

# MOTOR TRADE

Official Magazine of the Motor Trade  
Association of South Australia

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## Vin Kean: A Lifetime of Achievement



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## PRESIDENT'S REPORT

### BY MTA-SA PRESIDENT FRANK AGOSTINO

**A**s we enter the 90<sup>th</sup> year of the Motor Trade Association in this state, it is realistic to believe that 2016 will throw up more challenges than ever before. This is why *YourMTA* must stay strong, focused and united so that we can get the best outcomes possible for our sector.

#### Senate Recommendations

The handing down of The Senate's Economic Committee Final Report - entitled "Future of Australia's Automotive Industry: Driving Jobs and Investment" - makes 20 recommendations to the Federal Government. It is pleasing to note that 18 of these directly reflect the actions called for by the Motor Trades Association of Australia (MTAA) and MTA-SA in our representations to the Committee. This was taken directly from the views, concerns and ideas that MTA members raised. The Federal Government has already indicated support for some of these recommendations, including retaining restrictions on parallel imports. Other key recommendations included in the Final Report include:

- An extension and broadening of the Automotive Transformation Scheme (ATS) to 2021;
- Whole of Government engagement to automotive transformation process;
- Establishment of MTA-led Automotive Industry Taskforce;
- Franchising Code of Conduct review to include reference to automotive industry specifically;
- Acknowledgement of the Voluntary Code of Practice for Access to Service and Repair Information for Motor Vehicles;
- An independent inquiry into Smash Repair Industry, particularly the relationships insurers, suppliers and smash repairers;
- MTA-led redesign of automotive training to reflect needs of employers and properly equip workers; and
- Identification and addressing of barriers to mature age workers entering industry as apprentices.

Getting these issues onto the national policy agenda is the first, big step. The next step, with your help and continued

engagement, will be to convince the Federal Government to adopt these recommendations as policy.

Retail, service and repairs sectors are by far the biggest part of the auto industry and we need to ensure we are being heard.

#### Parallel imports

Another major issue we have been lobbying hard against is parallel imports.

In a win for licensed motor vehicle dealers the Treasurer Scott Morrison, announced that the Government does not support parallel imports of second hand vehicles.

The decision was announced as part of the Government's response to the Harper Policy Review and represents a victory for *YourMTA*. It comes after extensive consultation with industry and a strong lobbying campaign from the MTAA.

As a united voice we have been working hard at a national level and lobbying government to ensure that they understand the implications of parallel imports for the industry and consumer safety.

The existing manufacturer/new vehicle sales network that is in place in Australia has provided positive protection for consumers, while engaging strongly in an open and highly competitive market.

I would like to commend the Turnbull Government on listening to the concerns of industry and deciding against the parallel import of second hand vehicles.

In closing, I would emphasise that Australia already has one of the most open vehicle markets in the world and little additional benefits would result from the introduction of parallel importing.

#### Change in Prime Minister

The Motor Trade Association is already positioning itself to be heard in the next Federal election, which will be held in 2016.

In Prime Minister Turnbull's restructured Cabinet, SA Senators hold important positions with regards the automotive industry and provide an opportunity for MTA-SA to have some influence on a national scale.



However, SA must punch above its weight and our agenda is concise and clear:

1. Implement the recommendations of the Senate Committee (see above)
2. A broad and deep review of all taxes
3. Inclusion of an Effects Test
4. Competition and Consumer Act review
5. Increasing pressure on reforms to parallel imports. Despite the good news outlined above, will government hold the line or bow to increasing pressure from vested interests?

The MTA is already in the early stages of developing a '2016 Election Policy Guide' to present to the candidates and parties contesting this year's election. The guide is being developed through a consultative process and will identify the policy priorities the MTA seeks to have enacted by the next Parliament. It will include the areas above as well as updated feedback from MTA members on what they would like to see from the parties, and will also serve to ensure that the future growth of the automotive industry is a key issue in the national conversation.





## ADELAIDE DRIVERLESS CAR TRIALS

The MTA saw a glimpse of the future at the International Driverless Cars Conference demonstration held at the Torrens Parade Ground in November 2015.

The Adelaide University based Centre for Automotive Safety Research conducted a ride along with a Subaru Outback containing an 'EyeSight' camera-based safety system. The ride-along went as anticipated and showed the benefits of autonomous emergency braking technology, even when travelling at 50kph.

SAGE's presentation of the integrated Transport System highlighted the need for significant infrastructure investment across the entire road network to ensure up to the second road condition data, including weather, accidents, speed changes and obstructions, is uploaded constantly to driverless vehicles to ensure the safety of their occupants.

Governments across the world will need to resolve several issues before the widespread adoption of these vehicles. Chief amongst these will be how to insure cars and occupants

in case of technology failure and how to instil sufficient confidence in the technology in real world conditions that humans don't feel compelled to intervene over the technology unnecessarily.

In addition to these concerns, the issues around warranty, maintenance and cyber security will need to be settled and tested prior to unleashing these impressive vehicles on the road. The issue won't be if the technology works, rather it will be the question of what regulations does the technology need to comply with, that will be the big hurdle.

As a consequence of viewing these demonstrations, the MTA was invited to comment on the *Motor Vehicles (Trials of Automotive Technologies) Amendment Bill 2015*, making several of these points directly to the State Government.



Stephen Mullighan MP



MTA Retail Division Manager, Paul Back observing the 'EyeSight' camera-based safety system.

### New technology demonstrations on display:

- Volvo's assisted parking technology, featuring the ability for a vehicle to both reverse parallel park, and exit the parking spot, without control of the driver
- Tesla's autopilot technology
- Bosch's reversing system designed to help prevent vehicles reversing over objects
- Cohda Wireless' infrastructure mapping technology – taking delegates for short journeys around the CBD
- Flinders University's Top Cat autonomous catamaran
- NAVYA's latest autonomous vehicles
- The University of NSW's autonomous vehicle driving simulator
- SAGE's demonstrations of Cooperative Intelligent Transport Systems and autonomous robot technology
- ARRB's Australian Driverless Vehicle Initiative.



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## VIN KEAN: A LIFETIME OF ACHIEVEMENT

Vin Kean reflects on a lifetime in the motor trade, including his incredible years with Peter Brock.

**A** Sunday afternoon in 1948 changed Vincent Kean's life forever. The son of Irish immigrants had accepted an invitation to tour the new Holden facility at Woodville and what he witnessed that day left an indelible mark on his character. "It was absolutely unbelievable to go through this Holden plant and see these presses and everything at work. It was a whole Sunday spent in what to me was a fantasy world," he recalls. Yet any dream of working at Holden was just that. Job queues were long and Holden had a policy of employing the sons of employees. It would not be the last time in his life that Vin realised he lacked the right connections. Similarly, it would not be the last time he decided to pursue his dreams regardless of the barriers.

