

May/June 2014

MOTOR TRADE

Red tape review

Suzuki's shift

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the appointment of Paul Unerkov as
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PRESIDENT'S REPORT

By MTA-SA President Neville Gibb



After seven years of negotiations Australia has signed a Free Trade Agreement with Japan.

The Japan Australia Economic Partnership Agreement (JAEPA) was announced in Tokyo on 7 April 2014 by Prime Minister Tony Abbott and Prime Minister Shinzo Abe and will see tariffs reduced across a number of commodities, including the tariff on imported cars from Japan.

The speculation is that the price of Japanese-made cars will potentially fall by between \$500 and \$1000 (AUD) on average.

It is clear the Agreement would have had a damaging effect on the car manufacturing industry in Australia. The diminishing economies of scale in the industry would make it impossible for Australian car manufacturers to build cars at a competitive price point to match Japanese imports.

However, as we all know, the car manufacturing industry in Australia will sadly cease from 2017 onwards.

The tariff was originally introduced to protect the Australian automotive industry, but with its departure, it is unsurprising that three quarters of Japanese cars will have the existing five per cent tariff removed in three years time.

So what does this mean for the Australian automotive industry?

There are positive and negative implications to consider.

The future of the Australian automotive industry is with our sector, the selling and

repairing of vehicles. From this perspective I argue the Agreement can and should offer positive outcomes for new car dealerships, particularly with the popularity of Japanese manufactured vehicles in Australia.

Lower priced cars combined with the strong Australian dollar means car affordability is set to stand at its best level in 38 years for the Australian consumer. This should lead to better new vehicle sales.

With more consumers able to and indeed choosing to purchase new vehicles, we will see our industry provided with employment opportunities in sales, repairs, parts, administration management and many other areas.

Unfortunately, every time we see a reduction in new car pricing, it has an adverse effect on second-hand residual values. With current stock in used car retailers' yards devaluing, it is challenging for this part our industry.

With all this in mind, it must be noted that Free Trade Agreements have not always lead to cheaper cars in the past. There will always be pressure for car makers to maintain price points, and venturing too far away from an established price point can impact resale value and reduce profits.

Pricing is also about positioning a vehicle against a competitor's, so it also largely depends on what is happening in the market place.

What we know for certain is that we have a Free Trade Agreement with Japan. There will be benefits, and undoubtedly

there will be challenges for our sector. Time will tell of the Agreement's impact on our changing industry, and I will remain hopeful that it will be positive. After all, we will soon be a sole importer of passenger vehicles, and our focus will be the sales, distribution and marketing of vehicles.

“Lower priced cars combined with the strong Australian dollar means car affordability is set to stand at its best level in 38 years for the Australian consumer. This should lead to better new vehicle sales.”

CEO Arrangements

On behalf of the Board of Management I am pleased to announce the appointment of Paul Unerkov as our new Chief Executive Officer.

The board and I are looking forward to the future direction of the MTA under Paul's Leadership.

A full article on Paul's appointment can be read on page 29 of this edition.

I'd like to take the opportunity to thank Tim Buckley for being our Acting CEO for the past three months. Tim has been fantastic and effectively guided the MTA through this transition period and importantly ensured that we continued to deliver our services to members during this time.



“Time will tell of the Agreement’s impact on our changing industry, and I will remain hopeful that it will be positive.”

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SUZUKI IN THE CITY MOVES TO GOODWOOD ROAD



Suzuki in the City is now located on Goodwood Road, opposite the showground.

Suzuki in the City has recently moved from its location on Waymouth Street to Goodwood Road joining the Australian Motors one stop vehicle superstore.

The completion of its brand new purpose built showroom was revealed at the official opening held on 18 November 2013.

With a proud history in Adelaide, Suzuki in the City was started by Mr Robert Lightfoot in 1976, as a used car dealership in the Northern suburbs.

From then, key developments include its relocation to Waymouth Street in the city, becoming an authorised Suzuki service dealership, and finally joining the Australian Motors Group in 2010.

The most recent development, the move to Goodwood Road, was part of a new direction for Suzuki in the City and consolidated the plan to join the Australian Motors group dealerships to form a car shopping destination.

