businesses including dealerships, repairers and independent service stations, many

of which faced similar challenges when planning for the future.

"A lot of businesses face succession planning issues and technological transition issues," Mr Pullman said.

"As the industry changes, it's really important that businesses adapt to those changes and that they have plans in place to do so, otherwise it can erode the value of their business. That means someone who sees their business as their 'retirement fund' may find it doesn't have the resale value they need when they want to get out."

BDO will offer MTA Members free advisory workshops on compliance and taxation issues that may impact their businesses.

It will also provide a 'BDO Business Scholarship' to one selected MTA Member offering business planning, financial advice and business coaching to the value of \$15,000.

BDO also offers a range of value-added services designed to help companies grow and navigate periods of change, such as facilitating networks with high-performing



BDO Partner, Tim Pullman.

businesses, providing referrals, reviewing business plans and providing strategic advice across key touch points.

The agreement will run until June 30, 2017.

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# HYUNDAI GROWTH SPARKS SHOWROOM DEVELOPMENT



Adrian Brien Hyundai. Photograph by Tim Williams.



Andrew Brown, Dealer Principal, Adrian Brien Hyundai, Sarah Packwood-Hollings, Fleet Manager, Adrian Brien Hyundai, Andrea Gehan, Sales Manager, Adrian Brien Hyundai and John Elsworth, Chief Operating Officer, Hyundai Motor Company Australia. Photograph by Tim Williams.

**P**PROMPTED by the growing popularity of Hyundai, major South Australian car dealership and long-standing MTA Member Adrian Brien Automotive has constructed a new \$2 million showroom, devoted solely to the South Korean brand.

The completion of the new Hyundai showroom, positioned on South Road in St Marys, was celebrated at an official Grand Opening event on November 22, to coincide with the 25<sup>th</sup> birthday of Adrian Brien Hyundai.

About 100 guests – a mix of customers, suppliers and staff, along with Hyundai Motor Company Australia Chief Operating Officer John Elsworth, attended the official opening.

Dealer Principal Andrew Brown said interest in the event had been strong.

"It was fantastic to have Chief Operating Officer John Elsworth attend and officially open the new premises," Mr Brown said.

"It's a great testament to the reputation that Adrian Brien Hyundai has nationally."

Mr Brown said the popularity of the

Hyundai brand was a key driving factor behind the project.

"The Hyundai brand has experienced a tremendous amount of growth over the last few years," he said.

"The old Adrian Brien Hyundai showroom was simply no longer able to cater for the growth of the brand."

Mr Brown is confident the investment will pay itself off quickly given the continuing growth of the Hyundai brand, along with the enhanced service on offer to customers and their subsequent goodwill.

"With more under cover cars on display, modern facilities, open space and lighting we believe that the new showroom will have a very positive impact on customer experience, as well as staff morale which is an important factor in the overall customer experience," he said.

Demolition of the old showroom commenced in May this year and the rebuild started shortly thereafter.

The process was admittedly an onerous one, said Mr Brown.

"It's been a tricky transition period as we have had to make room for the builders

and building materials however the staff and customers have handled the change really well and with a minimum of disruption as we kept charging on 'business as usual'," he said.

The new showroom spans about 400 square metres in total, offering plenty of space for eight sales staff, a business manager and a car care/aftermarket specialist, along with up to 12 cars.

The former showroom housed two to three vehicles at one time.

Adrian Brien Automotive is the largest multi-franchised car dealership in South Australia, having commenced business more than four decades ago.

"Adrian Brien Hyundai continues to be a very successful and growing part of our business in addition to the other five brands that we currently offer, including Ford, FPV, Chrysler, Jeep and Dodge," he said.

Adrian Brien Hyundai has been a member of the MTA for 25 years and currently employs many service technicians who are MTA trained apprentices and certified.



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# ONE THROAT TO CHOKE

**S**ometimes “you-know-what” hits the fan and technology fails you.

Your business is dependent on technology more than ever before. Recently, the Boylen in-house server went down and it was a great reminder that “the devil is in the detail”. Here are 10 things we learned:

1. Our cloud-based systems continued to work seamlessly. It's a good argument for moving to the cloud. However, be careful to check where these servers are located. For example, if they are located in the Ring of Fire (Philippines etc), the risk reward may be too high. Our Amazon servers are located in Sydney. Our studio management software is located in Texas. Our web servers are located in Adelaide.
2. When it came to restoring settings, our “Site Document”, which details all of our IT configurations, with key information including passwords, permissions etc, was a few months out of date. The data we had was a great help – but the missing information caused us pain.
3. Following on from point two, we did have a printed copy of our “Site Document”, safely locked away. Some companies have been known to store these documents on their internal server, which is not much help when the server goes down! Do you know where yours is?
4. Do you have external experts visit your premises to look at your servers and key IT, such as routers? Yes, a lot of work can be carried out remotely but there's nothing like an eyeball inspection to hear a warning beep or to feel that something is running too hot.



