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Official Magazine of the Motor Trade
Association of South Australia

March 2019

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LONG STANDING MEMBER: TUCKER AUTOMOTIVE

One Man Show - Andrew Tucker has continued the traditions established by his father Ron in running Tuckers Automotive as a solo entity.

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PRESIDENT'S REPORT

BY MTA PRESIDENT
FRANK AGOSTINO



With a Federal Election looming, it is clear that we are facing a choice between two very different visions for Australia's future.

This choice comes at a time when the automotive industry and Australia's growth sits at crossroads.

The easy road would be to continue as we always have done and hope that all will sort itself out. The other, is one where we stand up as an industry and take charge of our own vision for a prosperous future.

Hope alone is no strategy for hard working small and medium sized business operators, their employees and their families and our engagement with government remains critical to achieving outcomes for the benefit of our industry.

The Federal Election presents an opportunity to bring bold new thinking to the table and change what hasn't been working for business owners in the past. While there has been much success in building a stronger economy already, there is a lot of work to be done in maintaining the momentum and security that our industry requires. Investments must be made in education and training that lead to employment outcomes and jobs growth, lowering business costs and creating a fair playing field for all.

Our key asks from the next Federal Government include:

- Increased action to fight the skills shortage and industry-led training.
- Funding parity between training providers and incentives for taking on an apprentice
- Lower company tax and associated business taxes and a reduction in red tape
- Providing access to service and repair information at a fair price through a mandated Code of Conduct

- A mandated Motor Vehicle Insurance and Repair Industry Code of Conduct
- An automotive specific Franchise Code of Conduct
- Meaningful industrial relations reform, including preventing industrial manslaughter
- Instituting an End of Vehicle Life program
- Improved digital connectivity across regional and metropolitan areas
- Abolishment of the Luxury Car Tax

Our Election Policy Package provides a roadmap for the next Federal Government to secure the future of our industry for years to come. In recent years, we have seen all sides of Federal politics devote too much effort on who will be leading our nation rather than focusing on outcomes for industries.

It is critical that politicians listen to business owners who are investing their capital, who are at the cutting edge of the latest technology and who are training the next generation of Australia's workforce.

There are many opportunities in the automotive industry and highlighting the jobs and career pathways available for young people is paramount. The Federal Government must commit to promote the opportunities in industry sectors that require skilled labour. Whether you obtain a trade or go to university, the bottom line is always outcomes for industry.

There is a lot to be excited about in the automotive industry at the moment and the next decade will bring with it unprecedented change. We must welcome it, get on with the job and work towards a positive future.



MTA President Frank Agostino and Past President, Neville Gibb.



CEO'S MESSAGE

BY MTA CEO
PAUL UNERKOV



This year, the MTA will tackle a raft of issues for the benefit of Members and the automotive industry in South Australia.

We know that Members have been committed to improving the South Australian automotive industry for many years and there is now a light at the end of the tunnel on a range of issues. Achieving positive outcomes will require ongoing Member engagement.

We have had much success on the advocacy front, with sought outcomes either taking shape or near fruition.

It is clear that fairness and streamlining for business owners is at the heart of what is needed. I encourage you to carefully read through our Advocacy Overview section in this edition of Motor Trade as it outlines the progress made on these fronts and the continued fight.

We have already identified significant issues, responded to government and provided feedback. It is important that we keep receiving your input so that we can develop a strong position that is relevant to our industry.

We are actively contributing to many industry initiatives including the Automotive Franchising Code of Conduct, a mandated Code of Conduct governing Access to Automotive Servicing and Repair Information, the Banking Royal Commission and addressing the misconduct of insurance companies, the National VET Review, Tier-one inspections and the ongoing issue of skilled migration in a continued effort to fight the skills shortage.

Skills shortages continue to be the biggest issue that the South Australian automotive industry is facing and we will continue to work for you and with you to identify and implement resolutions.

You can be assured that the MTA will continue to be a strong advocate for training and employment measures that lead directly to jobs growth.

With the MTA's Schools Pathways Program up and running, we are now identifying high school students across the State who have a passion for the industry, putting them on the direct pathways from school to training and ultimately to employment.

Our Federally funded Mentoring Program has successfully identified first and second year automotive apprentices across South Australia who require support in overcoming barriers to completing their training. With a 95 per cent retention rate of participants in the program, it is critical that our mentoring continues, regardless of the Federal Election outcome.

IT IS IMPORTANT THAT WE KEEP RECEIVING YOUR INPUT SO THAT WE CAN DEVELOP A STRONG POSITION THAT IS RELEVANT TO OUR INDUSTRY.

I encourage you to read the Hon. David Pisoni's article in this edition of Motor Trade on the significant reforms made to boost South Australia's training system and support for employers to take on an apprentice. I also encourage you to read the Hon. Mark Butler and Hon. Andrew Leigh's article on Labor's policy on data sharing for independent mechanics.

I encourage you all to attend your Divisional Meetings and Networking and Engagement Evenings. These provide a unique opportunity to let us know what your businesses need to continue to grow.

I look forward to meeting with many of you in the months ahead and while we may be moving towards a turbulent time with a possible change of Government, our work together will ensure that the automotive industry has a powerful voice, whoever it is that takes the reigns after the Federal Election.



ADVOCACY OVERVIEW

AUTOMOTIVE FRANCHISING CODE OF CONDUCT

The MTA has been advocating for an Automotive Franchising Code of Conduct and following the ACCC's Market Study into New Car Retailing, we reiterated the fact that OEMs and dealers are entirely separate entities. This was acknowledged for the first time in the ACCC's Final Report, which recommended an Automotive Franchising Code of Conduct to address issues in automotive franchise agreements that Members are facing.

The MTA has facilitated Franchising Working Groups that provided an opportunity for dealers to come together to discuss the ACCC's proposed reforms to franchising, during which MTAA CEO, Richard Dudley informed members of the latest developments and future direction of the project. Richard played a key role in discussions on a Federal level, relaying MTA member responses in Canberra. The outcomes of our Working Groups formed the basis of the MTAA's National Submission, with its key recommendations including:

1. Minimum terms of 5 years and renewal for 5 years
2. 12 month notice period not to renew for each party
3. Detailed explanations including data and dispute processes used to reach the non-renewal decision
4. Consideration of a buy back scheme for unsold stock

In addition, the Parliamentary Inquiry into Franchising also published its Final Report. The Inquiry has endorsed all of the recommendations made by members in the working groups and we will now be seeking the implementation of these recommendations by government.

ACCESS TO REPAIR INFORMATION

The Federal Government's draft Code of Conduct for the sharing of Repair and Servicing Information has provided a

baseline for the finalisation of operational details of the Code. The MTA has been focussed on ensuring that Mechanical Repairers and Franchise Dealerships are both protected with fair access to information at a fair price. Members have been actively engaged in discussing the workforce and workshop requirements for increased access to repair and servicing information and identifying necessary areas needed to strengthen industry standards.

