

# MOTOR TRADE

Official Magazine of the Motor Trade  
Association of South Australia

May / June 2016

Boylen +



## Apprentice Graduation: the future is in good hands



### MTA founders continue to prosper

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## Where will you be this time next year?

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# PRESIDENT'S REPORT

## BY MTA-SA PRESIDENT FRANK AGOSTINO

### Federal Election Policy Platform

The Federal Government has called the election for July 2<sup>nd</sup> and so begins the one of the longest election campaigns of recent times. The South Australian automotive retail, service and repair sector remains a strong contributor to the economy, employing approximately 26,000 South Australians. Our voice is critical to the ongoing benefit of the entire South Australian economy - where there is a strong automotive retail, service and repair sector, there are jobs and good economic activity. We asked members what the issues are facing their businesses and solutions to be adopted by our elected representatives. There are six areas which MTA members identified as key to ensure the ongoing growth and jobs in the automotive retail, service and repair sector including: tax reform, workplace laws, competition laws, personal imports, apprentices/training and strategic planning.

### Tax Reform

Our members have called for a rebalance of the tax mix to reduce the overall tax burden on business. This includes looking at business tax arrangements, abolition of State-based tax to be replaced with greater GST receipts. We note there have already been commitments to the reduction in business tax from the Coalition which is welcomed by the MTA. We continue to believe by reducing the overall tax burden on business, we will be able to employ more people and drive greater economic activities in our communities. This is a must for all sides of politics to commit to.

### Workplace Laws

MTA members have indicated the need for the award modernisation process to be simplified, flexible and finalised. In addition, there needs to be simplification in penalty rates, and members have called for Sunday and Public Holiday penalty rates to be aligned with Saturday rates of pay. These reforms are needed to encourage productivity and competitiveness in the workplace.

### Competition Laws

There is a belief in the MTA membership that there is still too much power held by the big end of town. This means that the small to medium enterprises (over 80 percent of MTA's members) are often faced with limited options to negotiate

when dealing with them. Reforms like an effects test inserted into the law to stop large companies misusing their market power, an investigation into the relationship of insurers and body repairers and laws against unfair contract terms are required to provide greater equity.

### Personal Imports

YourMTA has been unwavering in our belief that the current protections for business and consumers offered under the Motor Vehicle Standards Act are sufficient and should be maintained. The idea of opening up the market will see little benefits for consumers and could see many unintended consequences which cost them far more in the long run.

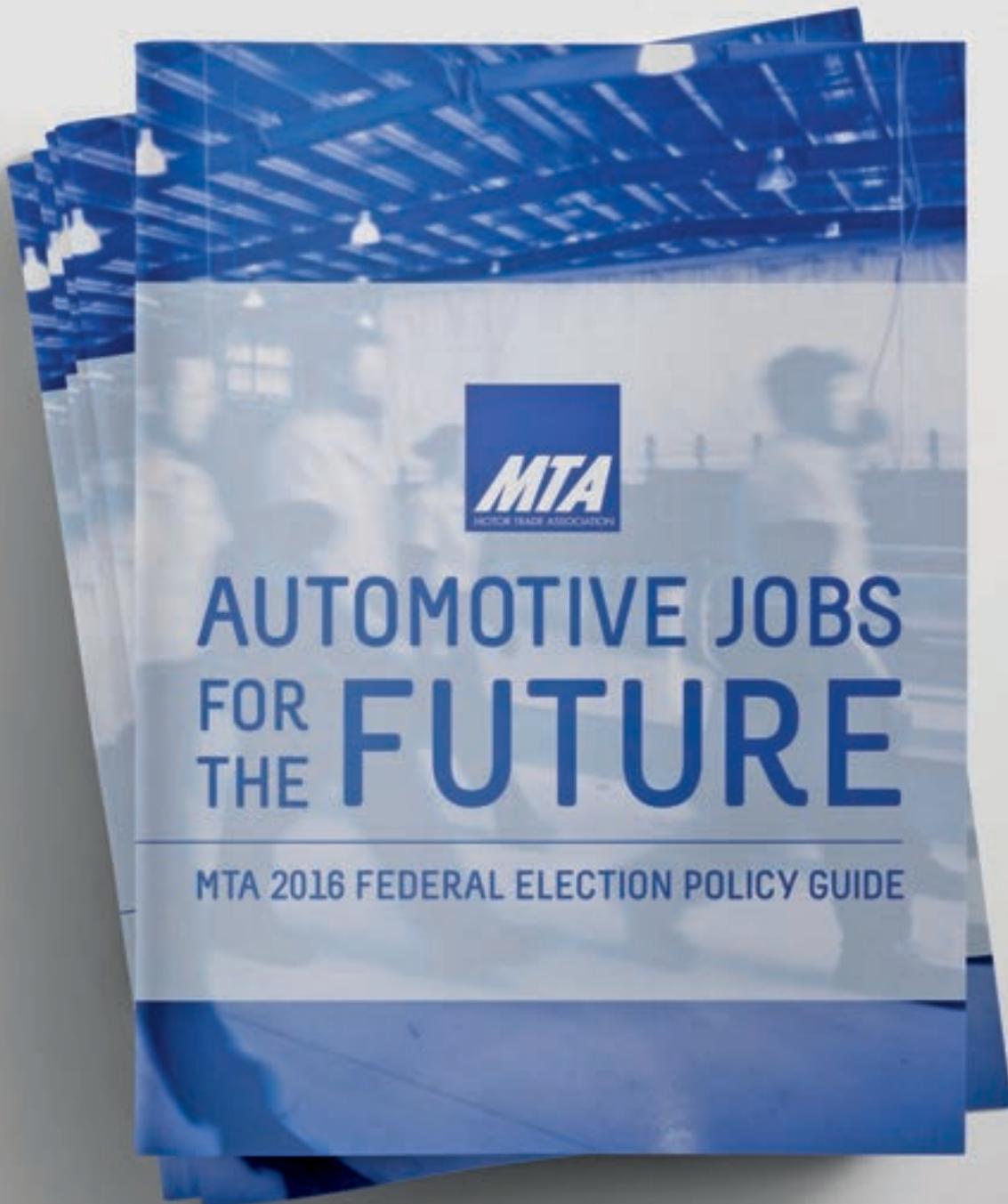
### Apprentices and training

There is a skills shortage in the automotive retail, service and repair sector and discrepancies in government funding for private and government training providers. Our members would like to see equal funding for training providers and incentives for mature aged apprentices and school leavers. Critically, the Mentoring Australian Apprentices Project (MAAP) should be reinstated and made permanent. This will assist in skilling the future of the industry adequately.

### The next step

These results have been collated and published into the MTA's federal election policy platform 'Automotive Jobs for the Future', which has been provided to all South Australian Federal MPs and Senators as they continue on the campaign hustings. Prior to the Federal Election taking place, we will be keeping a scorecard that will be made available to all MTA members, the media and the public. This scorecard will report on of how each of the major and minor parties responds throughout the election to our members' concerns and ideas to ensure that an informed decision is made.

We are undergoing a period of profound change which will, if carefully planned for and properly resourced, usher in a new era of prosperity. The MTA's full board of management recognises the importance of planning and adapting to the new environment, and has spent two days at a strategic planning workshop, discussing how we can be an Association of the future and deliver automotive training that's right for the industry.



Member for Makin, Tony Zappia reviewing *Automotive Jobs for the Future*.



Member for Hindmarsh, Matt Williams discussing the policy initiatives with Hamilton Holden.

# CEO'S MESSAGE

I'm pleased to report our 'night of nights', the Graduation and Apprentice Awards held on 19 May was exceptional. We saw another group of talented young South Australians become qualified technicians and our award/merit winners receive the recognition they deserve with so many family, friends and employers in attendance. I welcome all 114 technicians who graduated in 2015/16 to the MTA Alumni Network, where success is a common trait. All our graduates have shown great resilience, hard work and passion for our industry in their apprenticeship, and now they are qualified, their journey has just started. The MTA Alumni Network will be holding more events and initiatives to keep our graduates connected with the MTA throughout their motor industry careers. I'd also like to thank each and every employer – both host and industry, for continuing to provide apprentices with this opportunity to enter and succeed in our industry. Finally, a big thank you to our sponsors, especially MTAA Super who was the event sponsor. Without their support on the night and throughout the entire year, we would be unable to see and hear the success stories of our apprentices.