Suzuki in the City Dealer Principal, Tony Ruggiero and Australian Motors Marketing Managers, Linda Stanton and Corrin Ryan believe Suzuki in the City's



Corrin Ryan (front left), Tony Ruggiero (front middle) and Linda Stanton (front right) with Suzuki in the City sales staff.

proximity to other Australian Motors dealerships benefits both customers and employees.

"Customers now get access to all the Australian Motors brands," Mr Ruggiero said.

"It creates better communication between employees, and is easier to do business as a result," he said.

The larger space available at the Goodwood Road location was also a driving factor in the move.

"We had outgrown the premises and the facilities on Waymouth Street," Mr Ruggiero said.

"As the largest Suzuki dealership in South Australia, we wanted to build a state of the art showroom that was a reflection of that," he said.

Now that Suzuki in the City is located on Goodwood Road, opposite the showground, it is hard to imagine it not being there.

"Logistically it was not a hard move," Ms Ryan said.

"From day one it was trading as always, just with a bit more prestige," she said.

However, with plans to modify and alter the existing showrooms, care had to

be taken to make use of the existing structure to make it look like it had always been there.

"The Goodwood area is established and renowned for its community gatherings," Ms Ryan said.

"There were regulations that we had to work around when altering the existing showroom.

"It was important to us that we met them," she said.

The alterations included a reconfiguration to the car parking and display, an upgrade to the existing undercover showroom, alterations to the rear to accommodate an enclosed service workshop and the installation of a car wash and oil store.

The reconfiguration to the car parking and display was completed to make use of the space in the best way possible.

"It was originally in levels, but we cleared it to make one large space," Mr Ruggiero said.

"Now it makes a great display for our new and used vehicles," he said.

Similarly, the upgrade to the existing undercover showroom maximised the usage of the space.

"The space was originally two independent showrooms linked by a canopy," Mr Ruggiero said.

"Mercedes Benz vans dealership was in one showroom, and the other was used for training.

"We moved Mercedes Benz to the corner of Rose Terrace allowing us to create one large showroom for Suzuki in the City," he said.

Each decision was made with the customers' needs in mind.

"Customer service and convenience is our number one priority," Ms Stanton said.

"Our new courtesy bus service to the city is also offered to drop off and pick up customers.

"We did not want any anyone to be inconvenienced by the move, so providing easier access for customers was very important," she said.

This planning has paid off, with positive feedback from the public.

"Customers are commenting that they are now choosing to wait in our facilities while their car is being serviced,"

Mr Ruggiero said.

"Many have said it's a really comfortable, pleasant environment.

"They enjoy being able to sit back with a coffee, watching TV or reading a magazine," he said.

Although Suzuki in the City is no longer located in the City square, it was a strategic decision to keep the business name.

"We have spent years building the Suzuki in the City brand," Ms Stanton said.

"Our market research has shown that our jingle has a really high level of recall.

"Our awareness with the public of Adelaide is more important than the fact we moved a few kilometres down the road and are no longer in the city square," she said.



Customers are choosing to wait in the facilities while their car is being serviced.



The upgrade to the existing undercover showroom maximised the usage of the space.

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PLAN TO STOP ENGINEERING SKILLS DRAIN

The closure of automotive manufacturing and some engineering design centers in Australia looks likely to result in a massive skills drain from Australia due to highly qualified engineers being made redundant and seeking employment overseas.

The Society of Automotive Engineers – Australasia (SAE-A) met with Minister Hodggett (Victorian Minister for Manufacturing) to discuss the issue of a skills and knowledge drain, and to put forward a funding proposal for a program

to support professional engineers and technicians in transitioning to other industries in Australia.

The proposed program, which would be an industry first in focusing on professional engineers and technicians, would run from October 2014 – December 2017 and include:

- Skills mapping for future employment, to demonstrate how specific skills align with, and can be utilized in other industries
- One-on-one assistance through mentoring, resume development,

interview techniques, and education on employment opportunities in new sectors

- Assisting automotive engineers in finding opportunities to reskill
- Career networking events, connecting automotive engineers with potential employers and/or recruiters, and educating employers about the benefits that engineers can bring to businesses.
- Recruitment, whereby SAE-A would actively work with employers in non-automotive industries to facilitate employment opportunities.



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MEMBER SUBSCRIPTION WINNERS

Congratulations to MTA Members Julie McCreanor from Rolys Automotive Services and Marianna Varricchio from Welland Crash Repairs, the 2014/15 Member subscription renewal promotion winners.