MANDATING THE MOTOR VEHICLE INSURANCE AND REPAIR INDUSTRY CODE OF CONDUCT

We will be making a formal request to the State Government that State Parliament undertake an Inquiry into the relationship between Insurers and Collision Repairers. This follows a similar inquiry in Western Australia which made recommendations to mandate the MVIRI Code of Conduct at a State Level and to provide powers to the Small Business Commissioner to take action against breaches of the Code. We will be arguing that similar misconduct is occurring in South Australia, requiring the same response from Government, as occurred in WA which led to a Government Inquiry.

BANKING ROYAL COMMISSION

While not specifically addressing the Collision Repair sector, the Final Report of the Royal Commission recommendations 4.9 and 4.10 call for the required imposition of mandatory industry codes, specifically in relation to insurance, rather than the continuation of voluntary codes, while recommendation 4.7 calls for the removal of the exemption for Insurance Contracts from Unfair Contract Terms. Having provided two detailed submissions to the inquiry and facilitating witnesses to appear before the Commission itself, we are satisfied that two of the key issues in the collision repair sector have had positive outcomes for members.



DISCLOSURE IN GENERAL INSURANCE CONTRACTS

Another result of the Banking Royal Commission was the Federal Government's consultation on increasing the transparency of insurance contracts, including Product Disclosure Statements for consumers. Together with MTAA, we put forward a member driven proposal that would require insurers to provide plain English Fact Sheets to consumers at the Point of Sale indicating whether the insurer provides genuine Freedom to Choose, Insurer's Parts Policy in relation to the use of genuine parts as well as OEM repair methods and the Premium Increases of the Insurer over the last five years.

SECOND-HAND VEHICLE DEALERS ACT REVIEW

The MTA has formally requested the commencement of a legislative review of the *Second Hand Vehicle Dealer's Act 1995*. Consumer and Business Services has now considered the detailed proposal we provided following extensive consultation with our Licensed Vehicle Dealers Division as well as the Motorcycle Industry Association of SA Division and advised that a review of the Act will commence in the first half of this year.

TIER ONE INSPECTIONS

Following last year's State Budget, Service SA centres in Mitcham, Modbury and Prospect have been earmarked for closure. Members have expressed their concern that current delays and costs associated with accessing Service SA services will be exacerbated with the closure of these three centres, particularly given their proximity to a number of dealerships.

The MTA presented a series of proposals to the State Transport Minister, Stephan Knoll, in an effort to streamline industry access to Service SA online, and to move some functions currently

undertaken by DPTI to industry to facilitate efficiencies, including Tier One inspections.

VET REVIEW

The MTA and members hold the strong view that skills training needs to be linked directly to job outcomes. As part of the National VET Review, we have proposed a series of recommendations that give effect to this core principle through increased industry engagement in the operation and delivery of VET throughout the training continuum, from school through to employment. Key recommendations to the Review include setting commencement, completion and conversion to employment targets, reductions in employer costs such as the adult apprenticeship wage difference and regional travel allowance as well as more direct involvement of industry in the development of VET courses. We have also strongly recommended that the VET system be simplified by transitioning responsibility for its operation to the Federal Government to ensure national consistency in standards and funding.

SKILLED MIGRATION

We have been engaged in negotiations and discussions with the State Government on the proposed Designated Area Migration Agreement, which will allow South Australia to fast track certain elements of the migration system to industries in need. We have made the case that the automotive industry is desperate for more workers, but that this does mean that a lowering of standard will be acceptable to an industry where we are already facing challenges in ensuring literacy, numeracy and technical skills are sufficient to meet the demands of modern vehicles. We will continue to work with the State Government to ensure that increases in skilled migrants benefit the automotive industry and help sustain local businesses.

A FAIR DEAL FOR INDEPENDENT MECHANICS

BY MEMBER FOR PORT ADELAIDE, HON MARK BUTLER MP AND SHADOW MINISTER, HON ANDREW LEIGH MP

For the past three decades, BPB Auto has been servicing cars in Flinders Park and surrounding suburbs. Their motto is to 'Keep your vehicle running well today and in the future', and in 2012 they invested in a major upgrade of the workshop to keep on top of the latest technological developments. As in the best auto workshops, BPB Auto's mechanics regularly attend factory training, seminars and conferences to update their skills.

Yet like many other mechanics, BPB Auto sometimes struggle to get manufacturers to supply the software upgrades, installation codes and diagnostic tools that they need to fix modern cars. There's a voluntary code in place, but the manufacturers simply aren't volunteering all the data. As an Australian Competition And Consumer Commission report in December 2017 documented, multinational manufacturers are refusing to fully share data with independent mechanics. As a result, Australia's repairers are fixing cars with one hand tied behind their backs.

Last year, Bill Shorten announced that a Labor Government would mandate that the manufacturers share car repair data with independent mechanics, on the same commercial terms as authorised dealers. As modern cars become increasingly computerised, we recognised that data sharing is a vital issue for the repair industry. Working with mechanics, consumer groups, insurers and automotive clubs, we devised a policy that puts independent mechanics on a level playing field.

Data sharing for independent mechanics isn't just good for repairers - it's good for customers too. The vast majority of workshops in Australia are independent, so it ensures drivers have a choice about where to fix their cars. That means lower prices, which is pretty important at a time when many South Australian households feel that everything is going up except their wages.

Many motorists will choose to get their car fixed at an authorised dealer, but it isn't always an easy option. If you're in a regional town, and your independent mechanic can't download the



Member for Port Adelaide, Mark Butler.



Shadow Minister, Andrew Leigh with Opposition Leader, Bill Shorten.

necessary reinitialisation codes, the result can be a costly trip. That isn't fair to anyone.

Labor's policy of data sharing for independent mechanics is about backing small businesses and fairness. It's good for competition, and great for consumers. Because in the end, it's your car, so it should be your choice about where to get it repaired.

Mark Butler is the Member for Port Adelaide. Andrew Leigh is the Shadow Minister for Competition and Productivity. Thanks to Daniel and the terrific team at BPB Auto for showing Mark around the workshop recently.

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MTA MEMBER VIEWS: FEDERAL ELECTION

PETER STEWART AUTO REPAIR



"The biggest issue in the Automotive Repair Industry at the moment is the severe lack of quality trained tradespeople. Any support that the Federal Government can give to encourage employers to take on Apprentices would be of great benefit. Reviewing of Visa conditions to enable easier access to foreign tradespeople would also assist."

The Federal Government needs to fully support the Access to Repair Information Code of Conduct to enable Independent Vehicle Repairers to have equal access to technical information. It is only fair that the consumer should be able to have a choice of repairer."

PHIL TURNER HEAVY VEHICLES



"We would like the government of the day to approach schools and make the suggestion that apprenticeships, either school based or through the MTA, would be an advantage to students with no interest in attending university. It would offer them an opportunity to learn a valuable trade."



Access to
Repair
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Reduced
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Transparency
in Insurance
Contracts

Automotive
Franchising
Code of
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JEFF WILLIAMS COLLISION REPAIR

"I would like the next Federal Government to reduce business taxes, reduce red tape and look at transparency in insurance contracts which continues to be an issue for Collision Repairers.

We need a Federal Government to also address the skills shortage and really look at the future of the automotive industry."