Paul Unerkov  
**CEO**



I welcome all 114 technicians who graduated in 2015/16 to the MTA Alumni Network, where success is a common trait.



# CEO'S REPORT

Our engagement with government and with members remains a strong focus for *YourMTA*, ensuring your issues are being considered and acted on by policy makers.

## 2016 Federal Election

The Federal Election is well underway and *YourMTA* is using the opportunity to progress issues that will help improve the environment for your business.

Our Federal Election Policy Guide provides a range of recommendations for the next government on how they can support the automotive retail, service and repair industry. Frank Agostino's President's Report on page 4 provides an in-depth summary.

## 2016 Federal Budget

*YourMTA* has welcomed the Federal Government's 2016/17 Federal Budget, particularly confidence boosting measures such as the tax relief for small business and the extension of the instant asset write off.

This relief will help our members to keep their doors open, free up capital to invest in plant and equipment, and most importantly create opportunities to grow their staffing levels.

On May 31, the announcement of the PaTH Program was held at Eblen Collision Repairs. The PaTH Program will provide incentives for business to engage with young job seekers and help improve the skills and career prospects of young people coming into the VET system.

## Heavy Vehicle Inspections

Discussions are ongoing with the government on the introduction of a mandatory heavy vehicle inspection scheme. Following member consultation, *YourMTA* put forward a position paper to the Government on the structure of the scheme. Pleasingly, we have secured an agreement on the position we put forward and are now working through the implementation issues.



The PaTH Program announcement at Eblen Collision Repairs. (L-R) Dario Tonon, Scott Morrison MP, Senator Michaelia Cash, Peter Eblen and MTA CEO Richard Dudley.

The scheme is due to open in January 2017 with commencement of inspections due to start no later than January 2018.

## Australian Consumer Law

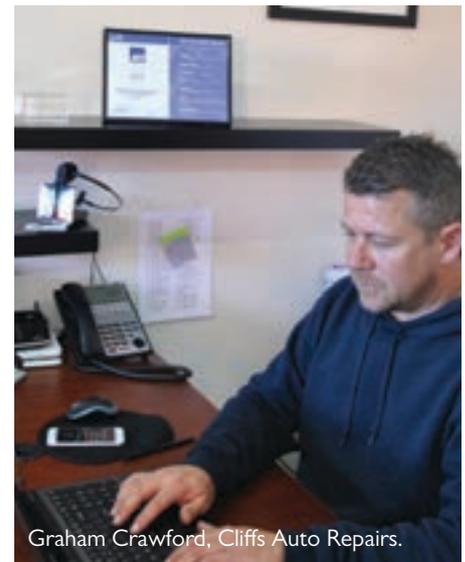
*YourMTA* has again been leading the national response to the Federal Government's Australian Consumer Law Review. Working with VACC, we have put forward a strong submission to the review, which is being adopted by our sister MTA's across the country.

We have strongly recommended that businesses be better protected from malicious consumer conduct and faulty supply of parts, lifting the Consumer Guarantee Threshold, clearer definitions of terms like major and minor faults and crucially and strongly reject the need for 'lemon' laws.

## Customer promise certificates

Renewing members have started receiving their framed customer promise certificates in the mail.

It's pleasing to see members place this in their shop where customers can see it. Cliffs Auto Repairs had the right idea. You can also reach out to your current and future customers online – take a photo of your customer promise certificate and post it to your social media channels. Don't forget to tag the MTA so we can also share your post on our channels.



Graham Crawford, Cliffs Auto Repairs.

Facebook: @ MotorTradeAssociationof SouthAustralia

Twitter: @MTAofSA

LinkedIn: Motor Trade Association of South Australia Inc

## Vinnies CEO Sleep Out

Over 100,000 people are experiencing homelessness. On the 16th June 2016, I will be joining approximately 1300 CEOs to spend a night sleeping in the cold, experiencing for one night what over 100,000 Australians experience every night.

You can donate to the cause at: [www.ceosleepout.org.au](http://www.ceosleepout.org.au)

# MOTOR TRADE APPRENTICES SHINE AT GRADUATION NIGHT

**A**n impressive group of 114 apprentices are on their way to careers in the automotive retail, service and repair industry after graduating from the Motor Trade Association. This year the awards presented as part of the graduation were open to all automotive students studying at the Royal Park Training & Employment Centre, not just MTA Apprentices. The MTA employs apprentices under Contracts of Training and work with industry-based host Employers.

As part of an apprenticeship, off-the-job training must be completed through a Registered Training Organisation and, as The MTA is a RTO, it can assist with the required training for any apprentices in the industry, not just those it employs.

Speaking on the night, the Minister for Higher Education and Skills, Susan Close, described the MTA as “an extremely strong organisation” and assured the graduates that the future was bright for the retail automotive in South Australia.

Other guest speakers on the evening included Jake Jones,

professional drifter - Driftsquid and Brad Banks, Director of My Freedom Investments, who both spoke about their journeys that involved undertaking an apprenticeship and the lessons they learnt along the way.

The 2016 Apprentice of the Year title was awarded to Benjamin Hann, an industry apprentice employed by Reynella Mazda. Reynella Mazda Service Manager, Andy Wortmeyer says aside from technical prowess, Hann had the work ethic and interpersonal skills to succeed.

“Ben is always punctual. He is at his workplace before his start time, and is a willing worker who always offers assistance to others,” he says.

“Methodical in his daily routine he carries out extra tasks without any prompting.

“He is a team player and works well with others.”

The event sponsor was MTAA Super. Other sponsors on the night included Holden, Capricorn, OurAuto, Bupa, SP Tools, I-CAR, MAS National, Hip Pocket, PPG and CareerOne.

## The Winners:

### **Bob Goldsworthy Award for outstanding apprentice in body repair industry**

**Brandon Bateman** – hosted by Hunts' Crash Repairs

### **Training Centre Student of the Year**

**Graydon Brand** – hosted by St Peters Crash Repairs

### **1st Year Apprentice of the Year Merit Certificate**

**Daniel Gray** – employed by Ron Gray Crash Repairs

### **1st Year Apprentice of the Year Winner**

**Robert Vella** – hosted by Adelaide Automotive Repair Centre

### **2nd Year Apprentice of the Year Merit Certificate**

**James Di Martino** – hosted by Pulse Automotive

### **2nd Year Apprentice of the Year Winner**

**Shaun Armstrong** – hosted by Stillwell Ford

### **3rd Year Apprentice of the Year Merit Certificate**

**Kieran McCormack** – employed by Blenks Automotive & Performance

### **3rd Year Apprentice of the Year Winner**

**Caleb Edmead** – employed by RGM Maintenance Pty Ltd

### **Apprentice of the Year Merit Certificates**

**Russell Mathie** – hosted by DeTrac Diesel

**Aidan Amoroso** – hosted by Carlin & Gazzard

### **Apprentice of the Year Winner**

**Benjamin Hann** – employed by Reynella Mazda

# 2016 MTA Graduation & Apprentice Awards



2016 Apprentice of the Year - Benjamin Hann.



1st Year Apprentice of the Year - Robert Vella.



2nd Year Apprentice of the Year- Shaun Armstrong.



3rd Year Apprentice of the Year - Caleb Edmead.



Bob Goldsworthy Award Winner - Brandon Bateman.



Training Centre Student of the Year - Graydon Brand.



Motorsports Repair Team



Minister Close presented Graduates with their Certificates.