In 1956 he purchased Seacliff Motors, comprising a service station and four mechanics, and started buying and selling cars. However, Max Smith from Smith Motor Company enticed Vin to join Smith's for six months as his father was ill. Despite having his own business, Vin seized his chance to learn how a Holden dealership operated.

Six months came and went and Vin stayed, showing a remarkable aptitude for seizing on opportunities.

One example was his purchase of land from a Bulgarian market gardener, to whom he then sold a car. He subsequently became well known in the Bulgarian community and would visit entire families after they had finished their evening meal, often using a translator and home brew to facilitate the purchase of a Holden. The orders came in thick and fast!

Holdens were in high demand and with only a small five-vehicle showroom to work from, Vin convinced the Holden hierarchy to stage the launch of the 1963 EJ Holden at the Arndale shopping centre.

More than 1200 people attended and of those, more than 1,000 left their details for a test drive. "I couldn't understand why more dealers weren't doing it. It didn't make sense to me to be buying full pages in The Advertiser when there was a starvation of product that these people wanted to buy and they were genuine."

"We'd grown the volume of Smith Motor Company to where the volume was bigger than City Motors Pty Ltd, the Holden

distributor which Smith's were a sub dealer until 1958. We were doing about 130 cars a month and I couldn't understand the reason why people were talking about all the systems you had to go through to sell product because the demand for Holden was there."

Life then took an unexpected turn when Vin's second youngest daughter, Mary-Anne, was diagnosed with a serious illness. Showing his typical stubborn resolve, Vin defied the local specialist and in 1965 moved to Melbourne where his daughter was admitted to St Vincent's Hospital (which ultimately led to her cure) and is now 53 and a mother of two daughters all in good health.

He was quickly tapped on the shoulder in 1965 to help fix a serious problem at the Southern Motors dealership, then in 1967 he received another tap on the shoulder, this time to take over as Managing Director of United Motors in Adelaide.

He embarked on an ambitious expansion plan which included the takeover of Freeman Motors in March 1978, combining the Holden dealership with Bedford and Isuzu truck dealership, building up 15-hectare property at Mile End and employing 660 people.. It was a glorious era ... but again fate stepped in to deal a cruel blow.

"(We) lost the Mile End property because the government came along and compulsory acquired our property and tore the business up for the relocation of the Hackney bus terminal." It was a crippling blow, but not fatal. Yet as fate would have it, worse was yet to come.



There was no sitting down writing a blue print. I didn't have time to do that. It was all about opportunity and opportunity comes for those who seek it.







A change of ownership at United Motors saw it guaranteeing the borrowings for the construction of a building on Anzac Highway and River Glen Marina.

The decision backfired and, in Vin's words, United Motors was being "bled dry". In 1990, as a minority shareholder, he decided to buy the business and list it on the stock exchange.

"That's what I did and against all odds. My company secretary came out and said to me, 'You'll never do it ... the economy is too bad'," he said.

"I relisted on the stock exchange and I kept it there until I decided that the problems with General Motors were getting too big. That's when I cleaned the shareholders out, I didn't want them to get hurt. Then I sold it to a private purchaser (in 2002) but I wasn't going to let the public listed shareholders get caught in what I could see a downdraft of profitability coming from General Motors. Now, I was a little bit early but it happened in 2009, bankruptcy for General Motors, a company too big to fail." Along the way, Vin had become involved in a wide range of other enterprises, including the Rolls Royce franchise in 1969, selling parts as far away as Horsham in Victoria because he could provide next day delivery, Hannan Brothers in the Northern Territory which he used to service the mining market, and also the Brock Commodore (detailed below).

"There was no sitting down writing a blue print. I didn't have time to do that. It was all about opportunity and opportunity comes for those who seek it."

In 1986 he bought a listed public company, Nettlefolds Limited, which owned all the Holden dealerships in Tasmania (which was being offloaded by the infamous Christopher Skase). Unfortunately this came with a barb in the tail, as Holden then claimed Vin had too many dealerships and refused to renew his contract for Adelaide on the 1st January 1989.

Despite his incredible track record of success and a 30-year involvement with Holden, in 1988 Vin no longer had the Adelaide dealership.

## The Brock years

In December 1979, Holden's head office in Detroit decided to pull out of Australian motorsport and Vin was secretly approached to take over the Holden Dealer Team.

Vin believed an exit would be disastrous for sales, which were already poor against the Ford Falcon, and also believed that Peter Brock was not only a brilliant driver but also a natural marketer.

"I had a meeting with Peter Brock and I said to him, 'Well you're the principal of racing, you form a company and we'll find premises', which I did ... Then came the question of fitting it out and I couldn't get (Holden) to fund the fit out. It was about \$50,000 and so I went to a Esanda and they agreed to do it if I guaranteed it. Which I did."

However, Holden had been racing the Torana A9X, which was out of production, and a new CAMS stipulation required new models for the 1980 season. CAMS told Brock and Kean they had to build 500 cars and sell them to qualify.

What eventuated is the stuff of racing legend. Looking back, Vin laughs at how "amateurish" the outfit was but it is testimony to the team's innate ability and gritty endurance that the Brock Commodore ever made it to the track.

The first car was built in the United Motors workshop. The original VC Commodore was stripped down and completely refitted, including replacing the 4.2 litre engine with an imported 5-litre engine from GMPA division.

It was then sent to Brock and his team in Melbourne for refinement, which included setting the heads and increasing the compression ratio.

"I bought everything through the people I met at the (1979) Frankfurt Motor Show. Bought the Ermshaw wheels, Bilstein shock absorbers, the Momo steering wheels and parts for the front suspension, which we redesigned. We had all the skirt mouldings and the extrusions for the guards because we'd fitted





L-R David Plastow (Rolls Royce), Sir Donald Bradman and Vincent P Kean.







The Brock Commodore combined both power and luxury, something unique and highly sought after.



bigger tyres, and that were all done by a firm in Melbourne and supplied to my company."

Then came the challenge of building 499 more!

While this was going on, with Vin bankrolling the development work, efforts were made to bring the national dealer network together to support the car. It had to be "hands length" from Holden, so Vin took "Peter Perfect" on a roadshow around Australia, asking for \$3,000 from each dealer.

His aim was 150 dealers and it came as a deep shock when only 57 signed on. With less than half the funds required for the season, which was now four months away, and lacking even the basics such as a race transporter Vin continued to fund the operation until Marlboro agreed to meet the shortfall with major sponsorship.