MARK PAPILLO FRANCHISE CAR DEALERS

"As a franchisee it is encouraging to see both sides of the Federal Government committing to an automotive specific Franchising Code of Conduct. The franchisor / franchisee relationship is mostly mutually beneficial but it can certainly have its challenges. The changes that this focus will bring will shine a light on the fairness and transparency that has sometimes been lacking in this relationship."



ANTHONY NORRIS AUTOMOTIVE DISMANTLERS

"I would like the next Federal Government to look closer at the regulation and licencing of businesses. There are too many backyard operations at the moment that operate without the proper licencing, putting consumers and road users at risk."

NEW MTA MEMBER

DAVID BANNING AT ULTRA TUNE, MODBURY AND GOLDEN GROVE

CAN YOU TELL US THE HISTORY OF YOUR BUSINESS

I own two Ultra Tune franchises, I've owned them for the last 13 years. One is located at Golden Grove and the other is located at Modbury. The business itself has been going for 20-plus years. I am the sole owner operator of both locations.

WHAT SERVICES/PRODUCTS DO YOU OFFER

We offer full retail servicing for retail customers and commercial fleets and we service and maintain basically every aspect of the vehicle. That ranges from your normal servicing through to brakes, air conditioning, transmission, engines, cylinder heads and other major mechanical work. We pretty-well touch every single part of the vehicle.

HOW MANY EMPLOYEES DO YOU CURRENTLY HAVE? IS THIS LIKELY TO INCREASE IN THE FORESEEABLE FUTURE

Eight employees between the two stores – one manager and four mechanics in each. I run between the two stores and fill in where there are blanks. With eight employees, there's eight months' worth of holidays, trade school etc. I would hope that the number of employees would increase in the future as the businesses grow.

WHAT IS THE PRIMARY GOAL OF YOUR BUSINESS

To service and maintain all of our clients and give exceptional customer service. To ensure that every car that leaves the premises is fixed correctly. And to make a profit in the process.

WHAT IS YOUR TARGET MARKET

Mums and dads - normal people that live in the suburbs, particularly the Tea Tree Gully and Salisbury council areas are our main target audience. We also service the Tea Tree Gully council vehicles, plus do a fair bit of commercial fleet work. 90% of our business is your everyday retail customer.

WHERE DO YOU SEE YOUR BUSINESSES IN FIVE YEARS

Hopefully they keep growing and keep maintaining the great customer numbers that they have and continue to grow as well. The Ultra Tune brand is a very strong brand and it will only get better and better as the years go.

WHAT IS YOUR BUSINESS' GREATEST CHALLENGE IN 2019

Oh there are so many challenges! Maintaining quality staff, ensuring that the product is cost effective, yet to the highest of standards so that the work that is done, is done at the right price without compromising on any standards. All of our competitors are certainly a challenge, but I think the main thing is that you need to keep your integrity and the strength of your business, which is your workmanship.

WHY DID YOU BECOME A MEMBER OF THE MTA

When Ultra Tune Australia bought out Ultra Tune South Australia and Northern Territory we needed to find ourselves a partner and so it was pretty logical that I join the MTA. They've been very helpful so far.

WHAT DO YOU LOVE ABOUT WORKING IN THE MOTOR TRADE INDUSTRY

I like to see happy people. Our clients are nearly considered as friends as well. It's great to have somebody's car that's leaking or broken down and you're able to fix it and they go away happily. They waltz up in the shopping centre and say, "G'day Dave, how are ya?" I think it's certainly servicing our customers and fixing vehicles. I have a passion for fixing cars, but I also have a passion for business as well and I have a passion for people. Sometimes it doesn't make you the richest man in the world because sometimes you don't charge enough for it, but I've never actually met a happy rich person.

ANY HOBBIES OR PURSUITS OUTSIDE OF WORK

I'm involved in my 14-year-old daughter's BMX where she races at a national level and I'm involved in the BMX community in which I commentate local and national events. I certainly enjoy that side of it. We're off to Shepparton this month, she's racing in the 'pre' for the Australian titles. The Australian titles are in May in Shepparton so they've got a meeting up there in March so that everyone can work out the track and get yourself positioned so you've got some confidence going into the big event in May. She finished third in the national series last year, so she's going okay.



David Banning, Owner of Ultra Tune Modbury and Golden Grove.



Modbury Manager Matt Draper and Technician Andrew Willson with Brice Quick and Lauchlan Pridham.



Ultra Tune Modbury location.



Ultra Tune Golden Grove location.



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I've always loved working with cars. When I retire, I want to continue to share this passion with others, spend time with my family, and travel.

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MTA APPRENTICES SHINE AT THE SUPERLOOP ADELAIDE 500!

"WE ARE AUTOMOTIVE APPRENTICES AND THIS IS WHAT WE DO."

That was the clear message from all 23 MTA trained apprentices taking part in the Motorsport Repair Team at the Superloop Adelaide 500 this year.

16 Automotive Technician apprentices got first-hand experience in the fast paced world of Motorsport repair in the MTA's Repair Tent, while seven apprentices worked in Supercar teams including DJR Team Penske, Brad Jones Racing, Matt Stone Racing, Tickford Racing and Wilkinshaw Andretti Racing.

Third year Light Vehicle Mechanical Technology Apprentice, Jason Patty reflected on his apprenticeship saying that being in the team and working with Supercars was a great opportunity, getting stuck into the hard work in the Brad Jones Racing Pit Crew.

"I love cars and the best thing about being an Automotive Apprentice is I get a chance to work on V8 Supercars, showcasing my skills. Working on them is great and this

is well and truly a full-on racing scene I want to be in. This is the second time I have worked with Supercars and I can't get enough of them."



Jason Patty.

First year Automotive Refinishing Technology Apprentices, Katie Stewart and Alana Baker also said the event was a great opportunity to expand their skills saying, "We both worked on a Nissan Silvia Drift Car and we are really proud of the outcome and each other for working as a team."



Katie and Alana.

The MTA has a long history of assisting race teams and Supercars at the Adelaide 500, providing opportunities for our apprentices. Light Vehicle Technician Apprentices Jason Patty, Toby Mills and Ben Roether, who worked in the Brad Jones Racing team, impressed their Mechanics. All three have been requested to assist the Supercar team again at The Bend this year and we look forward to the event!



LIVING AWAY FROM HOME? YOU CAN'T ESCAPE THE LAW



For employees who work in regional areas, a living away from home allowance is not uncommon and is implemented to assist with accommodation and general living in a remote area.

A case recently went before the SA Employment Court as an appeal in a Return to Work matter. In this case the question to be determined was whether or not a living away from home allowance should be taken into account in the calculation of the employee's average weekly earnings.

In the past the *Workers Rehabilitation and Compensation Act (WRCA)* defined some allowances as being prescribed allowances and not included in the calculation of an employee's weekly average earnings. In 2008 this was altered and the court held it was instead up to it to determine whether allowances should be included.

In its findings the court held that the allowance should in fact form part of the employee's weekly earnings and be included.