## Our Graduates

Name	Category	Company Name
Aaron Allworthy	Light Vehicle Mechanical Technician	Hamilton Holden (IA)
Joshua Barkley	Light Vehicle Mechanical Technician	Drennans Motor Repairs
Justin Bell	Light Vehicle Mechanical Technician	Agostino Mitsubishi Nailsworth
Thomas Benzan	Light Vehicle Mechanical Technician	Belcar Walkerville
Andrew Boardman	Light Vehicle Mechanical Technician	Australian Motors Morphett Vale
James Brittain	Light Vehicle Mechanical Technician	Hamilton Holden (IA)
Gene Budel	Light Vehicle Mechanical Technician	Murray Bridge Toyota
Shaun Campbell	Light Vehicle Mechanical Technician	Adrian Brien Ford
Giuseppe Caristo	Light Vehicle Mechanical Technician	West Croydon General Motor Repairs
Steven Chilver	Light Vehicle Mechanical Technician	Belcar Isuzu Ute
Samuel Christian	Light Vehicle Mechanical Technician	Adrian Brien Automotive
Benjamin Condon	Light Vehicle Mechanical Technician	Percat Automotive
Eric Cook	Light Vehicle Mechanical Technician	Nepean Motors
James Croft	Light Vehicle Mechanical Technician	Steinborner Holden
William Crump	Light Vehicle Mechanical Technician	Hawkes Garage
Rhys Down	Light Vehicle Mechanical Technician	Jarrett Motor Company Pty Ltd
Skye Dunstan	Light Vehicle Mechanical Technician	Newspot Motors
Nathan Eales	Light Vehicle Mechanical Technician	Without Host
Phillip Economou	Light Vehicle Mechanical Technician	Adelaide City Chrysler Jeep
Daniel English	Light Vehicle Mechanical Technician	Agostino Mitsubishi Nailsworth
Alan Evers	Light Vehicle Mechanical Technician	Metro Holden
Andrew Fowler	Light Vehicle Mechanical Technician	Steinborner Holden
Jarrad Hamood	Light Vehicle Mechanical Technician	Rolys Automotive Services
Benjamin Hanson	Light Vehicle Mechanical Technician	Paradise Motors Mazda
Sean Heinjus	Light Vehicle Mechanical Technician	Paradise Motors Mazda
Daniel Herschausen	Light Vehicle Mechanical Technician	ABS Ridgehaven
Dean Holmes	Light Vehicle Mechanical Technician	ABS Keswick
Alexander Hynd	Light Vehicle Mechanical Technician	Alltrac 4WD (IA)
Fabian Iapadre	Light Vehicle Mechanical Technician	Lakeside Nissan
Steven Jones	Light Vehicle Mechanical Technician	Motorlab Pty Ltd
Bryce Kelly	Light Vehicle Mechanical Technician	Augusta Auto Mall
Adrian King	Light Vehicle Mechanical Technician	Jarvis Subaru Adelaide
Edward Kittle	Light Vehicle Mechanical Technician	Metro Holden
Scott Kreymborg	Light Vehicle Mechanical Technician	Wayne Phillis Reynella
Julian Kuric	Light Vehicle Mechanical Technician	Simon & Marina Kuric (IA)
Danny Layton	Light Vehicle Mechanical Technician	Plaza Auto Pty Ltd
Joseph Linscott	Light Vehicle Mechanical Technician	Without Host
Tommy Lumber	Light Vehicle Mechanical Technician	Wayne Phillis Reynella
Michael Lyon	Light Vehicle Mechanical Technician	Gary's Garage
Timothy Mallen	Light Vehicle Mechanical Technician	Jarvis Ford Norwood
James Minett	Light Vehicle Mechanical Technician	Jarvis Subaru Kensington
James Morgan	Light Vehicle Mechanical Technician	Maughan Thiem Cheltenham
Samuel Munro-Ford	Light Vehicle Mechanical Technician	Adrian Brien Ford
Daniel Nand	Light Vehicle Mechanical Technician	Northpoint Toyota Prospect
Daniel Newman	Light Vehicle Mechanical Technician	Jarvis Subaru Kensington
Mikel Nies	Light Vehicle Mechanical Technician	Steinborner Hyundai Mitsubishi
Ryan Otworowski	Light Vehicle Mechanical Technician	Reynella Mazda Pty Ltd (IA)
Jake Perri	Light Vehicle Mechanical Technician	Without Host
Jake Rawling	Light Vehicle Mechanical Technician	Wayne Phillis Reynella
James Richards	Light Vehicle Mechanical Technician	North East Mitsubishi
Sally Roberts	Light Vehicle Mechanical Technician	Metro Holden
Nathan Rohrlach	Light Vehicle Mechanical Technician	Steinborner Holden
Marcin Sapa	Light Vehicle Mechanical Technician	North East Mitsubishi
Rohan Schrapel	Light Vehicle Mechanical Technician	Solitaire Automotive Audi
Patrick Schulze	Light Vehicle Mechanical Technician	Jarvis Subaru Kensington
Sean David Smith	Light Vehicle Mechanical Technician	Formula Honda
Daniel James Smith	Light Vehicle Mechanical Technician	Akoonah Motors

2016 MTA Graduation & Apprentice Awards



Name	Category	Company Name
Matthew Riley Smith	Light Vehicle Mechanical Technician	Auto Studio
Mathew Telford	Light Vehicle Mechanical Technician	Adrian Brien Ford
Daniel Tulloch	Light Vehicle Mechanical Technician	BEA Motors Pty Ltd
Daniel Bickley	Heavy Commercial Vehicle Technician	South Central Trucks
James Booth	Heavy Commercial Vehicle Technician	North East Isuzu
Jamie Brooks	Heavy Commercial Vehicle Technician	Adelaide Truck Centre
Nathan Burton	Heavy Commercial Vehicle Technician	Toll Transport
Mathew Dunstall	Heavy Commercial Vehicle Technician	Symons & Clark Transport
Scott Edwards	Heavy Commercial Vehicle Technician	Samaras Structural Engineers
Bradley Edwards	Heavy Commercial Vehicle Technician	North East Isuzu
Joshua Fountain	Heavy Commercial Vehicle Technician	WSB Distributors
Biaggino Giorgio	Heavy Commercial Vehicle Technician	SA Power Networks
Thomas Gower	Heavy Commercial Vehicle Technician	Without host
Jake Green	Heavy Commercial Vehicle Technician	Sita Environmental Solutions
Kayne Haskell	Heavy Commercial Vehicle Technician	SA Power Networks
Luke Hunter	Heavy Commercial Vehicle Technician	CMI Hino (IA)
Matthew Iannuzzi	Heavy Commercial Vehicle Technician	CMI Hino
Paul Kirkham-Stevens	Heavy Commercial Vehicle Technician	Toro Australia
David Lucidi	Heavy Commercial Vehicle Technician	Transfield Services
Daniel Lunn-Willcox	Heavy Commercial Vehicle Technician	CMV Truck Sales & Service
Julian Oniszk	Heavy Commercial Vehicle Technician	City of Tea Tree Gully
Lukas Perry	Heavy Commercial Vehicle Technician	York Civil
David Power	Heavy Commercial Vehicle Technician	Wakefield Trucks Pty Ltd
Krishan Prasad	Heavy Commercial Vehicle Technician	Transfield Services Morphettville
Kam Renton	Heavy Commercial Vehicle Technician	Without host
Brock Schulz	Heavy Commercial Vehicle Technician	RH Schulz Pty Ltd
Phillip Size	Heavy Commercial Vehicle Technician	Gilbert's Transport Services
Daniel Ryan Smith	Heavy Commercial Vehicle Technician	Pedders Suspension Marion
Spencer Taylor	Heavy Commercial Vehicle Technician	CMI Hino (IA)
Jake Tedesco	Heavy Commercial Vehicle Technician	Paech Motors
Todd Trenorden	Heavy Commercial Vehicle Technician	Trueline Wheel Aligners
Braeden Gough	Agricultural Mechanical Technician	G&J East Kadina
Ross Hansen	Agricultural Mechanical Technician	Pringles Ag + Crouch Rural
Jordan Parts InterpreterLgrim	Agricultural Mechanical Technician	O'Connors
Matthew Webb	Agricultural Mechanical Technician	Emmetts Kadina
Tyler Davies	Mobile Plant Technician	Downer EDI Works Pty Ltd
Dirk Kincaid	Mobile Plant Technician	Cross Diesel Services
Ramin Aslami	Vehicle Body Repair Technician	Silvers Motor Bodies
Lucas Baker	Vehicle Body Repair Technician	Australian Crash Repairs
Sam Bolton	Vehicle Body Repair Technician	Manhire Collision Repairs
Chetra Heng	Vehicle Body Repair Technician	Shannahan Crash Repairs (IA)
Samuel Jennings	Vehicle Body Repair Technician	Holden Hill Crash Repairs
Hayden Kassebaum	Vehicle Body Repair Technician	Mount Pleasant Crash Repairs
William Oliver	Vehicle Body Repair Technician	Des Higgins Motor Bodies Pty Ltd
Brandon Schroeder	Vehicle Body Repair Technician	Auto Crash Repairs
Kieren Torsney	Vehicle Body Repair Technician	Willsmore Motor Body Repairs
Brandon Bateman	Automotive Refinishing Technician	Hunt's Crash Repairs
Ryan Biddick	Automotive Refinishing Technician	Australian Crash Repairs
Zac English	Automotive Refinishing Technician	IC Poynter & LM Poynter (IA)
Joseph Nitschke	Automotive Refinishing Technician	Butch Bennett Crash Repairs (IA)
Brooke Pritchard	Automotive Refinishing Technician	RUAG Australia Pty Ltd (IA)
Lansana Conneh	Body Maker	City of Charles Sturt
Blake Evans	Body Maker	Transport Connection
Shaun Armstrong	Auto Electrician	Stillwell Ford Medindie
Christopher Lodge	Auto Electrician	Heavylec Pty Ltd
Wade McGuire	Auto Electrician	Heavylec Pty Ltd
Darren Gale	Parts Interpreter	Adrian Brien Ford
Drew Ogg	Parts Interpreter	Logicar