5. Backups. Most companies have a good backup system in place but do you ever do a trial restore of data? I've asked a lot of small to medium business owners this question, and not one of us actually does a test restore on a regular basis. We now do a trial restore of one gigabyte of data, to ensure we can actually get the data back. Unless you do this in advance, you have no guarantee that the restoration will work when the crunch comes.
6. Can you do a “bare metal recovery”, which means you also backup your operating system? If you don't, it may take a week to rebuild your operating system on a new server. Can you live for a week with no customer data? Can you live for a week not knowing what bookings you have coming up?
7. “One throat to choke.” This is an expression proposed by the IT guys who resurrected our system. When you divide responsibility, it's difficult to achieve full accountability. We

used several IT providers but when we moved to a single provider, some information fell through the cracks. This included a warranty that was not renewed. We also had a range of people doing a range of tasks, with no single person taking full and final responsibility.

8. You might get a regular automated email telling you that your backup was successful. On a regular basis, someone should look a little deeper into the data – are the file sizes right, are the dates correct. Does it look right?
9. Do you have off-site backups? (Another way of looking at this is to ask the questions: If the room with your server burns down, and your backup disks melt, what then?)
10. Is someone doing a regular check of your critical IT? Next question: do they have a specific checklist, including status of the raid controller, backup batteries, no failed discs, Windows updates etc?

# MINDING YOUR OWN BUSINESS: FRAUD IS A RISK YOU SHOULDN'T LEAVE TO CHANCE

By Lauren Casey, Commonwealth Bank.

**The risk of fraud is an unpleasant part of doing business, but ignoring it can put your finances and reputation in jeopardy.**

Australian surveys have shown that the main motivator for fraud is greed and lifestyle.

In terms of value, theft of cash, diversion of sales and cheque tampering are the main frauds perpetrated by employees.

Historically, small businesses have been the most vulnerable to fraud because of an underinvestment in internal controls. However, there are several easy ways that you can manage and reduce the risk of fraud to your business without huge expenditure.

- **Cash handling**

Make sure there are only two people involved in handling cash and reconciling bank accounts and general ledger accounts. For example, have one staff member bank the money and another reconcile the bank account to the general ledger.

- **Anti-virus software, malware and online**

If you don't have the latest anti-virus software installed on your computer, you may be at risk of inadvertently downloading malware (malicious software). This type of software can record confidential internet banking passwords, logins and other personal information. Criminals can then access that information to commit fraud, so

it's critical to always have your anti-virus software installed and up-to-date. Another way to keep online systems safe is to regularly change passwords and restrict access to a few key, trusted staff members. This is particularly important when it comes to online banking.

- **Communicate a zero-tolerance for fraud**

Your employees should be aware of their responsibilities and what constitutes unacceptable conduct. This includes what is meant by a 'conflict of interest' and how it should be disclosed and managed. You should clearly spell these things out in your employment contracts and ask each employee to acknowledge that they've fully understood your policy by signing their contract. At the recruitment stage, you should also ensure that your employees disclose any potential conflicts of interest with suppliers or competitors.

- **Expense and payroll management**

Make sure accounts payable are supported by properly raised, original invoices. Be conscious of false invoicing by third parties and the risk that an employee may collude with a supplier, vendor or partner.

- **Inventory control**

Perform stocktakes regularly to identify any changes in inventory levels that could be due to theft.

- **Check your cheques**

For incoming cheques, make sure all cheques received are entered into a register to minimise the risk of theft. For outgoing cheques, maintain a list of signatures for all staff authorised to sign cheques and update the list whenever a signatory leaves the business. It is also wise to have two signatories for outgoing cheques over a certain amount. You should also perform a stocktake of all blank internal cheques on a regular basis and reconcile these against the chequebook. Plus, you should record the reasons why cheques are cancelled or destroyed to help prevent cheque theft.

When it comes to managing fraud, it doesn't matter whether you're the business owner, or the head of finance – it's your financial security and reputation at stake. Understanding the areas where you're most at risk and being vigilant about taking appropriate measures will help protect your business, both now and in the future.

To find out more or arrange a free Health Check, call the Motor Trade Association on 8291 2000 today.

**Important information:** *As this advice has been prepared without considering your objectives, financial situation or needs, you should, before acting on the advice, consider its appropriateness to your circumstances. MTA SA may receive a fee from the Commonwealth Bank of Australia for each successful referral.*

## LAUREN CASEY, COMMONWEALTH BANK MANAGER OF ALLIANCE PARTNERS VIC/TAS/SA

Lauren is new to the Commonwealth Bank Alliance Partners Team and manages the MTA-SA Alliance partnership.