Of relevance was what the court held to be "earnings". In the WRCA it stated the following:

"Subject to this section, the average weekly earnings of a disabled worker is the average weekly amount that the worker earned during the period of 12 months preceding the relevant date in relevant employment."

The court held earnings to be a broad statement and that

the allowance was a reward for service in the context of their employment and paid as a direct result of work performed by the employee in particular locations.

Of relevance was the fact that the living away from home allowance was not something that was calculated as a reimbursement, which is not included in calculating weekly earnings. With a reimbursement an employee has to show how much they spent on accommodation, food etc. but was rather a flat amount attached to his pay. The court held from evidence that the employees actual expenses for accommodation and meals would vary from site to site and occasionally day to day.

The court also held that it was not necessary to look further into the fact that the employee had included the payment in their income tax and whether this would help define the nature of the payment.

It is important for an employer to be aware that even though something may be defined as an allowance by the employer and not a normal part of earnings, this does not necessarily mean that it will be viewed as such by the law. It will not matter how an employer defines an additional payment, it will be the law that dictates whether or not it will be a genuine allowance and whether or not it is a part of an employee's average weekly earnings.

If you have any queries about allowances then please contact the WR department on 8291 2000 or email at wr@mtaofsa.com.au.

HIRE AN APPRENTICE AND GROW YOUR BUSINESS

HON. DAVID PISONI MP MINISTER FOR INDUSTRY AND SKILLS

We have introduced significant reforms to boost South Australia's training system, providing more support for industry, employers and training providers to take on apprentices – while also providing new incentives to get more South Australians learning and earning.

In September last year we announced our Skilling South Australia initiative - a \$203 million investment to train a skilled future workforce in line with the needs of industry. Under Skilling South Australia, we are creating an additional 20,000 apprentices and trainees over four years, and importantly ensuring training investment leads to real career outcomes.

Taking on apprentices is an excellent way to help your business grow.

Apprentices bring new ideas, enthusiasm and a fresh approach to business. Through on-the-job learning, young learners will acquire practical skills tailored to the needs of your business and industry. Mentoring apprentices also develops the leadership skills of your senior employees.

Skilling South Australia makes it easier for you to take on apprentices.

We are providing incentives for employers to take on apprentices and trainees. We have increased funding contestability and access to subsidised training, we have reduced the tax burden through payroll tax and ESL reductions, and we are cutting red tape through a new streamlined registration process.

A new state-wide advisory service supports employers from first contact through to the apprentice or trainee's first day, and provides additional support where required.

The Motor Trade Association of South Australia is a significant employer and a well-respected training provider in the State. It is fantastic that the Department for Industry and Skills recently approved a Skilling South Australia project that will support more than 140 new training commencements in an Automotive Apprenticeship pathway.

The massive wave of opportunity that is heading our way from Space, Cyber Security and Defence projects and the ever-expanding digital technology sector will create an increased demand for skills across other industries including the motor trades.



Hon. David Pisoni MP Minister for Industry and Skills.

We are encouraging all businesses, large and small, across South Australia to take on apprentices – a skilled and suitably equipped workforce is essential to South Australia's growth and continued prosperity.

If you'd like to learn more about how we can support your business to take on an apprentice, visit www.skills.sa.gov.au/ Employers-business or call the Skilling South Australia Infoline: 1800 673 097.



Andrew Tucker, Owner/Operator of Tucker Automotive.

ONE MAN SHOW

Andrew Tucker has continued the traditions established by his father Ron in running Tuckers Automotive as a solo entity – he is the business, whether it is taking bookings, servicing or invoicing.

The firm was founded in 1962 at Lockleys, before transferring to Plympton North in the late 1980s – and Tucker Automotive has been a member of the MTA for almost as long as the business, joining in 1963.

"I was 16 when I began here, virtually following in the footsteps of Dad and Paul," said Andrew. "It's always been a family concern."

"Since Paul left in 2001, it's been just me, just as it was when dad started.

"While it may seem like a huge challenge, it's been a good business to work in. There is a lot to do that I find interesting. In fact, there isn't anything about the work that I don't like.

"There is a lot of freedom, and the work gives me a lot of satisfaction, as it's all about the customer and helping to ensure their vehicles run well and are reliable."

Each week Andrew averages about 15 cars and four-wheel drive jobs, and occasionally works on trucks.

Return customers are the norm, with one lady first using the company in 1968 when she brought in her Toyota Corona – today she drives a Toyota Yaris.

Compared to when he first started in the business, Andrew has incorporated many improvements in how he goes about his

working day, with his ability to continue to 'keep up' with change being part of the reason for his success.

"It's actually a lot easier today, as there aren't any of those huge oil leaks, there's not that stinky smell of yesteryear," he said.

"And cars drive better, are safer, more reliable, especially overcoming those early morning stalling problems of the old days, and they are so much more fuel efficient and environmentally friendly now.

"Cars are much nicer nowadays and a lot better finished product compared to 30 years ago. Perhaps the major negatives are they are more expensive to fix. They can be a victim of their own modern technical wonders at times when things go wrong.

"Changes include issues such as the electronics, which really are pretty interesting and challenging.

"It's about research and applying what you learn. I love modern technology and I love the way my work has evolved with the different types of vehicles."

The oldest car Andrew has worked on was an FJ Holden – albeit around 30-years-ago – when he did an engine rebuild and general repairs.

Whether it's a cheap runaround or a high-end 200 Series Landcruiser or Lexus, Andrew is just as happy working on keeping the car safe and sound for its owner.

For him, it's the same challenge, no matter the car, no matter



the customer, as he brings tremendous pride in applying his experience to the job at hand.

"Whenever a customer comes in, it's about determining the best outcome, with cost a major factor, whether it's a simple service or even just changing tyres, up to any major work," Andrew said.

"First, I talk to the customer to find out their concerns, as the more info I have the quicker and cheaper it is to fix. It's a process of elimination to determine what action to take."

Looking to the future, he takes a refreshingly pragmatic approach. "I have a job I'll keep on going with until the day the changes in cars go past me, which is when I will retire, although that will not be for many more years"

PERSONAL LIFE

Andrew used to race at Mallala for many years, competing in around 100 races but only won once, which just so happened to be the 1998 state championship, in Formula V.

With his wife Celena, he hosts exchange students from all over the world.

"We have had students come stay with us from Denmark, Germany, Latvia, Estonia, Finland, France, Scandinavia and Japan, and all stay for around six months," he said.

"Most are aged between 15-17 and go to local high schools – we get a lot of satisfaction helping to guide young people, to see them evolve and grow.

"They are on cultural exchanges but none really have any interest in working on cars."

On the agenda for the Tuckers is some travel of their own, and

they intend visiting some of the places where their exchange students hail from. At least accommodation will not be a problem!

Recently Andrew prepared a 2004 Magna for some youngsters from Denmark to travel around Australia – Adelaide to Melbourne, up to Cairns, across to Northern Territory and back via Alice Springs – with their safe return indicative of his high-quality workmanship.

With his work often physically demanding, Andrew stays in shape by riding a bicycle to work each day and at special events, including the Coast-to-Coast and the Tour Down Under community events.