# MTA ALUMNI NETWORK DYNO DAY

The MTA has developed an Alumni Network to keep MTA qualified technicians connected to the industry and provide role models and mentors for apprentices going through their training right now.

The first MTA Alumni Network event, a 'Dyno Day' was held on 12 March at the Royal Park Training Centre.

MTA Group Training Organisation Manager and MTA Alumni Network Founding Member, Jason Polgreen, was pleased with the result of the launch event.

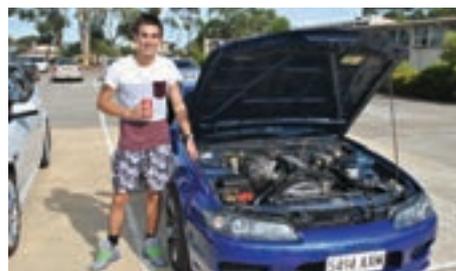
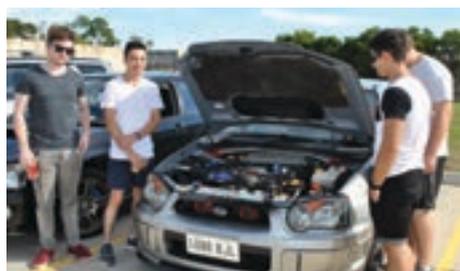
"I was a past MTA Apprentice, starting my journey in 1996. After a number of years as a technician, I later moved into a service advising role, before commencing with the MTA in 2006.

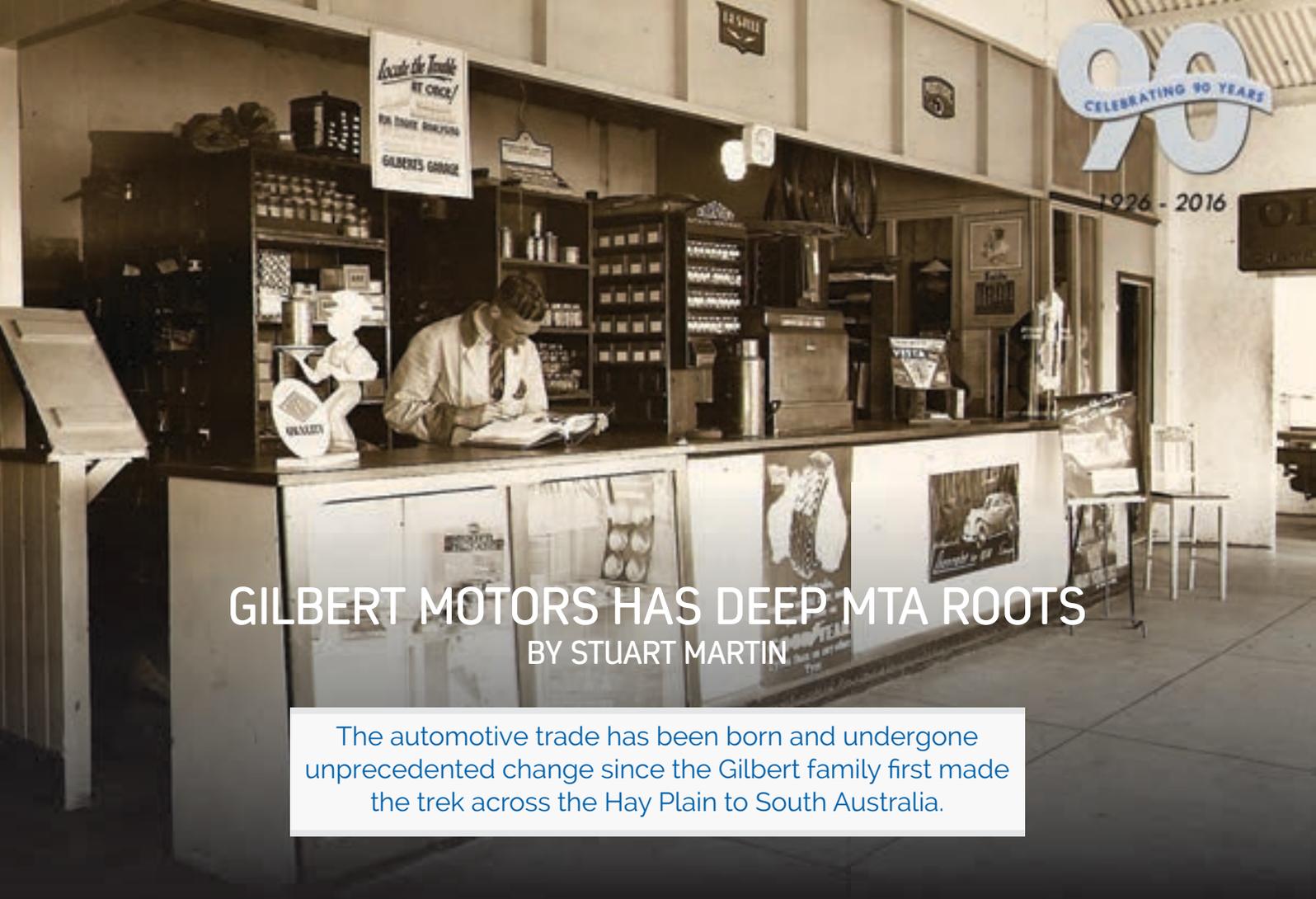
"The Alumni Network is very important to us because we want to keep MTA qualified technicians, like myself, connected to the industry.

"A dyno day was a great first event, with attendees ranging from MTA apprentices in their first year - just starting their automotive journey, to qualified technicians who are now running their own businesses," he said.



16 vehicles participated on the day  
 MTA trainers scrutineered, loaded and unloaded each vehicle on the dynamometer  
 The Xtreme Clutch Holden Ute achieved the highest maximum vehicle horsepower with a reading of 407.1





## GILBERT MOTORS HAS DEEP MTA ROOTS

BY STUART MARTIN

The automotive trade has been born and undergone unprecedented change since the Gilbert family first made the trek across the Hay Plain to South Australia.

While the motor car as we know it had yet to become anything close to the mass transport device it is today, the Gilbert family went from a blacksmith heritage to installing engines into bicycles.

Still family-owned and run, the Gilbert Motors team in Strathalbyn, as well as the Adelaide Hills Toyota team that is still part of family business, have been part of the MTA since the Association's formation, when Roy Gilbert and Norm Paech (of Paech Motors, Balhannah) met to establish what would become the MTA SA.

The business has survived and thrived, growing through more than 150 years of economic upheaval, spanning world wars, a financial depression, the oil crisis and more to remain in the hands of Gilbert family members.

Chris Gilbert and the Gilbert Motors Team in Strathalbyn and Tom Gilbert, dealer principal of Adelaide Hills Toyota, are both part of a tradition - the family claims more than a century of personal service and value for money in agricultural machinery and automotive products.

"The requirement for business to invest in and value their staff with a view of offering the motoring public outstanding and personalised service is what has allowed us to survive," said Tom.