Lauren has over six years banking experience as well as a Marketing Qualification.

Commonwealth Bank Alliance Partners Team specialises in working with groups and associations to assist in growing and retaining an Alliance Partners member base through providing special offers on a range of business banking products and services.

Lauren's key objective is to be an essential business partner to MTA-SA and the industry by ensuring all members are aware of the special offers available to MTA-SA Members.

The following article has been prepared by Lauren.





# Genuinely competitive trade prices.

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From \$92\*

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From \$184\*

**Front Bumper**  
From \$164\*

**Front Bumper Reo**  
From \$57\*

\* Prices are exclusive of GST.

Jazz GLi shown for illustrative purposes only.

Prices may vary according to variant & year model selected & are subject to change.

**Jazz**

2009 – 2012

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City 2009 – 2011



Civic 2006 – 2011



CR-V 2005 – 2006



CR-V 2007 – 2012

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<sup>^</sup>Subject to terms and conditions. Please speak to your Honda Dealer.

Please check with your Honda Dealer for stock availability. Panel parts are supplied unpainted.

# SERVICES TO MEMBERS



## MTA Group Training Scheme

Host a MTA apprentice. You host via short or long term contracts to suit your business. You only pay for the days the apprentice works. Contact: 8241 0522, email [careers@mta-sa.asn.au](mailto:careers@mta-sa.asn.au), or check the website at [www.mta-sa.asn.au/apprenticeships](http://www.mta-sa.asn.au/apprenticeships)

## Discounted Post-trade Training

Our Registered Training Organisation delivers a variety of essential post-trade courses at Royal Park. MTA Members receive a discount on course costs when enrolling staff.

## MTA Printing and Stationery

The MTA Printing and Stationery Department delivers high quality motor vehicle industry stationery and printed materials at very competitive prices and for Members' convenience. With over 25 years printing experience we can meet all your printing needs from 1 colour to 4 colour work and save you money too! Call now for a quote. T 8440 2666 F 8241 1057 [www.mta-sa.asn.au/shop](http://www.mta-sa.asn.au/shop)

## Fair Work Act

MTA Members are provided with specialised advice on the very complex State and Federal Industrial Relations laws and receive representation on Industrial Relations matters pertinent to the automotive industry. This advice covers issues such as recruitment and termination, wage rates and workplace policies (where errors or oversights can lead to crippling costs or damage claims). Contact: 8291 2000.

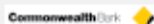
## National Representation

Your MTA Membership means that your collective voice is heard at a national level.



## SGIC Business Insurance

SGIC, MTA's preferred supplier of insurance products, offers a range of cost-competitive products and benefits, accompanied by professional face-to-face service. A full range of cover is offered and Members should always consider SGIC Motor Trades. Contact: 132 818. [www.sgic.com.au](http://www.sgic.com.au)



## Commonwealth Bank

The MTA offers ultra competitive EFTPOS transaction rates for Members through our partnership with Commonwealth Bank. There is no joining fee and you don't have to be a Commonwealth Bank customer to access the savings from 0.69%\* (Inc GST) on credit card transactions and \$0.19\* (Inc GST) on debit card transactions.



## Capricorn Society Ltd

Capricorn Society Limited is the largest independent automotive parts buying co-operative in Australia, providing the majority of parts and services to mechanical workshops, service stations and crash repairers throughout the country. Call toll free on 1800 EASIER (1800 327 437) and find out how you can save your business both time and money.



## MTAA Industry Superannuation Fund

Administered by Superpartners Pty Ltd, MTAA Superannuation is the only occupational superannuation scheme fully endorsed and supported by the MTA. Occupational superannuation is compulsory under Federal Law. Contact: 1300 362 415.



## Bupa

A great Member-only benefit for MTA Members and their staff who have the option to join Bupa's MTA Corporate Health Plan and never pay a hospital excess\*. Call Kate on 0432 750 862 for more information regarding benefits of the MTA Corporate Health Plan.



## The Qantas Club

The MTA Corporate Qantas Club Membership scheme is open for MTA Members and their partners and offers considerable savings. MTA Members save \$220\* upon initial application and reduced annual renewal fees.



## Working Capital Finance

MTA's partner in working capital services offers Members factoring at a discounted rate of 1.75%\* and is only available to MTA Members! No business financial statements - No details on your assets - No details on your other liabilities. Contact: 02 9968 2328; [admin@workfinance.com.au](mailto:admin@workfinance.com.au) [www.workfinance.com.au](http://www.workfinance.com.au)



## Access-OCAR employee assistance program

Services to MTA Members at the sessional rate of \$130\* (plus GST) without any retainer. Five convenient locations: Adelaide, Bedford Park, Elizabeth, Salisbury, Noarlunga. T 8210 8102 E [enquiries@access-ocar.com](mailto:enquiries@access-ocar.com) [www.access-ocar.com.au](http://www.access-ocar.com.au)



## Fusion Business College

10% discount on a range of courses: Sales, Finance and Insurance, Office Administration, Management and Senior Management, up to a Diploma in Dealership Management. Contact the college for details on 82084888 or visit [www.fusionbusinesscollege.com](http://www.fusionbusinesscollege.com)



## Prestige Wash Systems

Supply and installation of industrial and commercial vehicle wash systems, water management and recycling systems or environmental solutions for your business. Prestige Wash Systems offers free specialist advice and site inspections. Members receive 5% discount on all products and systems. Phone Christine Penhall at 8270 6529.