"There are so many things in life that interest me and that I love to be involved with. My job is something that I have a lot of pride in and love everything about, so I consider myself an extremely lucky man," Andrew said.

MTA SUPPORT

"The MTA is a strong support mechanism for the entire trade, and for the retail customers - even though many consumers are really not aware what the MTA do behind the scenes in keeping them safe and supporting the industry.

"A big issue at the moment is access to repair information. It's vital for our trade to have access to information on all modern systems in vehicles, as this gives the customers a choice as to who they can get their car repaired by.

"This competition is overall a good thing for the automotive industry, promoting higher standards of workmanship and better education for the existing and newer generations coming into the trade."



MESSAGES & SERVICE INDICATOR

HOLDEN BARINA TM 2012 - 2015

BARINA SPARK MJ 2010 - 2015

TRAX TJ 3013 - 2015

VEHICLES FITTED WITH TRIP COMPUTERS HAVE A SERVICE INDICATOR THAT NEEDS TO BE RESET AT EVERY SERVICE.

WARNING MESSAGES

These vehicles have a message error code system to indicate some vehicle faults. Those fitted with a Trip Computer also have a service indicator.

The following is a list of fault codes that may display, depending on build and equipment level.

CODE	INDICATED FAULT
10	Overheated Brakes
15	High Brake Light
16	Brake Lights
17	Headlight Levelling
18	Left Low Beam Light
20	Right Low Beam Light
21	Left Front Park Light
22	Right Front Park Light
23	Reverse Lights
24	Number Plate Light
25	Left Front Indicator
26	Left Rear Indicator
27	Right Front Indicator
28	Right Rear Indicator
56	Front Tyre Pressure Imbalance
57	Rear Tyre Pressure Imbalance
65	Possible Theft Attempt
75	Service Air Conditioning *
81	Service Transmission *
82	Change Engine Oil
84	Engine Power Reduced
89	Service Vehicle Soon *
95	Service Airbag *

* Items marked **Service** indicate that there is a fault that needs to be rectified.



Diagram 1: Spark Instrument Cluster



Diagram 2: Spark Trip Computer Buttons on Right side of Instrument Cluster

TRIP COMPUTER BUTTONS

Only vehicles fitted with Trip Computers need to have the Service Reminder reset. For identification, only vehicles with Trip Computers have the control buttons.

The Spark has the Trip Computer control buttons on the right side of the instrument cluster binnacle. **See Diagram #2.**

The Barina and Trax incorporate these switches into the indicator stalk. The Menu button faces the driver and the set/clear button is on the very end of the stalk. **See Diagram #3.**

ENGINE OIL LIFE (CODE 82)

This message is integrated into the instrument cluster of vehicles fitted with a trip computer. The Engine Oil Life is a percentage of how much allotted time is left in the oil before change is required. It should be reset to 100% following an oil change.

1. Turn the ignition to ON.
2. Repeatedly press the **Menu** button until the display shows the oil life menu item.
3. You may need to use the arrows to select **Engine Oil Life** from the menu.
4. Once the display shows the remaining engine oil life, press and hold the **Set/Clr** button until the display shows 100%.
5. Turn ignition to OFF.
6. Start the engine and confirm that the oil change indicator and warning message are no longer displayed. Repeat the reset procedure if the display still shows Code 82.



Diagram 3: Barina & Trax Trip Computer Buttons on Indicator Stalk

SERVICE VEHICLE SOON (CODE 89)

This error message indicates that there is a problem with the engine management system. You will need to use a scan tool to carry out further diagnosis.



SHOW ME THE MONEY: Debt recovery in your business

Having difficulty recovering moneys owed to you in a reasonable time frame? Is cashflow an issue? Learn the art of maintaining relationships during the debt recovery process, the steps to take to recover debts owed to you and your rights and responsibilities.

This course provides practical advice on:

- ▶ Keeping proper records
- ▶ Setting up documents
- ▶ Invoicing to ensure debts are enforceable
- ▶ Actions you can take such as exercising -
 - ▶ LIEN – the right to keep possession of property belonging another person until a debt owed is discharged
 - ▶ PPSR registration - registering security attached to an item until the debt is paid.
- ▶ Next steps for enforcement
- ▶ Court Claims

Course Costs: \$195 MTA members | \$325 Non-members

Time: 9:00am - 12:00pm

Date: See website for upcoming dates

Delivery Mode: Theory and practical applications

Course Location: Motor Trade Association, Level 1, 81 Greenhill Road, Wayville SA 5034

For further information, please go to: www.mtaofsa.com.au/training/business-debt-recovery

For pre-enrolment, enrolment, application and fee information:
8241 0522 | wr@mtaofsa.com.au | www.mtaofsa.com.au/training

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DIVISIONAL NEWS



WORKING GROUPS AT THE MTA

On the 24th of January, the MTA facilitated Working Groups to identify concerns outlined in the Federal Government's Regulatory Impact Statement (RIS) which proposed options in regards to an Automotive Franchising Code of Conduct. MTA Members representing franchise dealers attended these groups, providing valuable input into the MTAA's Final Submission to the Federal Government in response to the RIS.

While the concerns of New Car Retailers are critically important and should be resolved as a matter of urgency, we have strongly recommended that any solutions to the issues in automotive franchising agreements must equally apply to motorcycle, heavy vehicle and farm machinery retailers who are experiencing similar difficulties.

Working Groups were also formed in February to address the needs of Independent Repairers, Franchise Repairers and New Car Dealers in relation to an Access to Repair Information Code of Conduct. Members in attendance established a position to be put forward at a national level.

We thank all Members who attended these round table discussions and encourage you all to actively participate in future Working Groups, ensuring we have a strong and relevant voice to the Government and other industry stakeholders on a range of issues we will be tackling this year on behalf of the automotive industry.



NHVR TARGETING TRUCKS IN SA!

The NHVR has been increasing its compliance activity, targeting truck operators not doing the right thing.

The image above was taken recently showing a tow truck operator carrying an overweight and oversize load, in violation of the NHVL.

In this instance, it would be possible for any business who was involved in the supply chain involving this operator to face penalties.

All parties involved in a supply chain have some level of accountability and a legal responsibility.

A reminder that you are in the Chain of Responsibility if you are any of the following:

- Employer of a driver
- Prime contractor for a vehicle if the vehicles driver is self-employed
- Operator of the vehicle
- Scheduler for the vehicle
- Loading manager for any goods in the vehicle
- Loader and/or unloader of a vehicle
- Consignor of any goods for transport by the vehicle
- Consignee of any goods in the vehicle
- Loader and/or unloader of any goods in the vehicle

If you have any concerns relating to your obligations under Chain of Responsibility, contact the MTA's Workplace Relations team who can assist you, by calling 8291 2000.

BUSINESS PARTNERS INDEX

APPRENTICE HOSTING



MTA Group Training Organisation

When you host an apprentice through MTA, you don't have to worry about advertising, interviewing, medical checks or being the legal employer for the Contract of Training. We shortlist based on the criteria you set, meaning we'll find you an apprentice that is right for your business. Forget WorkCover, payroll tax, annual leave, sick leave, training fees, wages and super - we'll take care of that. And there's more - MTA Field Officers also conduct regular workplace visits and contacts to ensure you and your apprentice have the support you need.