The dealer principal believes the integrity of a family business offers new car customers a point of difference in this age of conglomerates owning large numbers of car dealerships - allowing to see and deal with the people that actually own the business.

"In a world of sound bites and myriad frivolous "social" media, true word of mouth advertising is even more valuable than ever," he said.

While it might still be considered 'country' by some, the growth of Hills centres like 'Strath' and Mount Barker have given the family opportunities to expand, as well as employ locally.

"Growth in the Hills has provided opportunities in both sales and services as well as a wider pool from which to draw our staff," Tom said.

The "suburbanisation" of Mt Barker has also, according to Tom, resulted in the family business lifting its professionalism to what is expected from a modern and competitive metropolitan dealer.

The Gilbert family's start came following the overland trek from Sydney to Adelaide in 1848, where the trained blacksmith began working as an engineer on a paddle steamer in the river district.

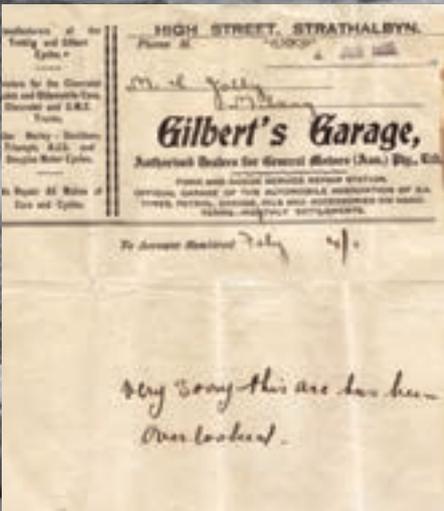
By this stage Stephen Gilbert was married, living in Milang and repairing bicycles; in 1884, son Walter was born.

Six years later, Stephen Gilbert was building Trebling bicycles, at first in his home in Milang before shifting to a High Street premises in Strathalbyn just before the turn of the century, continuing in the bicycle business as 14-year-old son Walter took up the trade.

As the country was being born in 1901, the family established 'S Gilbert and Sons', branching out into Trebling motorcycles in 1905.

By 1919, Walter was in charge and bought his brother out of the business, establishing the business in Strathalbyn, acting as the local Chevrolet agent and later Buick agent; by 1926, the business was appointed as the local General Motors dealer for Strathalbyn and Mount Barker.

Walter's 18-year-old son Roy opened up the Mount Barker branch in 1927, cementing a family business that remains in operation in the hills hub.



**The 1937**

# OLDSMOBILE

**SMARTER, SAFER,  
MORE ECONOMICAL**

Come in and inspect the new 1937 Oldsmobile—the car that gives you EVERYTHING!

Oldsmobile this year gives you more safety with its All-Steel Turret-Top Body by Holden . . . more mechanical refinements than ever before . . . and an even greater degree of comfort. Oldsmobile gives you a car low in initial cost, and exceptionally low in running costs. Appearance, power, safety, economy and years of trouble-free motoring are assured in Oldsmobile.

Without obligation, take one out on the road and learn for yourself just how good modern motoring can really be. Then enquire about the Confidential G.M.A.C. Concession-Payment Plan. You'll be surprised to see how easy it is to own so glamorous a car.

**GILBERT'S GARAGE**  
Strathalbyn (Phone 14) Mt Barker (Phone 151)

By 1955, the Strathalbyn and Mount Barker businesses were under Grant and Rob Gilbert's management respectively, and the Mount Barker business shifted to its current location on the Adelaide Road.

At the time, the business continued to thrive amid markets dominated by Holden, which in 1961 had almost half the passenger car market and more than half of the light commercial sales.

The family looked to the future and added Toyota to the Gilbert family fold, with the local Toyota dealer acquired in 1990 as the fifth generation of the family was waiting in the wings to take the reins.

They did so when Tom and Chris Gilbert took over key management roles in 2000 and six years later ties with Holden were severed and Toyota was moved into the Adelaide Road site three years later.

As both the family and the businesses expand, both Grant and

Tom see opportunities to keep a family interest, allowing for expansion from wise property investment strategies in the Hills and Fleurieu areas.

Says Tom: "Auto retailing is constantly changing. Rob (brother) and I have recently bought a Tesla P85, we are confident that battery power is the future for private transport."

While Tom believes customers always want to deal with people who are 'up-front and treat them with courtesy and respect,' he's mindful of the future of customer retention and the increasing connectivity between manufacturers and their vehicles.

"The modus operandi of dealing with them will continue to shift towards a data-based management from of CRM (customer retention management)," he said.

"We will be conveying information through mobile devices on an increasing level . . . while the communications between drivers and vehicle will be more intuitive."

# SENATOR THE HON SIMON BIRMINGHAM

Minister for Education and Training  
Senator for South Australia

1. How can the Government emphasise the importance of and opportunities that trade training provides Australians through the early years of their school education? (German model begins in year 4 and builds throughout the remainder of their school curriculum).

The Coalition knows that everyone benefits from a strategic and long-term approach to workforce development to ensure employers have access to a pipeline of young people who are qualified and ready to take up employment. That's why we're working hard to ensure businesses and schools engage with one another. That engagement is a key part of the work we're doing with states and territories and industry and trainers to implement the 'Preparing Secondary Students for Work' framework that highlights the value of vocational education and how it can be integrated into secondary schooling.

The National Innovation and Science Agenda that we released late last year includes initiatives to boost the knowledge and pursuit of science, technology, engineering and maths (STEM) subjects from the earliest years, including in preschool. The practical application of STEM subjects is an essential part of many modern trade training opportunities, that we are committed to supporting.

The Turnbull Government is doing our part to promote trade training in schools and our focus now needs to be on creating the right conditions for employers to promote themselves and their industries as post-school destinations. That will assist students to better understand the relevance of what they're learning and how that translates to jobs and post-school pathways.

Our schools policy includes a requirement for new approaches to career advice to form part of state government and non-government school systems, which we trust will better help students, parents and teachers to appreciate the diversity of career options available to them.

Local business and school partnerships or broader partnerships across industries are just some of the ways that could be brought to life, ultimately creating a pool of employees and offering this and future generations of students more options for their futures.



2. What can be done to support early school leavers transition better into career paths in the retail automotive sector?

This year's Budget from the Turnbull Government committed \$840.3 million for a Youth Employment Package to help up to 120,000 young people take advantage of job opportunities, including in industries such as the retail automotive sector. The Package aims to give young people skills that employers want and opportunities for work experience.

Our Youth Jobs PaTH (Prepare-Trial-Hire) programme is a three-stage pathway to work that will encourage employers to hire young people by enhancing their employability with intensive training, providing them with real work experience through four to 12 week internships and increasing the incentives for businesses to take on young job seekers. Youth Jobs PaTH complements the range of support the Turnbull Government has provided to connect businesses, like retail automotive employers, with schools to open students' minds to the various options they have for life after school.

### 3. Does the Government have a plan around pre-apprenticeship programs to assist young South Australians transition from school to further education in the trades?

The Turnbull Government is committed to ensuring all school students learn useful skills for the workforce and pre-apprenticeship or pre-vocational courses are a great way to do just that. Those courses can be a great way for students to see what occupations suit their skills, interests and expectations. We're currently piloting the Multi Industry School Based and Pre-Apprenticeship Support Project through the Apprenticeship Employment Network to give up to 2,000 young people the opportunity to trial a range of vocational occupations. What we learn from that pilot will steer how we approach pre-apprenticeships across the country, including in South Australia. That trial comes in addition to our Australian Apprenticeship Support Network which is designed to help match people to the right apprenticeship or further training and work out whether they need additional foundation skills before they start. Ultimately what we want is to have a comprehensive system to support students into finding the right pathway to work that suits them.

### 4. The MTA found the Mentoring Australia's Apprentices Program an important element in improving retention and completion rates as well as the ongoing wellbeing of automotive apprentices in South Australia. What would the Government look at doing in this area to again support South Australian apprentices through their trade education journey?

The Government's Apprenticeship Network is already helping South Australian apprentices through free advice and support to help them succeed. In South Australia there are more than 30 locations in the city and in more regional and rural areas where people can get tailored advice or mentoring support. No matter what stage of they're up to with their apprenticeship, from pre-commencement to completion.