## Teng Tools

Members receive 10% discount on all orders made through the MTA Printing and Stationery Department.



## Southern Cross Personnel

Southern Cross Personnel offers all MTA Members the opportunity to source skilled candidates nationally, locally and from overseas. We provide short term and permanent solutions for your business and can tailor the services to suit each Members' specific requirements. Contact us on 8357 1882 or email [info@southerncrosspersonnel.com](mailto:info@southerncrosspersonnel.com)



## Costa Pericles Consultancy (CPC)

CPC provides MTA Members and their employees access to quality and independent rehabilitation services that will ensure a safe return to work following an injury or disability. Call Andrea on 0416 178 394 or email [info@costapericles.com.au](mailto:info@costapericles.com.au) for more information. \*Prices and terms subject to variation.



## Brandcell

Brandcell and the MTA have entered into a business partnership to provide marketing assistance to Members and to improve the presentation of their business services. To learn more, visit [www.brandcell.com.au](http://www.brandcell.com.au) or call Charmaine Moore on 0411 020 901.



## Boylen

The MTA has selected Boylen as the preferred partner to provide website and online solutions for Members. A special range of packages are available to MTA Members, with discount pricing. Contact Luke Clayton on 8233 9413 or [lclayton@boylen.com.au](mailto:lclayton@boylen.com.au)



## Kemps Nation Debt Recovery

Kemps offers a comprehensive and professional debt collection service. We are wholly SA owned & operated with our offices in Adelaide CBD. With no up-front fees and the ability for our customers to monitor the collection process on-line, Kemps can offer collection services for both local and interstate debts. A competitive commission rate is offered to MTA Members 8418 1450.



## Wicked Consulting Business Improvement Advisors

Wicked Consulting Business Improvement Advisors are a group of dedicated and independent specialist business improvement consultants who have many years of industry knowledge and practical experience to assist small business. Specialised Motor Trade packages available, five per cent discount on fixed RRP. [www.wickedbizpacks.com.au](http://www.wickedbizpacks.com.au)



## BDO

BDO is one of the largest full service accounting and advisory firms in Australia. At BDO we are committed to the automotive industry, having provided a broad range of services to a wide range of clients in the industry for over 30 years, and now look to extend that to MTA Members. Contact Tim Pullman T: (08) 7324 6107 E: [Tim.pullman@bdo.com.au](mailto:Tim.pullman@bdo.com.au) W: [www.bdo.com.au](http://www.bdo.com.au)

## Endorsed by MTA

Further information about these or any Membership service may be obtained from the MTA Membership Department.



## MOTORCYCLE REGISTRATIONS

SOUTH AUSTRALIA - YEAR TO DATE: OCTOBER 2013

	This month	%	2013	%	2012	%
APRILIA	3	0.86	43	1.32	65	2.05
BAOTIAN	5	1.44	44	1.35	94	2.96
BENELLI		0.00	12	0.37	1	0.03
BMW	4	1.15	68	2.09	68	2.14
BOLWELL	7	2.01	55	1.69	55	1.73
DAELIM		0.00	11	0.34		0.00
HUSABERG	3	0.86	23	0.71		0.00
BUG		0.00		0.00	3	0.09
DUCATI	6	1.72	77	2.36	100	3.15
HARLEY DAVIDSON	44	12.64	360	11.06	302	9.50
HONDA	64	18.39	535	16.43	669	21.05
HUSQVARNA	6	1.72	41	1.26	18	0.57
HYOSUNG	5	1.44	68	2.09	65	2.05
KTM	12	3.45	132	4.05	123	3.87
KAWASAKI	34	9.77	383	11.76	364	11.45
KYMCO	5	1.44	40	1.23	6	0.19
MEGELLI		0.00		0.00		0.00
MOTO-GUZZI		0.00	18	0.55	11	0.35
MV AUGUSTA	1	0.29	7	0.21	11	0.35
PIAGGIO	15	4.31	103	3.16	85	2.67
SACHS		0.00		0.00	4	0.13
SUZUKI	36	10.34	361	11.09	442	13.91
SYM		0.00		0.00		0.00
TRIUMPH	17	4.89	125	3.84	102	3.21
TGB	3	0.86	50	1.54	44	1.38
VESPA	4	1.15	36	1.11	38	1.20
VICTORY	6	1.72	21	0.64	7	0.22
VMOTO		0.00	13	0.40	12	0.38
YAMAHA	36	10.34	328	10.07	254	7.99
OTHERS	32	9.20	302	9.28	235	7.39
<b>TOTAL NEW REGISTRATIONS</b>	<b>348</b>	<b>100</b>	<b>3256</b>	<b>100</b>	<b>3178</b>	<b>100.00</b>

Registration figures are compiled by data supplied by Transport SA. No responsibility can be accepted by MTA for the accuracy of the information.