In a monumental effort, the Commodore was ready for the first race at Symmons Plains in Tasmania. Vin recalls the result with great pride.

"He won! He blitzed the field and it became a legendary car ... we called it the Brock Commodore and we numbered them all 1 to 500 ... and every car was built at United Motors then we'd finished reassembling it in Melbourne."

Demand for the street version ran hot. The Brock Commodore combined both power and luxury, something unique and highly sought after. Suddenly the remaining Holden dealers were scrambling for a slice of the action but the opportunity had passed and Vin had to weather the storm from irate Holden dealers around the country.

He also stipulated a minimum retail price of \$19,990, with the threat that supply would be cut off if any dealer discounted "because I was taking all the financial risk at United and if somebody discounted the cars I was in serious trouble". He need not have worried; many retailers sold the car for much more.

"It cost about \$3,290 dollars to reequip these cars and we built them in three colours: white red and black.

"We had to work with Bob Bowden, the manager of GMPA division. I met with him once a month and we'd do a settle up. He'd give me all the invoices for what he'd brought in and then ... I'd write him a cheque and on the 26th of every month we'd pay for everything. Really it was a very amateurish way of looking at doing it but it worked.

"Commercially it was very successful."

*This story will be continued in the next issue when we chronicle Vin's years with BMW.*

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# HOIST SAFETY: A CAUTIONARY NOTE

SafeWork SA has been inspecting vehicle hoists, cranes, forklifts, lifting cages, platforms (including inappropriate use of, or poorly designed, ladders).

**S**afeWork SA's primary purpose is to check all forms of high risk plant for compliance purposes and ensure adequate training, supervision, inspection and maintenance and licenses where required (cranes, forklifts). This issue is ongoing as a result of serious accidents and fatalities across Australian workplaces.

## What are the main issues with vehicle hoists when targeted by Safe Work SA Inspectors?

The first check is for mandatory records of items regularly inspected (and maintained cleaned and replaced as needed) on a daily, monthly and three monthly basis as per the manufacturer's specifications.

In the event that the manufacturers's specifications cannot be sourced, MTA has a host inspection logbook containing checklist, fault chart and date record.

The second main issue SafeWork SA investigate is the annual hoist maintenance must be performed by person deemed a competent person by the employer who complies with the maintenance schedule within the relevant Australian standard.

The third main issue is the requirement to replace a vehicle hoist at the end of its design life as per the Australian standard unless manufacturer specifications provide for an alternative form of inspection stress test and all rectification is undertaken and approved structurally by a registered engineer.

More often than not it is safer and more cost effective to replace a hoist as wear through use gives rise to serious risks of failure, penalties and potential prosecution.

Finally when purchasing plant such as vehicle hoists be careful to ensure that the importer complies with the relevant Australian standards or British equivalents. If unsure write it into the contract and contact either MTA or SafeWork SA to verify the new product meets the standard.

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For further information contact MTA. For additional resources see the following:

- From time to time Safe work SA publishes Hazard Alerts outlining unsafe work practices contributing to serious accidents with hoists.  
[https://www.safework.sa.gov.au/uploaded\\_files/haWorkingUnderVehicles.pdf](https://www.safework.sa.gov.au/uploaded_files/haWorkingUnderVehicles.pdf)
- If unsure as to whether particular plant/lifting devices need registering, for the application form which outlines plant registration.  
[https://www.safework.sa.gov.au/uploaded\\_files/Plant%20-%20Design%20Registration.pdf](https://www.safework.sa.gov.au/uploaded_files/Plant%20-%20Design%20Registration.pdf)
- Any Plant that is designed for use in workplace must also meet national design registration. If considering designing any item for use in any workplace.  
[http://www.safework.sa.gov.au/show\\_page.jsp?id=2559#.VkwNHnYrLcs](http://www.safework.sa.gov.au/show_page.jsp?id=2559#.VkwNHnYrLcs)
- For a copy of the code of practice on managing risks of plant (including hoists) in the workplace.  
<http://www.safeworkaustralia.gov.au/sites/SWA/about/Publications/Documents/695/Managing-Risks-Plant-V2.pdf>

## MOLNAR HOISTS HELP RAMP UP PRODUCTION



Prepare to see pickup trucks start dominating Australian roads. There's sell-out demand for the new RAM Trucks with their incredible carrying and towing capacities as well as the unmistakable presence of a big American pickup truck. These RAM Trucks are not just American imports with drive conversion as an afterthought; American Special Vehicles have created a special facility in Victoria using OEM standard components to create a factory quality, right hand drive pickup truck for the Australian market.

With a strong history in the industry, Molnar Hoists were selected by ASV to provide the reliability, local technical support and backup to handle the all-day-every-day lifting for the RAM Truck production line.

Because of demand, plans are now to install even more Molnar Hoists to meet the target production output of 15 RAM Trucks per week and clear the customer waiting list. Call 1300 MOLNAR to ramp up your workshop output today.

Do not exceed the rated lifting capacity of the unit.



Any load support should be clearly marked with its working load capacity.





The operator's manual for the hoist must be available, in good condition and easily accessible to operators.

For asymmetric hoists, ensure the correct direction of vehicle.

Performing work under an elevated load presents various hazards that require appropriate risk control measures. A motor vehicle must be supported by an appropriate vehicle hoist. Some components being removed or re-installed to the vehicle may require a separate means of support.

# MINISTER PYNE OUTLINES VISION FOR SA

As the Minister for industry, Innovation and Science, Christopher Pyne plays a key role in the future of the SA motor trade. He caught up with Motor Trade to outline his vision.

## What do you see as the key issues for South Australia from a business perspective?

The Australian Government was disappointed at the decisions by Toyota, Holden and Ford to end manufacturing in Australia. To assist with the orderly transition of the automotive manufacturing sector post 2017, the Automotive Transformation Scheme will continue as legislated. This is complemented by the Government's \$155 million Growth Fund (the Fund), which was developed in response to the decisions by Holden and Toyota to cease manufacturing in Australia in 2017. The Fund helps automotive workers transition to new jobs, encourages diversification by automotive supply chain firms, and accelerates new private sector business activity outside of car manufacturing in South Australia and Victoria. The \$248 million Industry Growth Centres Initiative will drive growth, productivity and competitiveness by concentrating investment in key growth sectors. Initially Growth Centres are being established in five key growth sectors within my portfolio: Advanced Manufacturing; Food and Agribusiness; Medical Technologies and Pharmaceuticals; Mining Equipment, Technologies and Services; and Oil, Gas and Energy Resources. Growth Centres will: will identify opportunities to reduce regulatory burden; increase collaboration and commercialisation; improve capabilities to engage with international markets and global supply chains; and enhance management and workforce skills.