Ultimately what we want is to have a comprehensive system to support students into finding the right pathway to work that suits them.



### 5. What is the Government's policy to assist industry with employing the second largest cohort of unemployed, 21-24 year olds, under apprenticeship arrangements?

We're tackling the issue of youth unemployment head-on by ensuring young people get the support, training and opportunities they need to be 'job-ready' and that employers can see the benefits of employing an apprentice. That's why the Turnbull Government has committed around \$400 million each year in financial incentives for employers to take on apprentices. Just last year we helped around 3,700 employers in South Australia support 11,400 apprentices. Our new youth employment programme Youth Jobs PaTH also means employers who hire an eligible job seeker as an apprentice will be able to benefit from up to \$10,000 in subsidies in addition to applicable incentives of up to \$4,000 under the Australian Apprenticeships Incentives Programme. Compare that to Labor who ripped \$1.2 billion from employer incentives which triggered the biggest drop in apprentice commencement rates on record that I understand businesses and trades are still feeling today. It's also worth noting that our Trade Support Loan programme gives apprentices access to money to cover the costs of living, tools and learning throughout their training, all to ensure they are given the best possible opportunities to be 'job-ready'.

### 6. How can the government close the disparity between subsidised training fees of TAFEs and private training providers given that federal money is used by the states in providing these subsidies?

While the Coalition will deliver around \$3.3 billion for skills and training this year, states and territories have responsibility for managing their own training systems and TAFEs. Under the funding agreement negotiated by the previous Labor Government that includes deciding how much funding to provide to training institutions and how it is spent. The state and territory

governments and registered training organisations also set the student fees. We would consult with employers about the terms and conditions that any future funding was provided under.

**7. How can government and industry work together to fill the skilled labour shortage in the retail automotive industry?**

The national training system plays a vital role in building a skilled labour force – over 45,000 apprentices are in training across Australia to meet the demand for skills in the automotive sector. The skilled labour shortage in the retail auto industry has been a problem for nearly a decade in South Australia which is one of the reasons why the Turnbull Government has been so focused on trade skills. From the Apprenticeship Network to the incentives for employers to take on apprentices and the stronger engagement of industry with schools to create clear jobs paths for students, the Coalition is committed to helping the automotive industry find the workers it needs. Earlier this year we also improved how we determine which sectors are in greatest need of skilled staff by making use of stronger industry leadership to develop training packages that better align with jobs in the modern economy and prioritises the development and review of training packages based on

industry demand for skills across sectors. Currently there are seven auto-related packages to boost the pipeline of skilled labour that can fill the gap in the industry.

**8. As the automotive sector transitions from manufacturing/retail to solely a retail, service and repair industry, how can South Australia lead the country in supporting the retail sector to meet its changing future?**

South Australia has a unique opportunity to lead the country in supporting the auto retail sector but it is up to local businesses and employers to demonstrate what the industry offers and to ensure young people coming through our schools can see the opportunities the industry presents. Those jobs of the future are certainly within reach for South Australia and the Turnbull Government is committed to providing the right platforms and tools for the task ahead. Our enterprise tax reforms will reduce the tax burden on employers, making businesses more competitive. These reforms give early support to small and medium enterprises, starting with those of turnovers under \$10 million, which is of particular support the South Australian economy.

**For IR Training pre-enrolment information:**

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- ☎ (08) 8291 2000
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# JEEP SERVICE LIGHT RESET

- Cherokee KK 2008 - 2012**
- Commander XH 2006 - 2010**
- Compass & Patriot MK 2007 - 2016**
- Grand Cherokee WH 2005 - 2010**
- Wrangler JK 2007 - 2016**

To reset the service reminder, carry out the following procedure:

- 1 Turn the ignition switch to ON, without starting the engine.
- 2 Wait until the 'Oil Change Required' message appears.
- 3 Then within ten seconds, fully depress accelerator pedal three times.

**Note:** The pedal should be moved steadily. If it is moved too slowly or too quickly, the reset procedure will not work. Turn the ignition to LOCK.

Wait a few seconds, and then turn the ignition back to ON to confirm that the reminder has been cleared. If not, repeat the reset procedure.

# BOSCH IGNITION MODULE

The Bosch BIM 024 ignition module is used in a number of vehicles, including the VK Commodore, XE and XF Falcon, and the carburetted Magna. It is also commonly used when converting points ignition to more reliable solid-state ignition systems in older vehicles. You will need this wiring information if you are upgrading an ignition system. The latest Bosch part number is 9 222 067 024. This number has superseded previous numbers such as 9 22 067 021.

- Terminal #3**  
Inductive Pulse Generator – Negative
- Terminal #7**  
Inductive Pulse Generator – Positive
- Terminal #15**  
Ignition Power – 12 volts
- Terminal #16**  
Coil Negative
- Base**  
Module Ground

## TIPS

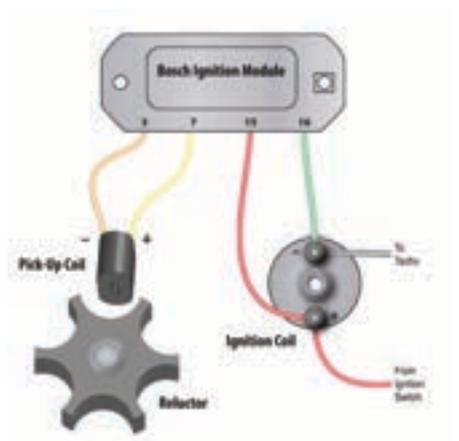
For reliable operation you need to watch for the following points:

- Ensure that you do not mix up the polarity of the wiring. Reversing the power wires will cause immediate failure.
- Ensure that the metal base of the module is clean and is covered in an even layer of good quality heat sink compound.
- Ensure that the base has a good connection to earth, as the module earth is provided through the base and the mounting screws.

**Note:** This module is designed only for use with an inductive pulse generator. It will not work with Hall effect devices.



Bosch BIM 024 ignition module



Typical Wiring Setup

# OIL LIGHT FLICKERING

## NISSAN Y61 PATROL ZD30DDTI 2004 - 2006

**Z**D30 Patrols built from August 2004 were fitted with two oil pressure switches. Pitted contacts in the high-pressure switch can cause the oil light to flicker or come on without apparent reason.

The low-pressure switch is easily seen, as it is next to the oil filter, while the high-pressure switch is located just above the starter motor.

The low-resistance switch damper ( $56\Omega$ ) was replaced in 2006 with a high-resistance ( $1K7\Omega$ ) unit. If you are replacing an oil pressure switch, on Patrols from VIN number 370000 to 385000, you should check to see if Oil Pressure Switch Resistor Damper Unit has been fitted. If not, you need to replace the damper along with the switch. The part number for the new resistor unit is 24336-VC30C. It is located behind the RH kick panel.

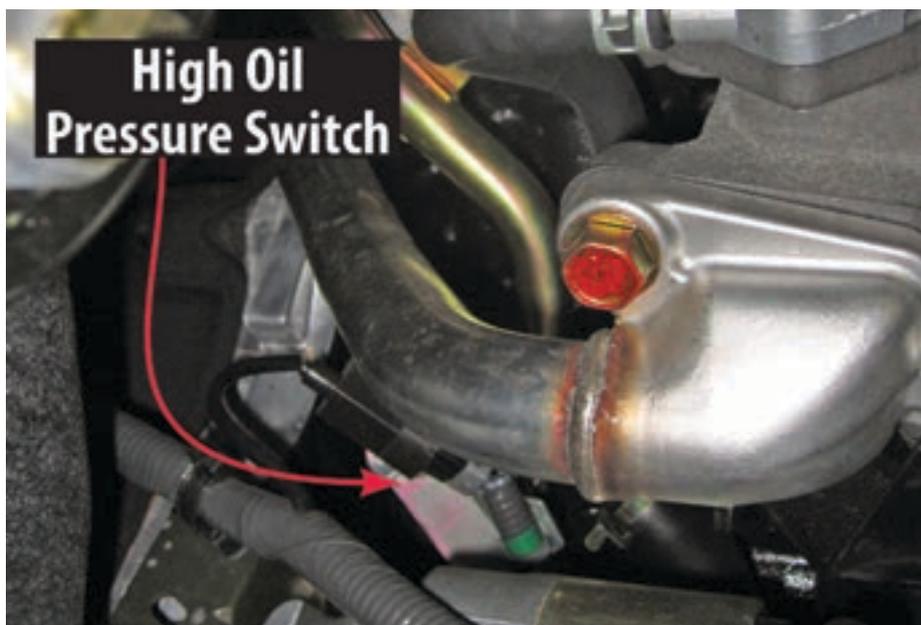
**Note:** Do not confuse it with the automatic transmission Line Pressure Solenoid Dropping Resistor, which is a  $12\Omega$  resistor, mounted on the firewall. Refer diagrams.