## NEW VEHICLE REGISTRATIONS

SOUTH AUSTRALIA - YEAR TO DATE: OCTOBER 2013

2013 (22 Working Days)						2012 (22 Working Days)					
Make	Sedan	Wagon	Comm.	Total	%	Sedan	Wagon	Comm.	Total	%	
ALFA ROMEO	16			16	0.27	4			4	0.07	
AUDI	24	21		45	0.76	20	22		42	0.72	
BMW	39	37		76	1.28	40	36		76	1.30	
Mini	16	4		20	0.34	11	2		13	0.22	
<b>TOTAL BMW</b>	<b>55</b>	<b>41</b>	<b>0</b>	<b>96</b>	<b>1.62</b>	<b>51</b>	<b>38</b>	<b>0</b>	<b>89</b>	<b>1.52</b>	
CHRYSLER	14		1	15	0.25	8	1		9	0.15	
CITROEN	4	1	2	7	0.12	2			2	0.03	
DAF			3	3	0.05				2	0.03	
DODGE		5		5	0.08		2	1	3	0.05	
FIAT	10	4	2	16	0.27	2		2	4	0.07	
FERRARI				0	0.00				0	0.00	
FORD	192	100	149	441	7.44	276	122	149	547	9.36	
FREIGHTLINER			6	6	0.10			3	3	0.05	
GREAT WALL		3	9	12	4.46				0	0.00	
HOLDEN	521	347	118	986	16.64	670	270	208	1148	19.65	
Isuzu			88	88	1.49			65	65	1.11	
<b>TOTAL GMH</b>	<b>521</b>	<b>347</b>	<b>206</b>	<b>1074</b>	<b>18.13</b>	<b>670</b>	<b>270</b>	<b>273</b>	<b>1213</b>	<b>20.76</b>	
HONDA	112	47		159	2.68	131	15		146	2.50	
HYUNDAI	278	141	25	444	7.49	276	94	18	388	6.64	
INTERNATIONAL				0	0.00				0	0.00	
IVECO			9	9	0.15			8	8	0.14	
JAGUAR/DAIMLER	7			7	0.12	2			2	0.03	
JEEP		87		87	1.47		79		79	1.35	
KENWORTH			29	29	0.49			18	18	0.31	
KIA	93	55		148	2.50	96	46		142	2.43	
LAND ROVER	1	17	1	19	0.32		15		15	0.26	
LEXUS	19	3		22	0.37	10	7		17	0.29	
MACK			6	6	0.10			6	6	0.10	
MAN			1	1	0.02			1	1	0.02	
MAZDA	339	105	52	496	8.37	382	121	46	549	9.40	
MERCEDES	51	18	12	81	1.37	46	9	9	64	1.10	
Smart				0	0.00				0	0.00	
<b>TOTAL MERCEDES</b>	<b>51</b>	<b>18</b>	<b>12</b>	<b>81</b>	<b>1.37</b>	<b>46</b>	<b>9</b>	<b>9</b>	<b>64</b>	<b>1.10</b>	
OPEL	3			3	0.05				0	0.00	
MITSUBISHI	106	207	154	467	7.88	78	193	110	381	6.52	
NISSAN	122	129	133	384	6.48	66	133	122	321	5.49	
PEUGEOT	7	1	2	10	0.17	19	7		26	0.44	
PORSCHE	5	4		9	0.15	1	3		4	0.07	
PROTON	1	1		2	0.03	4			4	0.07	
RENAULT	27	7	17	51	0.86	15	5	17	37	0.63	
ROVER/R.ROVER		14		14	0.24		10		10	0.17	
SAAB/SCANIA			5	5	0.08			4	4	0.07	
SKODA	4	14		18	0.30	6	5		11	0.19	
SSANG YONG		2		2	0.03		1		1	0.02	
STERLING				0	0.00				0	0.00	
SUBARU	96	141		237	4.00	117	102		219	3.75	
SUZUKI	107	29	1	137	2.31	107	36	2	145	2.48	
TOYOTA	527	299	223	1049	17.70	535	285	230	1050	17.97	
Hino			19	19	0.32			15	15	0.26	
<b>TOTAL TOYOTA</b>	<b>527</b>	<b>299</b>	<b>242</b>	<b>1068</b>	<b>18.03</b>	<b>535</b>	<b>285</b>	<b>245</b>	<b>1065</b>	<b>18.23</b>	
VOLVO	3	4	7	14	0.24	1	7	5	13	0.22	
VW	131	53	49	233	3.93	119	41	41	201	3.44	
WESTERN STAR			11	11	0.19			13	13	0.22	
OTHERS	2		14	16	0.27	9	9	17	35	0.60	
<b>TOTAL ALL VEHS.</b>	<b>2877</b>	<b>1900</b>	<b>1148</b>	<b>5925</b>	<b>100.00</b>	<b>3053</b>	<b>1678</b>	<b>1112</b>	<b>5843</b>	<b>100.00</b>	
<b>DAILY RATE</b>	<b>130.773</b>	<b>86.364</b>	<b>52.182</b>	<b>269.318</b>		<b>138.77</b>	<b>76.27</b>	<b>50.55</b>	<b>265.59</b>		