The Advanced Manufacturing Growth Centre will establish hubs around Australia, including Adelaide, to strengthen and leverage existing collaborative relationships, and support skills sharing and capability development for manufacturers and other members of the Growth Centre.

Businesses in all growth sectors in South Australia will continue to benefit from programmes such as Entrepreneurs' Programme and the Industry Skills Fund.

## As a South Australian, how do you see that our State can benefit from the modern and emerging economy?

- Industry and innovation policy are central to the Government's economic agenda. The government's approach to industry and innovation policy is aimed at increasing Australia's international competitiveness and creating jobs by focussing on our areas of strength. This approach represents a shift away from direct industry assistance to facilitating business to increase the commercial

return from Australia's \$9.7 billion investment in science, research and innovation.

- For the last two decades we have lived on the dividends of successive economic reforms and demand from growing Asian economies.
- Manufacturing, while it remains significant, slipped in terms of GDP and employment share, largely under pressure from emerging economies like China and, increasingly, India.
- We are coming to the end of the mining investment boom and new sources of growth are needed.
- We are not alone in this. All developed economies face similar structural challenges.

## National Innovation and Science Agenda

- The National Innovation and Science Agenda released by the Prime Minister and myself on 7 December 2015 provides a blueprint for a more innovative and entrepreneurial Australia that will transform Australia into a leading innovation nation and position us to seize the next wave of economic prosperity. It represents an important step on the path to a more innovative and entrepreneurial economy, for all Australian businesses and entrepreneurs including in South Australia.
- The Agenda will provide: enhanced business and individual tax incentives; co-investment capital funding to help good ideas get off the ground; stronger incentives for industry-research collaboration, including international collaboration; education initiatives, including for women and girls, and more flexible immigration arrangements; and positioning the Government as an exemplar driving innovation through its procurement and service provision.

## Sector specific opportunities

- The **defence** industry in South Australia attracts around one quarter of Australia's in-country defence spend on platform acquisition and sustainment and maintenance of assets that regularly rely on cutting edge technologies. The Defence industry in South Australia currently employs around 27,000 workers and contributes around \$2 billion or 2.5 per cent of total Industry GSP.
- South Australia's **health care and social assistance** sector is the state's biggest employer and produces more of the state's output than any other industry. Innovation in this industry offers the opportunity for better social and economic outcomes.



- The Commonwealth's South Australia Innovation Hub trial was launched on 10 October 2014 that will test streamlined and reduced regulations to allow innovative approaches to aged care.
- South Australia has substantial renewable **energy** capacity. In 2013-14, renewable energy contributed to 39 per cent of South Australia's total electricity production. South Australian wind energy provides nearly half the nation's wind power capacity (41 per cent at July 2014). South Australia also has a unique resource endowment of uranium. Olympic Dam is the world's largest uranium deposit and it is estimated to contain approximately one third of the world's total reasonably assured resources. The deliberations that are currently taking place in the Nuclear Fuel Cycle Royal Commission will be a significant contribution to discussions on how to best use these resources to support future economic growth.

#### **Food and wine**

- Industries are an important part of South Australia's economy and represent a strong prospect for growth in the future. They generate more than \$16 billion a year and employ one in five South Australian workers. South Australia has some well-known regional brands including the Barossa Valley and Kangaroo Island and it has further potential to be marketed as a high quality food production district. Over the last two years output from agriculture in South Australia has increased by an average of 6.8 per cent annually, compared to the rest of Australia where it has increased by just 0.7 per cent.
- The Commonwealth Industry Growth Centres Initiative has recently established a Food and Agribusiness Growth Centre. A key activity of each Growth Centre is to set a long-term strategy for its sector. This will be outlined in its Sector Competitiveness Plan, which will describe how to lift the capability of the sector, boost productivity and skills, create jobs, reduce red tape and engage with international opportunities. It is expected that future growth opportunities in this sector for South Australia will be able to link into the work of this Growth Centre.

#### **You have said that “we are at a starting point of a new era”. The motor trade is seeing the close of the manufacturing era, so how do you see the future for our sector?**

Manufacturing continues to be a major contributor to Australia's prosperity in cities and regional communities and our focus is on creating the economic environment to encourage private sector investment and jobs growth. However, it faces significant challenges due to a small domestic market, decentralised production through global supply chains, import competition and changing consumer preferences. The Australian Government is committed to supporting a strong, viable and competitive domestic manufacturing industry as an integral part of a diversified Australian economy. For this task, the



Government has a range of policies and programmes to boost our manufacturing productivity and competitiveness and help the transition towards the smart, high value and export oriented industries of the future.

The Australian Government is in constructive consultations on how best to transition the automotive sector post 2017. The \$248 million Industry Growth Centres Initiative (the Initiative) is an industry-led approach that will drive growth, productivity and competitiveness by concentrating investment in key growth sectors.

Growth Centres will boost the competitiveness, productivity

and innovative capacity of Australia's key industry sectors by: identifying opportunities to reduce regulatory burden, increasing collaboration and commercialisation, improving capabilities to engage with international markets and global supply chains, and enhancing management and workforce skills.

Growth Centres are being established in six key growth sectors within my portfolio: Advanced Manufacturing; Cyber Security; Food and Agribusiness; Medical Technologies and Pharmaceuticals; Mining Equipment, Technologies and Services; and Oil, Gas and Energy Resources.

A key activity of each Growth Centre is to set a long-term strategy for its sector. This will be outlined in its Sector Competitiveness Plan, which will describe how to lift the capability of the sector, boost productivity and skills, create jobs, reduce red tape and engage with international opportunities.

The Advanced Manufacturing Growth Centre is currently being established. Activities to date include: establishing collaboration hubs at: Geelong, focusing on advanced materials and composites; and at Clayton (Victoria), focusing on additive manufacturing/3D printing through CSIRO's Lab 22; and

signing a Memorandum of Understanding with the Innovative Manufacturing Cooperative Research Centre.

Businesses in all growth sectors in South Australia will continue to benefit from programmes such as Entrepreneurs' Programme and the Industry Skills Fund.

*YourMTA asked the Minister many other questions. To see his responses, go to the MTA website or use the following QR Code.*



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# PINERY BUSHFIRE

The Pinery bushfire tragedy has shown how the industry can come together, with many MTA members and apprentices volunteering their time and resources to support the communities affected through this time. MTA apprentices Brad Hallion and Fraser Hocking went above and beyond.

## Brad Hallion

At just 18 years old, first year MTA diesel mechanic apprentice Brad Hallion was on the ground, bravely fighting the flames which devastated his community in Hamley Bridge.