All MTA Members who paid their 2014/2015 membership subscriptions by 31 March 2014 were in the draw to win. Julie won the \$4000 travel voucher, co-sponsored by MTA and Capricorn Travel.

Marianna won the \$2500 travel voucher, fully sponsored by Capricorn Travel.

The promotion was drawn at 12 noon on Friday 4 April, with MTA Business Development Manager, Peter McMahon and MTA Assistant Accountant, Christine Bawden selecting the lucky winners from the box.



Peter McMahon and Christine Bawden.

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MOTORSPORT REPAIR TEAM PROVIDES VALUABLE ASSISTANCE ONCE AGAIN

MTA apprentice panel beaters, spray painters, diesel mechanics and light vehicle motor mechanics worked in the Motorsport Repair Team at the Clipsal 500, under the guidance of MTA Training Centre Manager Mario Marrone and trainers/assessors.

Located in the support paddock, the Motorsport Repair Team provided valuable assistance for vehicles that required repairs over the course of the four day event.

The MTA apprentices were involved with a range of jobs including tyre preparation cleaning and pressure, the set-up of vehicles and assisting the technicians.

The repair jobs included Formula 3, Aussie cars, Aussie utes, Touring Car Masters, Mustang, Monaro and an XY Falcon.

As it has in past years, the start-up of the Monaro Project car drew a large crowd.

“As the ignition switch was flicked, crowds gathered around the MTA tent to see the Monaro engine roar,” Mr Marrone said.

“The public always love the Monaro car, and it is a great promotion of what we do at the MTA.”



(L-R) MTA lecturer, Matthew MacDonald guides Panel Beater apprentice Alex Harvey.

3M

3M congratulates the MTA Group Training scheme on the great work they have done for all of the apprentices over 2013/2014.

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Alex Koutlakis.

However, it was not just the Monaro car that was impressive at the MTA tent.

Mr Marrone said all MTA apprentices in the Motorsports Repair Team were outstanding, but the stand-out apprentice over the four days was Alex Koutlakis.

Alex was in the second year of his panel beater apprenticeship at the time of the Clipsal 500, and had a great time working in the Motorsport Repair Team.

“It was an awesome atmosphere, and I enjoyed being able to work alongside the other MTA apprentices,” he said.

Although Alex was working alongside other MTA apprentices, he found the working environment very different to working at the Training Centre.

“The MTA tent often attracts a crowd, and when there are lots of people watching you, it definitely adds more pressure.

“The nerves got pretty high when the drivers were watching, that is not something that you get every day.”

The days were also longer than the typical working day.

“We started at 7.30am and often worked until 9pm, depending on what cars crashed and the work we were required to perform,” Alex said.

“But I enjoyed the work and there was plenty to do so the time didn’t bother me.”

Interested in fibreglass work, a highlight for Alex was working on the fibreglass body for the mini cars.

“My career aspirations include doing more custom work,” he said.

“I would like to own my business doing fibreglass body work one day.”

Scan here for a Video of our motorsports team in action at Clipsal 500 2014.



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EXPERIENCE OF A LIFETIME

Eleven MTA apprentices grasped the opportunity to work with drivers and team mechanics from Brad Jones Racing, Wilkinshaw Racing, Red Bull Racing, Nissan Motorsport and Ford Performance Racing in the V8 Supercar pits at the Clipsal 500.

Daniel Smith and Alex Saracini had the experience of a lifetime, being placed with the winning Red Bull V8 Supercars team.

Both in their third year, Daniel is completing a diesel mechanic apprenticeship, while Alex is completing an automotive mechanic apprenticeship.

Although both had previously worked at the Clipsal 500, they felt privileged to return and work with the Red Bull team.

“Working with the Red Bull team gave us an insight to the other side of V8 Supercars racing that we had never seen before,” Daniel said.

“The knowledge we gained is not something you get from standing in the crowd or watching the race on TV.”

Alex agreed that gaining an insight into the workplace environment of a V8 Supercars team is what made this year’s Clipsal 500 an invaluable experience.

“Compared to my previous exposure, it helped me understand in more detail what it takes to be part of a racing team,” he said.

“It also gave me the reassurance that I would be able to manage this kind of career with hard work.”