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# REGIONS AND DIVISIONS

## Upper Spencer Gulf Country Zone Meeting

The Upper Spencer Gulf Country Zone Annual General Meeting was held on Monday the 25th of November at the Standpipe Gulf Motor Inn.

The meeting was attended by 14 members. Michael Ping opened the Annual General Meeting announcing the election of office bearers declaring all positions vacant. Mr Darren Willis (D & G Tyres) was re-elected

as the chairman and Mr Ross Nicholas (Augusta Automall) was newly elected as the vice chairman.

Topics discussed included the Legislative Compliance Officer Training, expressions of interest forms were distributed to all members in attendance. In discussion members have requested a morning and afternoon session so they can have staff attend.

Michael Ping gave a presentation on the MTA's present operations informing the

members of what has been happening along with MTA CEO Mr John Chapman and Mr Peter McMahon who went into further detail in certain areas of the presentation. Michael also ran through various member benefits available to all members with our MTA business partners.

Asta McCormack gave a presentation on MTAA Super Fund.

Kevin Hollister from Kemps National Debt Recovery gave all members an informative presentation.

## Riverland Zone back on the River for Christmas 2013

The Riverland Zone annual Christmas party was another big hit this year moving back from land to the River Murray.

A late afternoon cruise on the M.V. Barrangul in perfect weather provided the environment for a very relaxed zone meeting.

President Neville Gibb outlined some of the key achievements for the MTA in 2013 and thanked members for their continued support of the Association.

The Member for Chaffey Tim Whetstone MP took time out from his busy diary to talk to MTA Members. The President and CEO John Chapman did not waste the opportunity to talk to Mr Whetstone on the importance of vehicles inspections in his role as Parliamentary Secretary to Shadow Transport Minister Vickie Chapman MP.



John James, Eve Van der Woude, Bridgitte James and Linda McKay enjoy a light hearted moment on the cruise.



President Neville Gibb addresses the Riverland Zone Members.



Waikerie Honda proprietor Ian Rogers with Member for Chaffey Tim Whetstone MP.





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## EVENTS CALENDAR

JANUARY-FEBRUARY 2014



<b>Jan 29</b>	GTS Board and Executive Committee Meeting
<b>Feb 4</b>	KI Zone AGM
<b>Feb 4</b>	Towing Services Meeting
<b>Feb 5</b>	Business Sustainability & Mentoring Workshop
<b>Feb 10 - 11</b>	Forklift Licence Course
<b>Feb 11</b>	Auto Parts Recycling Division Meeting
<b>Feb 12 - 13</b>	Forklift Licence Course
<b>Feb 18 - 20</b>	Air Conditioning Course
<b>Feb 18</b>	GTS Board and Board of Management Meeting
<b>Feb 20</b>	Riverland Zone Meeting
<b>Feb 24</b>	Murray Bridge Zone AGM
<b>Feb 25 - 27</b>	Air Conditioning Course
<b>Mar 6</b>	Business Sustainability & Mentoring
<b>Mar 11</b>	Body Repair Division Meeting
<b>Mar 11 - 13</b>	Common Rail Diesel
<b>Mar 18 - 20</b>	Air Conditioning Course
<b>Mar 18</b>	GTS Board and Executive Committee Meeting
<b>Mar 20</b>	Business Development Workshop
<b>Mar 25 - 27</b>	Air Conditioning Course

To include a free classified in the March/April 2014 edition of *Motor Trade*, email your listing of no more than 50 words to admin@boylen.com.au or fax 8212 6484 by 12<sup>th</sup> February 2014



# CEO'S REPORT

By MTA-SA Chief Executive Officer John Chapman



## Industry commitment to training essential

The MTA is proud of its commitment to training and has invested heavily on behalf of its members over many years in our Group Training Scheme (GTS) and Registered Training Organisation (RTO).