Brad was two days into his 10-week training block at the MTA's Training & Employment Centre, when he got the notification the fire was fast approaching his home town.

A CFS volunteer since 2012, Brad has helped in many of the State's recent bushfires, but said this was the "hottest, quickest and fiercest fire" he's ever encountered.

"I can't really describe how quick it was going. I was going 125km an hour in my ute and I couldn't keep up with it."

"And then standing on the back of the ute, in footy shorts and a singlet and seeing the flames 50 feet high around me, that will stay with me forever - it wasn't much fun."

Brad was at the fire grounds for over 12 hours; arriving from Adelaide at 3pm and not leaving until 3am the following day. He said putting the flames out was just the first step, and it will take a significant amount of time to rebuild the community.

"Driving through there now, and seeing all the damage is heartbreaking...but, if it wasn't for the CFS and the farmers, there would be nothing there."

"It hasn't stopped. We've been cleaning it up every day since, and I don't think it'll be until around April to May before we put a dent in it."



## Fraser Hocking

MTA light vehicle apprentice, Fraser Hocking who is hosted at Cornes Toyota, donated his car - a 1992 Mitsubishi Pajero - to a couple who lost their car in the bushfires.

Fellow MTA apprentice, Kean Hyde who is hosted at Rick's Motors loaned a hand in transporting the vehicle, with the pair hiring a car trailer and making the three-hour round trip to Pinkerton Plains to drop the car off to its new owners. After news of Fraser's gesture broke through an ABC news story, Dealer Principal, Darren McCormack put a Facebook post up on behalf of all staff at Cornes Toyota.



The post had an overwhelming response with Cornes Toyota customers and the general public, and quickly "went viral", with many people reaching out to Fraser to wish him well for his generous gesture.



Host Employer, David Miller and Fraser Hocking

"We just feel very lucky to have Fraser working at Cornes Toyota, he is a top young man who is going to go far in this industry." – David Miller, Host Employer.

# DIVISION NEWS

## Vehicle Rental

### Division Manager – Paul Back

The Vehicle Rental meeting held on 10 December laid out some of the key priorities for the division in 2016 including:

- assisting members to market themselves as accredited businesses who believe in a strong code of conduct focused on delivering superior customer service;

- addressing competitive neutrality issues with attempts to clean up certain aspects of the industry; and
- putting the issue of interstate registered vehicles being operated in South Australia on the agenda.

I'm pleased to report that the DPTI list, which was developed in 2015, has had

an impact - including gazetted changes to tyre sizes and highlighting some of the issues members have with vehicle inspections. I encourage vehicle rental members to contribute to the DPTI list that captures issues reported from all MTA divisions - the MTA addresses the issues in regular meetings with the department.



## Motorcycle Dealers

### Division Manager – Paul Back

Record numbers attended the Motorcycle Dealers meeting on 14 December to talk through a number of industry developments. It was pleasing to see that the meeting agenda was driven by members, with the round table discussion being the major agenda item.

Discussion included examples of storage issues dealers have when a customer leaves their motorcycles too long, and how the MTA can help members prepare to charge storage fees for those occasions. Division Chairman, Martin Guppy

impeccably summed up the purpose of the meeting, saying:

"While the members in the room are all competitors in daily business, the items that were discussed at the meeting show the reasons why the MTA needs to continue to drive the issues that affect us all in a holistic industry environment, and as far as I could see everyone was engaged and on the same page. It was great to see." MTA Divisional and Workplace Services Manager, Anna Moeller requested members to send their wish list of three identifiable issues things that would make

their business environment easier in 2016. Some of the feedback we have received so far includes:

- increasing the two year cut off for EzyReg delegates;
- roadworthy certificate at change of ownership;
- finish of the Test Ride agreement;
- improving engagement between government and industry; and
- strong advocacy in broader state economic efficiency

Please email [pback@mta-sa.asn.au](mailto:pback@mta-sa.asn.au) to share your feedback.



## Body Repair Division

### Division Manager – Travis Rainsford

The Body Repair division, and collision industry in SA in general, is undergoing extremely trying times as the industry is currently in the midst of a major transformation, mainly driven by insurance companies.

As I started in my role at the MTA, IAG rolled out their new program, Suncorp introduced the Audanet system, and in the first quarter of 2016 we will see the introduction of four new volume shops into the market. This will have a major impact on the industry in 2016 and

beyond. The MTA understands this, and we are trying to help.

The Marketing Toolkit was released to members in November 2015 and is designed to help business owners and managers understand different areas of the marketing world, and how each of these tools can be implemented into your business to help it grow in 2016 and into the future. This is a tool that will be able to be used by members not only today, but at any time during business ownership. The toolkit, along with some

great work that AMBRA are doing in the background are proof that all MTAs are working for you.

Understanding the marketplace we trade in is imperative, and the toolkit was produced to complement this – hard work is always the key in business success and is never more important in the collision industry than now.

For more information on the marketing toolkit please contact [trainsford@mta-sa.asn.au](mailto:trainsford@mta-sa.asn.au) or on 0414889600.





# NEW MEMBER PROFILE

## DOUGLAS EDEY, MICHAEL'S MOWER & CHAINSAW SERVICES



### Welcome to our new members

Auto Trans  
Daily Hire  
Domenics One Stop Car Shop  
Michael's Mower & Chainsaw Services  
New & Used Tyremart  
Sherwood Motors Pty Ltd

### How long have you been in business?

I grew up in the United Kingdom and came to Australia in 1977 with my folks. I was 20 at the time and had just completed my motorcycle mechanic apprenticeship.

It was difficult to get in to the motorcycle mechanic trade at the time, and an opportunity came up in the mower and chainsaw service industry. I took it and have been in the industry ever since. I have operated the business since 1983, starting in a smaller shop in Taperoo. We moved to my current premises here in St Agnes in 1992.

Although I haven't worked as a motorcycle mechanic in Australia, I enjoy working on my own motorcycle in my spare time.

### How many staff do you employ?

I have one staff member - we get through the work with the two of us.

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

I enjoy the challenge, absolutely. The work is so diversified - we work on mowers, brush cutters, chainsaws, generators and pumps. I still get a kick out of it when I fix the machinery.

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

Like many small business owners, staying profitable is a challenge in the current economic environment.

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

A mate of mine in the mower and chainsaw service industry has been a MTA member for a long time, and he recommended it to me. I had a look in to the services, training, and advocacy that the MTA does for the industry and I decided I wanted to be part of it.

## A CAUSE FOR ALL AUSTRALIANS

**Y**ourMTA is proud to support causes that are in the interests of members and the broader community.

In recent times, Rosie Batty has cast the spotlight on domestic violence and violence in the community. Rosie is mother of Luke Batty who was killed by his father at cricket practice in Tyabb, Victoria in 2014.