T: 8241 0522 E: adminroyalpark@mtaofsa.com.au

ACCOUNTING



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 Steve Fimmano.

T: (08) 7324 6046 E: Steve.fimmano@bdo.com.au
www.bdo.com.au

WORKPLACE COMPLIANCE



MTA Audits

The MTA can provide WHS & HR workplace inspections and provide recommendations and support to fill the gaps required.

T: 8291 2000
E: wr@mtaofsa.com.au

PARTS BUYING

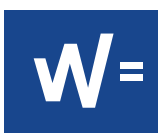


Capricorn

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 to find out how you can save your business both time and money.

T: 1800 EASIER (1800 327 437)

FINANCE



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.

T: 02 9968 2328 E: admin@workfinance.com.au
www.workfinance.com.au

EFTPOS FACILITIES



Commonwealth Bank

The MTA offers ultra-competitive EFTPOS transaction rates for members through our partnership with Commonwealth Bank. Please contact the Commonwealth Bank to find out the latest deal. T: 13 22 21

EMPLOYEE ASSISTANCE



Access Programs 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
www.accesssa.com.au

ENVIRONMENTAL ADVICE



GreenStamp

MTA Members can benefit from environmental compliance advice, briefings, training and on-site assessments. GreenStamp is an accreditation program that recognises and promotes businesses which have implemented sound environmental practices.

T: 8291 2000 E: IContact@mtaofsa.com.au

HEALTH INSURANCE



Health Partners

MTA's preferred Health Insurance Provider for Members, Members' employees and MTA Staff. Their offer includes a 6% discount on any health insurance product when paid for by a direct debit and 6% discount on special corporate packaged products when paid for by direct debit. Importantly it does not matter whether you are simply looking for basic extras covers or the top level hospital and extras cover, the discount will still apply. For more information contact the Health Partners Sales Team.

T: 1300 113 113 E: sales@healthpartners.com.au
www.healthpartners.com.au/MTA

CORPORATE MEMBERSHIP



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.

BUSINESS INSURANCE



OurAuto Insurance

OurAuto Insurance provides smart, reliable solutions to automotive businesses. OurAuto Insurance is the MTA's preferred supplier of insurance for members and can give you the right cover at a competitive price.

T: 1300 687 288

ourautoinsurance.com.au

WEBSITE SERVICES



OurAuto Digital

OurAuto Digital specialises in online

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- business, including website design, online
- marketing, and website hosting. Obtain a
- quote and find out how OurAuto Digital can
- help your business.

T: 1300 687 288

ourautodigital.com.au

PRINTING & GRAPHIC DESIGN



MTA Print

MTA Print is your one stop shop when it comes to your printing needs – we are more than just business cards! We are small run digital & offset specialists, with services including motor trades stock stationery, forms & products (\$25 trade plate covers), an in-house graphic designer for your logos, printing, digital advertising and social media, special product sourcing (you ask, we find), books, pads, sequential numbering and perforation for invoice books, job cards, flyers, stickers (service & lube as well), booklets and training manuals. MTA Members get a 20% discount on all products. They're hot for everyone.

T: 8440 2666 **E:** print@mtaofsa.com.au

www.mtaofsa.com.au/print-stationery

SUPERANNUATION



MTAA Super

MTAA Super is the national industry-based super fund that has proudly served the motor trades and allied industries for over 25 years. We make administering super simple and efficient. It's what makes us the preferred choice of over 40,000 employers. Call 1300 362 415 or visit mtaasuper.com.au/employer-benefits. You should consider the PDS in making a decision.

T: 1300 362 415

www.mtaasuper.com.au

UPSKILLING TRAINING



MTA Registered Training Organisation

MTA offers Upskilling courses to upgrade the skills of qualified automotive technicians. Courses include Air Conditioning, Common Rail Diesel, Forklift, Hybrid & Battery Electric Vehicles, Recognition of Prior Learning, SRS Airbags, Welding Qualification Preparation Course, Welding Qualification Test and Wheel Alignment. Members receive a discounted price on courses.

T: 8241 0522

E: adminroyalpark@mtaofsa.com.au

TECHNICAL REPAIR INFORMATION



OurAuto Tech-Centre

OurAuto Tech Centre is Australia's most comprehensive technical repair information resource. MTA members receive a 20% discount.

T: 1300 687 288

tech-centre.com.au

WORKPLACE RELATIONS & IR TRAINING



MTA Training

MTA offers courses designed to help manage people, ensure compliance, navigate the complex regulatory environment & tackle difficult workplace issues. Courses include WHS & Safe Work Compliance, Show Me the Money (Debt recovery in your business), Worker's Compensation - The good, the bad and the ugly, Bullying - Behaving badly, In Service Testing & Tagging, Emergency Warden (Fire Warden Training), NHVL (Chain of Responsibility), IR/HR Masterclass, Tough Talks, Manage your Workers IR/HR Basics, Payroll Training, ACL Training and Christmas Essentials. Members receive a discounted price on courses.

T: 8291 2000 **E:** IContact@mtaofsa.com.au

OFFICE SUPPLIES



Officeworks

The Officeworks partnership gives business pricing only available to MTA members on a wide range of office essentials, by signing up to a 30 Day Business Account, as well as free delivery across South Australia including regional areas, excluding large or bulky items.

www.officeworks.com.au/mtasa

ARE YOU READY FOR SINGLE TOUCH PAYROLL REPORTING?

BY STEVE FIMMANO, PARTNER, BUSINESS SERVICES, BDO ADELAIDE

From 1 July 2019, businesses that employ less than 20 people will be required by the Australian Tax Office (ATO) to adopt Single Touch Payroll Reporting (STPR).

This follows the compulsory switch that took place on 1 July 2018 for businesses employing 20 or more people.

The Government initiative is designed to streamline business reporting obligations, and will change the way employers report their PAYG withholding tax and superannuation. STPR will offer most businesses the opportunity to improve and digitise processes and procedures.

WHAT STPR MEANS FOR YOUR BUSINESS

The main changes you will notice when adopting the STPR are:

- Ordinary Time Earnings, salary and wages, allowances, deductions, superannuation information and Pay-As-You-Go ('PAYG') withholding information will be reported to the ATO in 'real time' when payroll is periodically processed by the employer
- Employers will need SBR-enabled software to comply with their STPR reporting obligations
- New employees will have the option of completing TFN declarations and Super Choice forms online
- The STPR reports for PAYG withholding will become the approved form for reporting PAYG withholding (currently this information is in the activity statement)
- Employers that have reported their PAYG withholding obligations via STPR will have their PAYG withholding prefilled by the ATO on their BAS
- Large withholders will no longer report PAYG withholding on their activity statement
- The ATO envisages that employers will be provided with the option to pay their PAYG withholding at the same time they lodge their STPR to further align the reporting and payment of PAYG withholding
- Employers will no longer be required to submit an annual PAYG Summary report to the ATO
- Employers may no longer need to provide payment summaries to employees, as the employees will have access to their payroll information via their myGov account.