The Royal Park Training and Employment Centre continues to evolve and our training staff devote considerable time to ensuring their skills are up to date and relevant to industry.

New training packages under AUR12 have been developed in recent months and are now being rolled out in apprentice training at our RTO.

This training has been and will continue to be developed by industry for industry.

While our training is largely underpinned by our Group Training Scheme's recruitment of over 200 apprentices a year (we currently have more than 500 employed from 1<sup>st</sup> to 4<sup>th</sup> year) the Government accredited training is available to ALL employers. Generally, funding for training is available under the State Government's *Skills for All* program.

This means that if you employ your own apprentice, we can do the training – you do not have to send them to TAFE! And OK I might be biased but I think we are better than TAFE and more flexible.

Our training staff are available to discuss training issues with Members and

employers as we want to ensure that we are delivering exactly what is required.

The MTA through its Group Training Scheme provides a simple, cost effective, flexible and low risk option for employers to have an apprentice.

Our Group Training Scheme apprentice program offers many advantages to employers including upfront training before moving to on the job training at a host, flexible block training, provision of safety equipment and clothing and comprehensive tool kits.

This makes our apprentices productive in your workshop from day one.

Our five field officers assist with the transition to the workplace and are available to work with hosts and apprentices where there are problems.

In addition, the MTA, with the support of the Federal Government, is also able to offer a mentoring service to those who choose to employ their apprentices directly.

Three experienced staff are now employed to work on any problem with employers and their first year apprentices across South Australia.

This is not a city based program, our mentoring staff can travel anywhere to provide assistance and are but a phone call away.

From 1<sup>st</sup> January 2014 new rates of pay are being rolled out for all apprentices including in the automotive sector.


**“The MTA, based on Member feedback supported a modest increase but not to the level delivered by the Commission.”**

The increases which have been detailed in the MTA Industrial Report are significant and are a result of the Fairwork Commission determination on apprentice wages last year. The MTA, based on Member feedback supported a modest increase but not to the level delivered by the Commission.

I am the first to recognise that this will place pressure on Members who are looking to recruit apprentices (the increases do not apply to apprentices employed prior to the start of 2014).

However, our industry continues to experience skills shortages and if we stop training the tradespeople of the future, we will pay a very heavy price in the years to come.

On a positive note, there is optimism that the quality of apprentice candidates should improve as the new rates standardise apprentice pay rates across the trades. The automotive sector had previously struggled to compete against the licenced trades in particular where starting rates were higher.

A photograph showing a man and a young man in a workshop or industrial setting. The man, on the right, is wearing safety glasses and a blue shirt, and is pointing with his right hand towards a large, curved, grey object. The young man, on the left, is also wearing safety glasses and a blue shirt, and is looking at the object with a focused expression. The background shows a white ceiling with several rectangular light fixtures. The overall scene suggests a training or collaborative work environment.

“The MTA through its Group Training Scheme provides a simple, cost effective, flexible and low risk option for employers to have an apprentice.”

# MTA-SA BOARD OF MANAGEMENT

- **PRESIDENT:** Neville Gibb – Gibb & Sons Pty Ltd
- **PAST PRESIDENT:** Frank Agostino – Agostino Group
- **VICE PRESIDENT:** John Zulian – Keswick Crash Repairs
- **MEMBERS REPRESENTATIVE:** Clive Polley – Independent Components
- **BOARD REPRESENTATIVE:** Peter Roberts – OG Roberts & Co
- **BOARD REPRESENTATIVE:** Ron Lewis – Glynde Auto Spares
- **BOARD REPRESENTATIVE:** Danny Shane – South Coast Auto Repairs

AADA – Vacant

Auto Dismantlers: Ron Lewis – Glynde Auto Spares

Auto Repair & Engineering: Brian Weeks – Western Auto Repairs

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Commercial Vehicle Industry Association: Vacant

Engine Reconditioners: Vacant

Farm Machinery Dealers: Colin Butcher – Eastern Eyre Machinery

Licensed Vehicle Dealers: Andrew Forrest – Lexus of Adelaide

Motorcycle Industry Association: Martin Guppy – Moto Adelaide Pty Ltd

Service Station (Casual): Brenton Stein – Weeroona Holdings Pty Ltd

Towing Services: John Jansse – Dial-a-Tow

Tyre Dealers: Vacant

Central Zone: Phil Turner – Mount Barker Truck and Bus Repairs P/L

Lower North Zone: Dale John – Ucal Pty Ltd

Mid North Zone: Vacant

Riverland Zone: Kym Webber – Waikerie Crash Pty Ltd

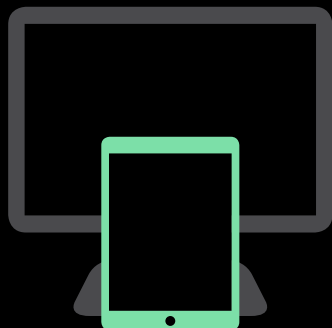
South Eastern Zone: Peter Roberts – OG Roberts & Co