The startling fact is that domestic or family violence is an issue that is much larger than many Australians acknowledge it to be. Relationships have their ups and downs, with occasional disagreements or arguments. But there's a difference between a healthy level of disagreement in a relationship and using violence and control.

In addition to the Luke Batty Foundation, the Men's Referral Service ([mrs.org.au](http://mrs.org.au)) and WhatMenCanDo.net are two great

resources that not only provide valuable information but also helplines for men to reach out to.

One of the most important ways of taking action is talking about the problem.

If someone you know has confessed to you that they have been using violent or controlling behaviour, it is important to treat their confession with utmost seriousness. The following websites are great sources of help.

**Luke Batty Foundation** - [neveralone.com.au](http://neveralone.com.au)

**Men's Referral Service** - [mrs.org.au](http://mrs.org.au) - 1300 766 491

**What Men Can Do** - [whatmencando.net](http://whatmencando.net)

**If you hear or see something that makes you think violence is occurring, ring the police on 000.**



# CLASSIFIEDS

A Free Advertising Section For MTA members

## EMPLOYMENT OPPORTUNITY

**AUTOMOTIVE TECHNICIAN** required at Southeast Motor Company, a locally owned Ford and Mitsubishi Dealership in Naracoorte. Access to incentives and ongoing training available, and salary package to be negotiated based on experience. Contact James Bradley on 0418898742 or [admin@southeastmotorco.com.au](mailto:admin@southeastmotorco.com.au)

**LOOKING FOR EXPRESSIONS OF INTEREST.** Experienced Motorcycle Mechanic in Mount Pleasant. Please call 08 8568 226 with details.

**LOCATED LONSDALE, SOUTH AUSTRALIA.** Alloy and Stainless steel welding service, Small or large fabrication jobs, machining service's. Same day service for small jobs. Walk ins welcome. Solid Engineering and Mechanical. Call Cameron (08) 8382 9629

**SERVICE TECHNICIAN** – O'Connors Bordertown. Qualified or 4th year apprentice Service Technician for Case IH machinery. The successful applicant will have; Competent technical skills, Organisational skills, Excellent time management, Self-motivated and enthusiastic. An attractive employment package will be negotiated depending on skill level. Contact Lisa Day 0427 306 214 - [lisa.day@jjoconnor.com.au](mailto:lisa.day@jjoconnor.com.au)

**MOTORCYCLE TECHNICIAN** position available. Resumes to Bridgeland Motorcycles 145 Adelaide Rd Murray Bridge 5253

**REPCO AUTHORISED SERVICE** has positions available for Mechanics & Managers. Experienced and/or qualified. Work near home with 43 sites all around Adelaide metro and country SA. Looking for a change? We offer benefits above the award. Great career opportunities. Email [kclark@repcocom.au](mailto:kclark@repcocom.au)

## WANTED TO SELL

**HERCUS LATHE 9" MODEL "A" MACHINE NO. 7471.** Inspection at Bridgeland Motorcycles 145 Adelaide Road Murray Bridge 5253 5722. Best genuine offer.

**COMMANDER NT ADVANTAGE TELEPHONE SYSTEM.** Central PABX unit plus 7 ivory colour handsets, each with 4 exchange lines & 12 extensions. In full working order when decommissioned by licenced telephone technicians. \$350 plus shipping. Can email photos. Boston Ford Jamestown, Richard Boston 0408 850 006

**CD POWER ADELAIDE.** Stationery Engine, Compressor, Generator, Pump Specialists. Distributors for major brands including: Kubota, Deutz, Cummins, Yanmar, Atlas Copco. Make CD Power your one stop shop for your Equipment Sales, Parts and Service needs across SA. Call 08 8162 7300 and see how CD Power can help your business.

**BEISSBARTH TYRE CHANGER MODEL MS 63IT.** \$900, Good condition, can email photos on request. Contact Maria Piantedosi on (08) 8682 1432 or email [btcp1@bigpond.net.au](mailto:btcp1@bigpond.net.au)

**WHEEL BALANCER FOR SALE** in good condition comes with cones etc. \$750.00 ono. Will send photo if required. Phone 08 8842 3188 business hours.

**FOR SALE FARM MACHINERY BUSINESS** with excellent tillage franchises ideal as a family business or an opportunity for a large interstate machinery dealer to get a good start in SA. Available as free hold, lease premises and buy stock etc or would consider a partnership arrangement. Ideally situated. [Colin.butcher@bigpond.com](mailto:Colin.butcher@bigpond.com)

**EQUIPMENT FOR SALE.** Faip F60 Compact Tyre Changer. Air Blast, Fitting arm, up to 22" rims Good Condition and ready to go. \$3,000 Call Matthew 0407 392 633 Peter Hood Holden

**CLASSIC AND AMERICAN IMPORTS.** Vehicle sales and Imports [classicandamericanimports.com.au](http://classicandamericanimports.com.au) Showroom : 08 7225 1106. Mobile: 0448 231 920

**REYNELLA MAZDA** is now one of only 3 suppliers in South Australia of RHINO LININGS – the world's leader in spray-on ute and truck linings. Contact Reynella Mazda on 83810700 to find out about our great deals and discounts for trade customers.

**4 BRAND NEW TYRES 225/35ZR20.** \$100. Call Oliver on 0433 071 610. **SA OIL RECOVERY.** Parts washer solvent 4 sale. Free waste oil collection. Rag & oil filter collection. PH 0408876552

**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 or agent Dave Whan 0418 815 788

## WANTED TO BUY

**CASH for BIKES,** We can buy or sell your Motorcycle or Waverunner for you!!! Yamaha World 8297 0622

**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. Wrecking NOW late model NISSAN xtrail, daulis FREE CAR PICK UP Grand Auto Wreckers - NISSAN & DATSUN SPECIALISTS [www.grandauto.com.au](http://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.

## EVENTS CALENDAR

JANUARY/FEBRUARY 2016

### FEBRUARY

- 5 Privacy Reform Training
- 8 10 Air Conditioning Course
- 8 Kangaroo Island Networking, Information & Feedback Evening
- 9 BSB41415 Certificate IV in Work Health Safety
- 10 Air Conditioning Course
- 10 WHS for Workers
- 11 Return to Work Scheme Training
- 11 Lower Eyre Networking, Information & Feedback Evening
- 19 Environmental Basics Training
- 22 23 Forklift License Training
- 23 Murray Bridge Networking, Information & Feedback Evening
- 24 Workplace Inspection Training
- 24 Mid North Zone Networking, Information & Feedback Evening

To include a free classified in the March/April 2016 edition of Motor Trade, email your listing of no more than 50 words to Cindy Ridgwell - [crdgwell@boylen.com.au](mailto:crdgwell@boylen.com.au) or fax 8212 6484 by Friday 19th February 2016.