New  $1K7\Omega$  Oil Pressure Switch Resistor Damper Unit



Line Pressure Resistor



High Oil Pressure Switch



Low Oil Pressure Switch

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## DIVISION NEWS



**Auto Parts Recycling**  
Division Manager – Travis Rainsford

**M**embers of the Auto Parts Recycling Committee recently met with Pickles Management to help create a better relationship between MTA members and this auction house. The first discussion provided the opportunity to talk over the issues that are constantly seen by members when purchasing vehicles from an auction house. Following this, Pickles Adelaide Branch Manager, Richard Ward, offered his boardroom for the next committee

meeting – providing the chance for committee members to receive feedback and answer follow up questions from Pickles staff.

We appreciate the open and honest dialogue from Pickles and all committee members noted that it was a beneficial exercise. A similar discussion is planned with Manheim in late May.

The national End of Vehicle Life (EVL) program is continuing to run, but as data from participants has

exceeded expectations, we believe this stage of the program will cease shortly and allow for collation and analysis. Further discussions nationally will then occur and decide which path to proceed with.

This is a very important process to achieve an outcome for, especially with metal prices continuing to fall as recyclers can't, and shouldn't have to, take on the burden of additional costs associated with EVL.



**Motorcycle Dealers**  
Division Manager – Paul Back

**W**ith the popularity of GoPro cameras being attached to motor bike helmets, the Department of Planning Transport and Infrastructure has sent out a communication to clarify the laws around the use of cameras and communications devices on helmets.

### **Motor bike helmet laws**

The Australian Road Rules require all motor bike riders and any pillion or sidecar passengers to wear an approved motor bike helmet.

There are three motor bike helmet standards approved for use in South Australia. All motor bike helmets worn on public roads must comply with one of

the three standards and bear a relevant certification mark:

- AS 1698-1988; or
- AS/NZS 1698:2006; or
- ECE 22.05

### **Helmet accessories**

All approved helmet standards contain information regarding the attachment of accessories to the helmet.

For AS 1698-1988 and AS/NZS 1698:2006 compliant helmets, some attachments may be acceptable, however as indicated in the standard, no attachments should be made to the helmet except those recommended by the helmet manufacturer.

For ECE 22.05 compliant helmets, no component or device may be fitted to or incorporated in the protective helmet unless it is designed in such a way that it will not cause injury and that, when it is fitted to or incorporated in the protective helmet, the helmet still complies with the requirements of this standard.

Motor bike riders must refer to the instructions for their particular make and model of helmet to determine the suitability for attachments. If further information is required, motor bike riders may also consider contacting the helmet manufacturer.

# KEEPING UP WITH DIGITAL TRENDS IN AUTO RETAILING

**F**orbes reported back in 2014 that the rise of “digital dealerships” was changing the way people bought cars. Today, showrooms seem to have as many interactive digital displays as cars, and almost all steps of the sales process, from booking a test drive to choosing a paint finish, can be done online. The trend is continuing upwards and showing no signs of slowing down. As a business owner in an industry dependent on new car sales, it pays to ask:

## “What are we doing to keep up?”

The breakneck speed of change brought about by disruptive digital technologies can be intimidating for business owners. But as with many things in business, getting the basics right is half the battle. Digital trends will come and go, but the fundamental non-negotiables of having a digital presence remain.

## “Make digital work for you.”

Digital technologies can give you a serious advantage in business. Web-based CRMs, automated lead capture software and social media interactions play a major role in keeping your customer base coming back. Don’t leave it all up to one person, either; your whole team should be familiar with digital technology and how to leverage it to generate revenue.

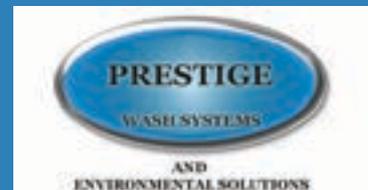
## “Embrace new technologies.”

Don’t try to shoehorn old practices into new systems; take advantage of email automation software to send segmented messages to your customers. Exploit live chat software on your website when they need that little extra push. Divide your advertising budget between print and social advertising channels.

## “Optimise for the best user experience.”

More than 80% of consumers conduct their research online before purchasing, and over half of them do so on a mobile or tablet device. Making your website mobile responsive should be a top priority, and keeping it updated with the most current information available is a must. It should be easy for people to find what they need on your website, and find it quickly. Digital technology is here to stay and continues to change the way we do business. Don’t shy away from change. Make digital work for you and get the basics right, and your business will reap the rewards.

For online Marketing for the auto industry contact  
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## OUR AUTO SMART RELIABLE SOLUTIONS



OurAuto provide 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. MTA members also receive a 20% discount on OurAuto Tech Centre, Australia's most comprehensive technical repair information resource. Call 1300 687 288 for more information.

## 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)

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## 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.

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MTAA Super is the industry super fund for the automotive industry. For more information on how to join MTAA Super, visit the website [www.mtaasuper.com.au](http://www.mtaasuper.com.au) or contact the Customer Service Centre on 1300 362 415.

## THE QANTAS CLUB



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# CULTURE BEATS STRATEGY EVERY DAY

## SCOTT WAY, DIRECTOR, BDO

Strategy and culture need to be aligned and complement one another if they are going to lead to a meaningful improvement in organisational performance.

**C**ulture is one of the hardest aspects of an organisation for senior managers to express, let alone align with a corporate strategy. For organisations where the culture is poorly aligned with strategy, the two often pull in opposite directions and create broader organisational issues.

Among staff, the draw of an established culture will far outweigh a new initiative drafted within the C-Suite. In other words, when these two aren't aligned, the existing culture will beat the organisational strategy, despite the best efforts of senior managers.

While poorly aligned strategy and culture can create an obstacle for businesses, the opposite is also true; when these two work in unison, they can unlock significant benefits for an organisation.

### What does poor alignment between strategy and culture look like?

A lot of Australian companies will discuss how their corporate culture is team-based and founded on mutual accountability. In this situation, individuals are expected to put aside their personal focus in favour of building a successful team.

The question is, though: How does this actually take shape within an organisation? For many businesses, this cultural goal is poorly aligned with other strategic elements of the company. They might emphasise the importance of teamwork but continue to provide individual

performance incentives or set KPIs for each staff member rather than the team. These all add up to poor alignment between the culture of teamwork and the way the organisation is measuring individual success. Staff will pick up on this inconsistency and will quickly lose trust in the process if they see individuals rewarded based on their solo performance.

While this poor alignment is easy to spot, it can be harder to fix. Companies that do want to make this shift will need to be sure they are planning for a long-term shift in both culture and strategy.

### Embedding corporate culture takes a long-term approach

For senior executives, part of the issue that can arise when building a new company culture is that the results won't be felt for a number of years. People's perceptions will only change with time and can manifest themselves in a number of different ways.

Many of these efforts fail because senior managers don't see the impact in the first year and will abandon the project. However, it won't be until the second and third year that these changes start to achieve the desired results.

### Starting small and building up

Alongside failing to think long-term, senior leaders need to be sure they are creating a program that is first and foremost achievable. It can be tempting to create an extensive list of core themes

that are going to define the company culture, but often this involves trying to change too much about the company culture too quickly.

Adopting a restrained approach and starting with two or three points is often more effective. Importantly, these few ideas need to be achievable and agreed upon throughout the leadership team. Setting unrealistically ambitious or broad goals won't change the culture within an organisation and will fail to engage employees.

Finally, introducing a new culture to a business must take a soft approach. It's about changing the culture gradually so that staff remain engaged and motivated, while still buying into the new internal culture.