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Upper North Zone: Vacant

Upper Spencer Gulf: Tracy Butler – Butlers Mechanical



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#### MOTOR TRADE ASSOCIATION

**President:** Neville Gibb

**Chief Executive Officer:** John Chapman

**Communications Manager:** Liam Hunt



*Official publication of the Motor Trade Association in SA and NT.*

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### PUBLISHING INFO

#### BOYLEN

L3, 47 South Terrace, Adelaide

**Ph:** (08) 8233 9433 **Fax:** (08) 8212 6484

**Website:** [www.boylen.com.au](http://www.boylen.com.au)

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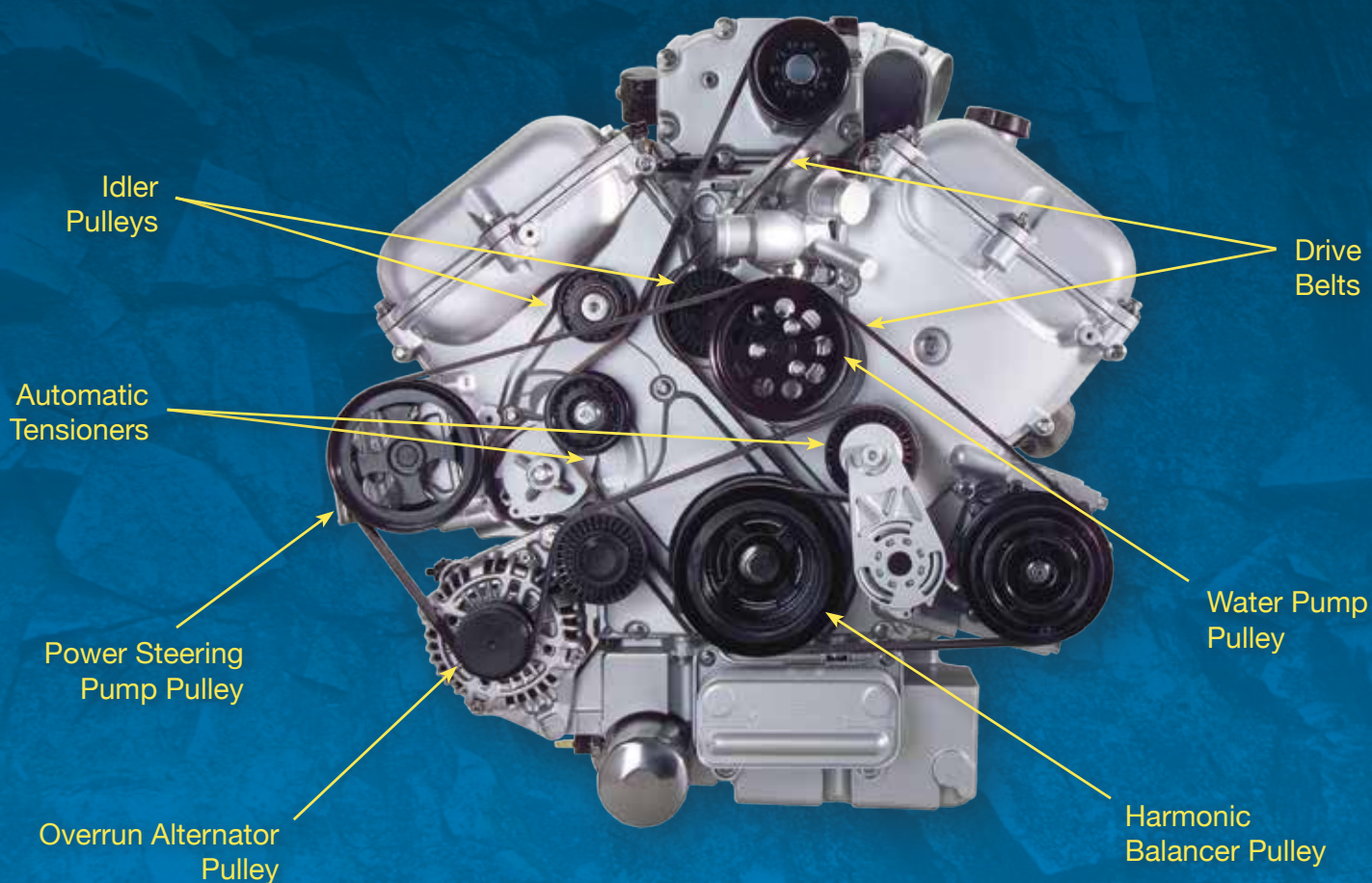
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