# UNLOCK YOUR BUSINESS

A group of eight young people, four men and four women, are standing in a row in a workshop. They are all wearing blue overalls and smiling at the camera. In the background, there are shelves filled with various automotive parts. A large, thick metal chain is draped across the top of the image, and a large yellow padlock is attached to it, symbolizing the 'unlocking' of business opportunities.

BY HOSTING AN MTA  
**AUTOMOTIVE  
APPRENTICE**

Find out how  
**8241 0522 or [mta-sa.asn.au/host](http://mta-sa.asn.au/host)**

## PRINT & STATIONERY

MTA Print and Stationery is a full service graphic design and print service located internally at MTA's Training & Employment Centre, Royal Park.

2016 is set to be an exciting year for Print and Stationery with the addition of graphic designer, Cara Earle, to help with your design and advertising needs. Cara comes to the MTA with a Bachelor of Design (Visual Communication). She has worked as a freelance graphic designer and assisted her family's signwriting business, Earle Signs based in Kadina.

Alongside professional printer, Trevor Cooke, the newly formed team has an unique combination of skills and knowledge in design and print, and are here to offer you expert advice when it comes to promoting your business. From business cards, flyers, marketing materials, brochures and booklets to fully personalised invoice and docket books, MTA Print & Stationery offer a wide

array of digital and offset printing at an exceptionally low price – MTA members receive a **20% discount** on all services and products.

Contact the team to discuss your customised printing needs today:

**P:** (08) 8440 2666

**E:** [print@mta-sa.asn.au](mailto:print@mta-sa.asn.au)



### WE ARE A SOUTH AUSTRALIAN OWNED COMPANY SPECIALISING IN:

- Automatic & manual vehicle wash systems
- Recycling & wastewater solutions
- All environmental solutions
- Includes ecomapping consultancy



### Prestige Wash Systems & Environmental Solutions

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T/F: 08 8270 6529

M: 0413 130 164

[christine@prestigewashsystems.com.au](mailto:christine@prestigewashsystems.com.au)  
[www.prestigewashsystems.com.au](http://www.prestigewashsystems.com.au)

MTA Members receive 5% discount on all our product range

Prestige Wash Systems is an endorsed supplier of the MTA



# SERVICES TO MEMBERS

## COMMONWEALTH BANK



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

## CAPRICORN SOCIETY LTD



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

## KEMPS NATION DEBT RECOVERY



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

## 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)

## PRESTIGE WASH SYSTEMS



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

## BUPA



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

## THE QANTAS CLUB



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

## WORKING CAPITAL FINANCE



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

## ACCESS 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](http://www.accesssa.com.au)

## OUR AUTO DIGITAL



OurAuto Digital specialises in online marketing solutions that are tailored to your business, including website design, online marketing, and website hosting. To obtain a quote or find out how OurAuto Digital can help your business call OurAuto on 1300 687 288 or visit [ourautodigital.com.au](http://ourautodigital.com.au)

## MTAA INDUSTRY SUPERANNUATION FUND



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.

## TENG TOOLS



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

## 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 Tony Simmons T: (08) 7324 6038 E: [TonySimmons@bdo.com.au](mailto:TonySimmons@bdo.com.au) [www.bdo.com.au](http://www.bdo.com.au)

## TINDO SOLAR



Tindo Solar are creating the next generation of photovoltaic solar panels. The panels are manufactured in Adelaide, and Tindo Solar is proud to be 100% Australian owned. All Tindo Solar panels are made for Life — with pride and passion, along with a pedigree of excellence. Contact Richard Inwood on 81 62 5655

Endorsed by MTA

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

# SUCCESSION PLANNING – INSURING YOUR FAMILY BUSINESS!

TONY SIMMONS, PARTNER - PRIVATE WEALTH, BDO

A significant proportion of the 2.7 million small businesses in Australia lack adequate succession planning. According to the BDO Family Business - Wealth & Knowledge Transfer Report: 61% of family businesses do not have a succession plan that nominates a successor

Evidence suggests that 70% of wealth transitions fail.

Business succession planning should cater for both planned (such as the retirement of a principal) and unplanned events, that may be insurable including death, total and permanent disablement and critical illness.

In respect to unplanned events, the small business owners should consider that in the case something happened to them:

- Would they receive adequate payment for the transfer of their business to a business associate?
- Would the business have sufficient funds to repay bank loans owned by the business or shareholder loans?

- Could the business associates continue to run the business?

The other issues of concern for business owners also include:

- Retaining the business within the family group
- Avoid being in business with their business partner's spouse
- Leaving personal assets at risk for business debt
- Being unable to extract their personal investment from the business.

In order to keep the business operating and to protect the value of the business assets in case of unplanned events, the business needs a well structured business insurance that has the right amount of cover for the right people at the right time.

The solution is to implement a set of protective arrangements, such as through a buy/sell agreement, that provides funding on the death or disablement of key persons within the business. This would enable the business to repay

business loans or shareholder loans, offset loss of revenue or provide funding to exercise a transfer of the insured or deceased's person's share of the business. There are three basic protection needs that typically apply to all businesses:

1. **Asset Protection for business borrowings and shareholder loans**  
Asset protection can provide the business with enough cash to preserve its asset base so it can repay debts and cash flow. It can also provide a mechanism to release personal guarantees secured by the business owner's assets.
2. **Revenue Protection for key people**  
Revenue protection can provide the business with sufficient funding to compensate for the loss of revenue and costs of replacing a key employee or business owner should they die or become disabled.
3. **Ownership Protection for the principals**  
Ownership protection can provide sufficient cash flow to facilitate the transfer of the outgoing owner's equity to the continuing owners should a business owner die, become disabled or suffer a critical illness that results in the owner leaving the business.

It is time for businesses to ensure they have adequate succession planning including finding the right type of business protection to protect the business in the case of unplanned events.



The solution is to implement a set of protective arrangements, such as through a buy/sell agreement, that provides funding on the death or disablement of key persons within the business.







## CAR SWAPS, ROADSIDE ADS AND HOME DEALERS

### DINI SOULIO, COMMISSIONER CONSUMER AND BUSINESS SERVICES

**P**eople using the term 'swap' or 'trade' in their vehicle

advertisements on sites such as Gumtree and Facebook have been the focus of an investigation by Consumer and Business Services (CBS). Some individuals have been caught selling a high volume of cars this way. In one case a southern suburbs man sold around 30 vehicles in a 12 month period.