BDO'S THREE STEPS TO BEGIN YOUR STP TRANSITION:

- Have detailed conversations with your accounting software provider/s to confirm whether the current payroll processing arrangements will support the changes
- Conduct a risk review of your current payroll procedures, including PAYG withholding, superannuation, car allowances and the timeliness of payments
- Review and monitor your HR processes to ensure employees are being treated fairly and paid correctly.

BDO recommends you understand how this change applies to your business and begin planning your roll-over to this new reporting requirement. Need help? Contact BDO's Steve Fimmano today: steve.fimmano@bdo.com.au or tel: +61 8 7324 6046.

ALTERING OR REPLACING AN ODOMETER

BY PAUL BERTRAM, A/ DEPUTY COMMISSIONER FOR CONSUMER AND BUSINESS SERVICES

When buying a vehicle, consumers expect the seller to give them accurate information about the vehicle's history. Regardless of whether they buy new, second-hand or an old classic to restore, they expect to be told the truth. It is an offence for businesses to provide false or misleading information about the distance a vehicle has actually travelled, and it is an offence for anyone to interfere with an odometer.

Interfering would include:

- altering the reading
- removing the odometer, even if only to repair it
- replacing the odometer
- anything that makes the odometer inoperative or inaccurate.

There can be valid reasons for why an odometer needs to be replaced or altered. For example, if the gauge is damaged in an accident. The law allows an odometer to be changed, so long as approval from Consumer and Business Services (CBS) has been granted prior to the change.

The approval requirement applies to all persons in South Australia who intend to change an odometer – this includes dealers, mechanics and also private individuals. CBS is concerned that some

Significant penalties apply for breaches:

ACT	OFFENCE	MAXIMUM PENALTY PER OFFENCE
Second-hand Vehicle Dealers Act 1995	Interfering with an odometer *Applies to everyone in SA	\$10,000
Australian Consumer Law	False or misleading representations *Applies to businesses and companies	\$10million for a company or \$500,000 for a business

people are interfering with an odometer without seeking approval.

These are big penalties to risk. Especially when the approval process is simple and straightforward, and there is no fee to apply to CBS. The application form can be completed online - Request to alter or replace an odometer.

In 2018 CBS received 57 applications to alter or replace an odometer, with the majority being approved. However, seven applications were rejected due to either inaccurate or insufficient information provided to verify the distance travelled.

CBS also received 32 reports in 2018 from consumers who were concerned about the accuracy of odometer readings. In some cases they had purchased vehicles and then on closer inspection of the service records found that the odometer display in the vehicle did not align with the documented odometer records. In other cases, CBS

provided advice to the consumers about things to check to ascertain whether their suspicions carried any weight.

Compliance officers conduct random checks of vehicles offered for sale each year including looking for evidence of odometer tampering. If it appears that someone has interfered with an odometer, then the matter will be referred for further investigation.

Seven matters of alleged odometer tampering were investigated in 2018, and in three of these cases charges have been laid with court action pending. Three matters are still under investigation and one matter has been closed with no further action taken.

Dealers, mechanics, repairers and members of the public are encouraged to report any incidents of odometer tampering to CBS. You can report online at cbs.sa.gov.au/contact.



SEVEN THINGS YOU NEED TO KNOW ABOUT ONLINE MARKETING

TIM BOYLEN, MANAGING DIRECTOR, BOYLEN

Let's start with the burning question: "what's next?" The answer is optimising your website for voice searches. Voice assistance is already responsible for twenty five percent of local content searches and this continues to increase. We're already seeing it in our homes, on buses and in banks... so don't be a "late mover" and let your competition steal an advantage.

Know Your Audience

Generation Z has the attention span of 8.3 seconds, which is officially shorter than a gold fish. That makes them great at multi-tasking but very bad for waiting for a website to load. They love digital advancements and embrace change. The average Gen Z child receives their first mobile phone between nine and ten years old, so everything you do needs to include a great experience on mobile.

Generation Y are comfortable with technology and are actively involved across multiple social accounts. They are conscious about security, privacy and expect an immediate response when they engage any service online. They crave information and reviews to make decisions, which is important for car servicing, roadside assist, repairs etc. Your use of testimonials and feeds from review sites can have a strong impact on their decision.

Generation X and Baby Boomers are less obsessive about digital. They also have much stronger brand loyalty. They tend to research

online but make decisions "on site", such as at your store or in a workshop. Don't neglect advertising and public relations stories in newspapers, magazines, radio and TV.

Platforms such as Facebook and Google allow us to put together a campaign so it is seen by people of a certain age and gender, living in a specific suburb, at a specific time and day, and sharing specific interests (eg. vintage cars). They also allow you to monitor traffic from the moment a user clicks on your ad to the moment they call you or make an online booking.

Video Really Is King

It accounts for 80% of all consumed internet traffic. If you don't have the resources right now, you can use simple tools that convert images into short videos. Perhaps a montage of photos from around the workshop over the period of a week? Still not convinced?

On social media, videos gain around 900% more engagement than any other post. Another stat - after watching a video, a user is sixty five percent more likely to engage with a business online.

To rank well on Google in your neighbourhood, local optimisation is essential. Adapt your content so it includes local information, such as the names of the six suburbs closest to you. You need a decent writer to be able to achieve this without it sounding clunky.



CLASSIFIEDS

EMPLOYMENT OPPORTUNITY

PANEL BEATER. Qualified Panel Beater Required. Must have experience in all types of crash work. Modern air-conditioned workshop, good conditions, must be reliable. North East Crash Repairs, phone 8266 1155 or email info@northeastcrash.com.au.

HEAVY VEHICLE TRAILER MECHANIC WANTED. Experience with brake relines, suspension repairs, welding and wiring. Light vehicle mechanics encouraged to apply. Laundered overalls after qualifying period. Salary negotiable, dependent on experience. We are a quality assured and family owned South Australian company. Resume to mike@tcbrake.com.

METROPOLITAN MACHINERY PTY LTD. Leading supplier of John Deere Turf Equipment is looking for a Qualified Diesel Mechanic with experience on Turf Product. If Interested, please call Mark on 0418 828 608.

MOTOR MECHANIC. Full time, fully qualified and experienced position available. Phone 8522 2287 or email enquiries@willastonauto.com.au.

ADELAIDE VEHICLE CENTRE is seeking sales trainees due to expansion. Please contact David Vincent at avcsales@bigpond.com.

REPCO AUTHORISED SERVICE has positions available for Mechanics and Managers. Experienced and/or qualified. Work near home with 48 sites all around Adelaide metro and country SA. Looking for a change? We offer benefits above the award. Great career opportunities. Email kclark@repco.com.au.

CAVAN AGRICULTURAL AGENCIES requires a Diesel Mechanic experienced in working with farm machinery. We also require a Metal Fabricator. If you are a flexible self-starter and are eager to be considered for this opportunity, then please send your resume to admin@cavanag.com.au.