One way large organisations do this is to trial a shift in culture with just one section of the company. A subsidiary or single department can be a useful test bed to trial a change and then extrapolate these successes to the enterprise as a whole. They then adjust, tweak and revise the culture gradually as they need to in order to get the right balance for the broader strategy.

Culture and strategy are closely intertwined, and both have considerable impact on employee performance. When the two aren't aligned and staff are confused, the incumbent culture will often win, undoing the efforts of senior managers. However, when the two are aligned and inform one another, the impact on staff performance can be considerable.

# DODGY UNLICENSED DEALERS IN THE SPOTLIGHT

## DINI SOULIO, COMMISSIONER CONSUMER AND BUSINESS SERVICES

Consumer and Business Services (CBS) proudly maintains a robust licensing system for the second hand vehicle industry, and has done so for many years. The system gives the industry integrity and offers protection for consumers. As a result, consumers reap benefits and securities that are not afforded to them when they buy privately. Warranty, clear title, road worthiness and access to a compensation fund are just a few of the protections that buyers enjoy when purchasing through licensed dealers.

Through its administration and enforcement of the *Second Hand Vehicle Dealers Act 1995*, CBS aims to expose dealers who show disregard for the law and ultimately aim to rid the industry of shonky and unlicensed dealers. Under the Act CBS has at its disposal a range of powers to take action against traders committing serious breaches of the legislation, including the power to: require a trader to enter into an assurance, issue a public warning or instigate legal action against a trader. To increase the effectiveness of regulation and enforcement in South Australia, CBS has also increased compliance activities in partnership with other government agencies. South Australia Police and the Department of

Planning, Transport and Infrastructure are now regularly working with CBS, resulting in combined efforts to regulate and enforce compliance within the state's licensing scheme. This collaboration has resulted in a crackdown on those who tarnish the industry's reputation and flout the law.

A recent example of this collaborative effort led to CBS taking court action against an unlicensed dealer from Christie Downs and shows how working together can rid the industry of unlicensed or dishonest dealers.

In April 2016, the Christie Downs dealer was charged with 23 counts of trading as a second-hand vehicle dealer without a licence and four counts of advertising vehicles for sale in relation to 17 vehicles. The dealer was the subject of investigations by CBS, which found advertisements on the Gumtree website offering several vehicles for sale that were tracked back to the same individual. The investigation also revealed the unlicensed dealer had been providing false licence details when buying the vehicles from licensed dealers.

The unlicensed dealer, who plead guilty in the Adelaide Magistrates Court, in breach of section 7 (1) of the *Second Hand Vehicle Dealers Act* was convicted and ordered to pay more than \$3,800.

This outcome is a timely reminder for those buying or selling vehicles regularly. In South Australia, a person who buys, sells or offers for sale more than four vehicles in 12-months is presumed to be a dealer and may be subject to enforcement action by CBS. This includes crash repairers, mechanics and everyday consumers who for one reason or another are buying or selling a few cars in a 12-month period.

CBS recommends licence checks are carried out regularly to ensure they remain current.

Dealers selling trade-ins and other vehicles should ensure they are doing their due diligence when disposing of large volumes of stock to one person, or company and should safeguard themselves by doing their homework. A simple check of the CBS's public register will verify a dealer's authenticity and is available at [cbs.sa.gov.au](http://cbs.sa.gov.au).

Both the public register and CBS website can be used to check a licensee's status and will reveal whether there are any conditions placed on their licence such as warnings, suspensions and cancellations. The *Public Assurances and Undertaking Register* also provides details of formal guarantees entered into by a trader who has agreed, in writing, to cease further specified unlawful conduct.

CBS urges MTA members to check the credentials of regular buyers and sellers and welcomes reports of suspected unlicensed dealers. A well regulated industry benefits everyone, licensed dealers and consumers alike, and on the flip side, where there is non-compliance everyone loses out.

Further information about licensing is available at [cbs.sa.gov.au](http://cbs.sa.gov.au) or phone CBS on 131 882.



The investigation also revealed the unlicensed dealer had been providing false licence details when buying the vehicles from licensed dealers.





# CLASSIFIEDS

A Free Advertising Section For MTA members

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## EVENTS CALENDAR



JUNE 2016

### JUNE 2016

- June 6 Welding Qualification Test
- June 6 – 7 Hybrid & Battery Electric Vehicles Short Course
- June 7 LVD Committee Meeting
- June 9 Towing Committee Meeting
- June 21 Central Zone Networking, Information & Feedback evening
- June 22 IBCO Committee Meeting
- June 27 Forklift Licence Training

To include a free classified in the July/August 2016 edition of Motor Trade, email your listing of no more than 50 words to [Cindy Ridgwell - cridgwell@boylan.com.au](mailto:cridgwell@boylan.com.au) or fax 8212 6484 by Friday 17th June 2016.

# NEW MEMBER PROFILE

## MARIJANA AND MILORAD LALIC, DELTA CRASH REPAIRS



### How long have you been in business?

I completed my automotive apprenticeship here in Adelaide - two years through TAFE and two years through MTA's industry apprentice training. After gaining experience in the industry, we started Delta Crash Repairs in 2008.

### How many staff do you employ?

We have five staff in total. I'm a qualified panel beater, and in addition to me, we have two panel beaters and a vehicle painter. Marijana helps in managing the business operations doing the accounting, invoicing and reception duties.

### What do you enjoy most about working in the retail automotive industry?

I've always dreamt of owning a workshop – working with cars and seeing a satisfied customer.

We have a lot of repeat customers and we enjoy seeing a familiar face come back again.

### What are some of the challenges that you have come across in the retail automotive industry?

In this industry, there is a lot of competition. A high standard of work is necessary to retain your customers.

You also have to be up-to-date with the repair methods to keep up with the new cars and technologies.

### Why did you join as a Member of the MTA?

It's beneficial to have the MTA's industrial relations team available to support us with any IR/HR issues that may arise.

We also see value in the MTA sign, to show our customers that we abide by the MTA's strict Code of Conduct.

## Welcome to our new members

Adelaide Consignment Centre

Applause Automotive

Bernardi Motor Repairs

C Your Mechanic

City Discount Tyres Reynella

Claridge Crash

Comm Bits Auto Wreckers

Delta Crash Repairs

Festival State Crash Repairs

Finishline Collision

Forsyth Crash Repairs

IS Automotive

LNN Auto

Manta Automotive Services

Mitric Motors

Naracoorte Bus Service

Paul Middleton Autobrokers

Riverside Auto

The Garage

The Glynde Garage

The Tinman Roadhouse

Wrong Fuel Rescue

Xtreme Restorations

# MTA-SA BOARD OF MANAGEMENT

PRESIDENT: Frank Agostino – Weeroona Holdings Pty Ltd

PAST PRESIDENT: Neville Gibb – Gibb & Sons Pty Ltd

VICE PRESIDENT: Vacant

MEMBERS REPRESENTATIVE: Clive Polley – Independent Components

BOARD REPRESENTATIVE: Peter Roberts – OG Roberts & Co

BOARD REPRESENTATIVE: Ron Lewis – Glynde Auto Spares

BOARD REPRESENTATIVE: Martin Guppy – Moto Adelaide

AADA: Vacant

Auto Dismantlers: Ron Lewis – Glynde Auto Spares

Auto Repair & Engineering: Craig Gough – C.A.R Mechanical & Detailing

Body Repair: Jeff Williams – Specific Prestige

Commercial Vehicle Industry Association: Bill Lane – CMV Truck Sales

Farm Machinery Dealers: Colin Butcher – Eastern Eyre Machinery

Licensed Vehicle Dealers: David Vincent – Adelaide Vehicle Centre

Motorcycle Industry Association: Martin Guppy – Moto Adelaide Pty Ltd

Service Station: Brenton Stein – Weeroona Holdings Pty Ltd

Towing Services: Brenton Caddle – Caddle Crash Repairs

Tyre Dealers: Marcus Baldacchino – Bob Jane T-mart Port Adelaide

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

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

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**Call 8294 3444**



141 Brighton Road Glenelg South 8294 3444

## Association info

### MOTOR TRADE ASSOCIATION

President: Frank Agostino

CEO: Paul Unerkov

Marketing, Communications & Membership Manager: Liam Hunt



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