Exchanging is considered to be a form of selling under the *Second-hand Vehicle Dealers Act 1995*, even if no money changes hands. CBS is monitoring advertisements online and in social media to detect persons who are selling or exchanging more than four vehicles within 12 months.

CBS recently received a written assurance from the above-mentioned southern suburbs man to refrain from swapping more than four vehicles in a 12 month period. It is an offence under the *Fair Trading Act 1987* to fail to comply with an assurance. If a person fails to comply with a written assurance, CBS will consider its enforcement options.

CBS welcomes reports from the public and industry members about car swaps so that unlicensed selling can be investigated and appropriate action taken. Dealers may also have seen news reports that SA Police issued 91 fines to people advertising their cars for sale along Salisbury Highway. A further 56 caution notices were issued. Residents had raised concerns about traffic and safety issues



CBS has conducted regular monitoring along the highway to detect unlicensed sellers, and CBS also accompanied SA Police during the Salisbury Highway blitz to collect evidence of unlicensed sellers, with several investigations ongoing.



with cars for sale parked along a 1.4km stretch of the highway.

CBS has conducted regular monitoring along the highway to detect unlicensed sellers, and CBS also accompanied SA Police during the Salisbury Highway blitz to collect evidence of unlicensed sellers, with several investigations ongoing. Another emerging practice of concern to CBS is licensed dealers that operate from home but present themselves to customers as private sellers. The dealers are not offering contracts, a cooling off period or warranties. Consumers are disadvantaged by not being aware of their protections.

Local council have approached CBS raising concerns about cars parked on the roads and allegations of unlicensed selling. It is an offence to carry on business as a dealer except at a premises registered in the licensee's name. Investigations have

revealed that some of the sellers of cars parked on the road are actually licensed dealers. CBS is speaking with customers of these licensed dealers and as a result of information gathered is seeking to take enforcement action.

CBS is reminding anyone who wants to run a business from home to make sure they comply with relevant legislation. The maximum penalty for a dealer who fails to comply with contract or cooling off requirements is \$5,000 for each offence. Licensed dealers who conduct themselves in this manner may face disciplinary action and could have their licence suspended or cancelled.

Further information about dealer obligations is available at [www.cbs.sa.gov.au](http://www.cbs.sa.gov.au) and CBS welcomes reports of unlawful conduct (Tel: 131 882)



# CEO'S REPORT

BY MTA-SA CHIEF EXECUTIVE OFFICER PAUL UNERKOV

## MTA's 90th Year

I'd like to welcome everyone to a new calendar year; 2015 was another year that has flown by and I would like to take this opportunity to say thanks for your continued support as we head into the 90<sup>th</sup> Year of the Association.

To celebrate *YourMTA's* 90th Birthday, a Gala Dinner will be held on 4<sup>th</sup> November. Put this date in your calendar as it will be a special night that celebrates the success of our industry and the Association's achievements over the past 90 years.

Leading up to this milestone, we've realised the significance of capturing our long-term members' stories, and in recent editions of the *Motor Trade* we've been including feature interviews.

For this edition, we sat down with Vin Kean who has shown a remarkable aptitude for seizing on opportunities in this industry.

## Business Planning

Over the past few months, we have been busy developing the Association's key focus areas for the year ahead. At the heart of the plan is making our member businesses better through providing the best services, training, employment and advocacy for the industry.

Through structural changes there will be greater emphasis on divisional outcomes and actioning of member issues.

Divisional Managers Paul Back (Retail) and Travis Rainford (Repair) will focus specifically on divisional issues. In addition to this, a Policy & Special Projects Advisor has recently been contracted to assist in producing high quality and well researched industry and advocacy.

Membership Engagement Managers will take on a new role in the MTA and will be out and about to see you in your business. They will promote and work with you to ensure that you fully benefit from the attendance to, and use of, MTA training, events, services and products.

Some core services will remain the same. The IR team will continue to provide relevant and valued services IR, HR, WHS and environmental enquiries.

The Training & Employment Centre will continue to be the first consideration for automotive training in SA – whether it's employing an apprentice, having your apprentice trained by MTA, or up-skilling your trade skills, we can deliver the training through courses tailored for the industry.

The Business Partner programs will continue to make your business better and save you money. You can see the latest offerings on page 25. We welcome input from members about these services.

## Membership renewal program

Soon members will be receiving their membership renewal program in the mail.

As part of the renewal process this year, for the first time, members will receive a framed Code of Conduct and certificate of membership. I encourage you to place this in a prominent location where customers can see it. All MTA members do abide by a strict Code of Conduct, and it is important to highlight this to all your current and future customers.

In addition to this, members will also receive a voucher booklet with discounts and special offers for all the Association's products and services, including apprentice hosting, up-skilling training courses, IR training sessions and audits, stationery products and printing services.

## MTA Alumni Network

Since 1982, the MTA Group Training Scheme has trained thousands of technicians who are currently at work in our state's thriving motor trade.

The newly formed MTA Alumni Network is very important to us. We want qualified technicians to be connected with the MTA throughout their motor industry careers. We also want to provide role models for apprentices going through their paces right now, so they can see where an MTA apprenticeship can take them.

Within the MTA Alumni Network there are many success





stories, including MTA GTO Manger Jason Polgreen and MTA Board Member Marcus Baldacchino.

Jason, who is also the founding member, started as a MTA apprentice in December 1996 at the previous training centre located in Melrose Park, and was hosted at BEA Motors (now Mercedes-Benz Adelaide). After completing his apprenticeship, he spent a number of years working as a technician, before moving into a service advising role, and then returning to the MTA as a project officer. Jason has now been with the MTA for 10 years and has held a range of roles across the organisation. If you are qualified MTA technician, I encourage you to contact Jason - [jpolgreen@mta-sa.asn.au](mailto:jpolgreen@mta-sa.asn.au) to become an Alumni Network member and receive exclusive membership benefits. Stay tuned for the Dyno Day launch event at the MTA Training & Employment Centre on March 12, 2016.

## International Driverless Cars Conference

The recent International Driverless Cars Conference demonstration held in Adelaide highlighted that governments across the world will need to resolve several issue before there is a widespread adoption of driverless vehicles.

At the MTA we are at the forefront of automotive technology; our Hybrid Vehicle Technology up-skilling course has gained international recognition, with a University of Fiji employee completing the course last year after a global search for appropriate training. As a result, we were invited to comment on the *Motor Vehicles (Trials of Automotive Technologies) Amendment Bill 2015*. We are working with the State Government on the issues surrounding driverless vehicles, and will pass on the findings to you as soon as they become available.

# MTA-SA BOARD OF MANAGEMENT

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