QUALIFIED DIESEL MECHANIC. Butlers Mechanical Service, Port Augusta, is offering

a position to join our team. You should be able to work alone or in a team environment, a strong self-motivated attitude would ensure your success. Hours: Monday to Friday 8am – 5pm, with above award wages offered for the right person. For more information, please contact Tracy on 0419 864 043 or at butmech@internode.on.net.

WANTED TO SELL

FOR SALE 3.5 KW SOLAR SYSTEM COMPLETE. Has been removed prior to demolition. \$900 ready to go. Call John on 0402 272 464, or during business hours (08) 8349 9934.

FOR SALE ALPHA ONE MERCURISER STERNDRIVE ASSY complete \$1,500 the lot. Phone (08) 8349 9934.

TYRES & RIMS FOR SALE. New condition. Various sizes to suit Landcruiser Military & LC200, Hilux 4x4, Prado & more. Can email photos. Contact Tony 08 8842 2566 or email tony.hall@clarevalleytoyota.com.au.

FOR SALE MAJOR REPAIR UNIT. 3 years old. As new. Can email photos on request. \$2,500 ono. Contact Ashley on 0408 809 836 or email sskids@bigpond.com.

BUSY AUTO PARTS FRANCHISE in western suburbs with large loyal clientele base, both trade and retail. I am selling, as after 16 years I wish to retire. Would make a good investment for mechanic ready to put down the tools. Price \$149,000 + stock. For more information please call 0422 003 211.

CAR DEALERSHIP, AGRICULTURAL DEALERSHIP, TOWING & COMPREHENSIVE WORKSHOP FOR SALE. Riverland town, extremely profitable and great lifestyle. Stuart McKay Owner / Dealer Principal. McKay's Auto Centre/McKay's Towing. 9 Francis St Waikerie, SA, 5330. Mob 0428 412 288. Work (08) 8541 2288.

AUTO AGENCIES P/L is an Automotive Spare Parts business established 35 years in Northern suburbs. Servicing S.A metro, country and Northern Territory. Owner retiring due to health. Large turnover with good margins and solid

customer base. Priced to sell. Contact owner, Gerry Murphy 0418 817 937.

SA OIL RECOVERY. Parts washer solvent 4 sale. Free waste oil collection. Rag and oil filter collection. Phone 0408 876 552.

WANTED TO BUY

LOOKING FOR COMPLETE CHRYSLER/DODGE V8, 318,340,360 or even 440, to fit into our VJ Charger project. Call John at Adelaide Brake & Mechanical (08) 8349 9934.

INFORMATION WANTED. Toyota Landcruiser FJ25 1956-1960. Looking for any information or interested persons. Richard 0428 843 355.

WRECKING PLUS MORE. One of South Australia's largest auto recyclers. We recycle most makes and models from the 60's to current. Always buying wrecked, defected, end of life vehicles, cars, trucks, buses, utes, 4x4 and SUV. Locations at Greenacres, Hackham, Port Wakefield and Port Augusta. Contact pw@wreckingplusmore.com.au or call 8369 1111.

OLD AUSSIE CLASSIC CAR. Holden, Ford or Valiant sedan, restored or not. Contact Kym Anderson on 0419 949 159 or kym@portlincolnaravans.com.au.

NISSAN & DATSUN DISMANTLERS. We have/want NISSAN Pulsar * NISSAN Tiida * NISSAN Skyline * NISSAN Micra * NISSAN Bluebird * NISSAN Pintara * NISSAN Silvia * NISSAN Maxima DATSUN 1000, 1200, 120y, SUNNY 1600 180b, 200b, 240k Bluebird & Stanza models in all body types *NISSAN 4X4, van & utes. Wrecking late model NISSAN Xtrail, Daulis. FREE CAR PICK UP. Grand Auto Wreckers - NISSAN & DATSUN SPECIALISTS www.grandauto.com.au or call 8382 6066.

BOMBS WANTED – URGENT. Cash paid for all vehicles, smashed or end of life. We pick up FREE! Phone 8447 1200 for valuation and pick up time all areas. 1300 UPULLIT self-service auto dismantlers at Elizabeth, Gillman and Lonsdale.

To include a free classified in the June 2019 edition of Motor Trade, email your listing of no more than 50 words to Madelaine Raschella at mrashella@boylen.com.au by Friday 17th May 2019.

MTA -SA BOARD OF MANAGEMENT

PRESIDENT: Frank Agostino – Agostino Group

VICE PRESIDENT: Vacant

PAST PRESIDENT: Neville Gibb – Gibb & Sons Pty Ltd

MEMBERS REPRESENTATIVE: Clive Polley – Independent Components

BOARD REPRESENTATIVE: Ron Lewis – Glynde Auto Spares

BOARD REPRESENTATIVE: Peter Roberts – OG Roberts & Co

BOARD REPRESENTATIVE: Vacant

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AADA: Vacant

BODY REPAIR SPECIALISTS: Jeff Williams – Specific Prestige

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MIASA: Mark Flynn – Coast Yamaha

SERVICE STATION: Brenton Stein – Weeroona Holdings Pty Ltd

TOWING SERVICES: John Hitchcock – Dial A Tow

TYRE DEALERS: Marcus Baldacchino – Bob Jane T-Marts Alberton

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MID NORTH ZONE: Vacant

RIVERLAND ZONE: Kym Webber – Waikerie Crash Pty Ltd

SOUTH EASTERN ZONE: Peter Roberts – OG Roberts & Co

SOUTHERN ZONE: Mark McGuire – Hotline Car Parts

LOWER EYRE ZONE: Robert Duns – Duns Bros Nominees Pty Ltd

UPPER NORTH ZONE: Vacant

UPPER SPENCER GULF: Tracy Butler – Butlers Mechanical



HONDA

If you're West or South of the city and you're looking for the dealer with the full range of Honda spare parts, new and used Honda vehicles and a complete after sales service, look no further than Dave Potter Honda, Adelaide's exclusive Honda dealer, servicing the Southern and Western suburbs of Adelaide.

Call 8294 3444

Dave Potter
HONDA

141 Brighton Road Glenelg South 8294 3444

ASSOCIATION INFO

MOTOR TRADE ASSOCIATION

President / Frank Agostino

CEO / Paul Unerkov

Marketing & Communications Manager / Daniel Forbes

Communications Specialist / Josh Bevan

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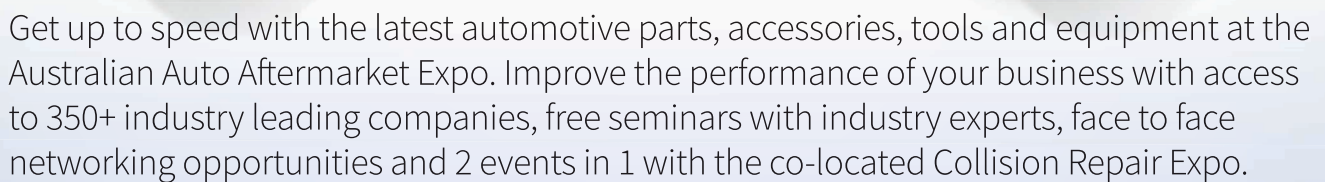
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