They worked long hours, assisting with a range of jobs including race preparations, repairs and keeping the cars clean between races.

Although days were harder than they expected, they agreed the time went quickly as there was always something to do.

“The hours were long, but I didn’t mind because I was interested by the work,” Alex said.

Being in the high-paced, exciting environment actually made it difficult for the boys to switch off when the days were over.

“The hardest part was definitely slowing down and going to sleep at night,” Daniel said.

The apprentices relished the work, with their highlights linked to being part of the Red Bull team.

Alex felt honoured when he was asked to join the Red Bull team in setting up the grid.

“I was there to learn, but it made me feel like I was part of the team,” he said.

Seeing the Red Bull team win was the highpoint of Daniel’s Clipsal 500 experience. “Race two was fantastic up close,” he said.

“Craig Lowndes won the race, and the massive battle between Jamie Whincup and Scott McLaughlin was unreal.

“Being right under the podium for the presentation to the drivers was just an awesome atmosphere to be part of.”

In the Red Bull team’s success, the boys observed the importance of team work and how it contributed to their overall victory.

“They are professionals at the highest pointing in racing,” Daniel said.

“However, it’s the way they work together - the drivers, mechanics, engineers and all of the team members which makes Red Bull such a successful team.”

Overall, working with the Red Bull team was a positive and valuable experience, with both confident that a career in racing is worth chasing.

Daniel said that he would definitely take the opportunity to work with a V8 Supercars team.

“I would like to stay in the industry, but it depends on the opportunities I can make for myself and the skills I can hopefully bring to an employer,” he said.

After having a taste of the Clipsal 500, Alex can’t see himself doing anything else.

“As a career path it is what I’m aiming for,” he said.

“I have always wanted to be a race mechanic.

“It was even written on my application for the MTA.”

However, the next step for the boys is moving into their fourth year and completing their apprenticeships with the MTA. In addition to becoming qualified, Daniel wants to finish a project car with his dad, and Alex wants to make the most of opportunities like this year’s Clipsal 500 to get his foot in the door for a future career as a race mechanic.



(L-R) Alex Saracini, Red Bull driver Craig Lowndes and Daniel Smith.



Daniel Smith was eager to learn as much as possible from the Red Bull professionals.

HARD WORK KEY FOR CAREER IN RACING

MTA apprentices have been provided with the opportunity to work in the Motorsport Repair Team at the Clipsal 500 since the event started in 1999.

The placement of MTA apprentices into the V8 Supercar Teams was an initiative which began in 2008, and has been hugely successful over the past six years.

Former MTA automotive apprentice, Josh Rust was placed into the Dumbrell Motorsport team at the Clipsal 500 in 2011 and 2012.

It was there that his talent, attitude and work ethic earned him the opportunity to work with Dumbrell Motorsport as a qualified motor mechanic for three months in early 2013.

Josh said working with Dumbrell Motorsport was a great thrill and felt extremely fortunate to be selected.

"I sometimes had to pinch myself to remember what I was part of," he said.

One of the highlights of his time with Dumbrell Motorsport was travelling to the Tasmania and Perth rounds of the V8 Supercars championship.

"It was exciting that I got to travel the country as part of my work," Josh said.

"Working with the team to prepare the cars for each session for the V8 Supercars championship was also a great learning experience."

Being behind the scenes in a V8 Supercar team has given Josh a further understanding of the work, and the challenges that come with the job.

"I've learnt about the internal workings of the cars components, what happens at the workshop between rounds and how the driver deals with different aspects of the sport."

However, he found that the challenges were often related to the high pressure environment.

"You are in a surrounding where you need to perform well under pressure," Josh said.

"The cars need to be prepared with high attention to detail, but too much time cannot be spent on the one car."

The advice he would offer to present and future MTA apprentices who want to be employed with a V8 Supercar team is to be passionate about the sport.

"It's simple - when you are passionate, you work harder," Josh said.

"When I did the Perth round with Dumbrell Motorsport I did a 23 hour day with no sleep, and it's at those times that your passion, enthusiasm and good attitude keep you going.

"V8 Supercars is not easy, but work hard and be prepared to go with the flow and you could find yourself employed in the highest level of racing in Australia."

He encourages all future MTA apprentices selected to work at the Clipsal 500 to grab the opportunity with both hands and give it everything they have got.

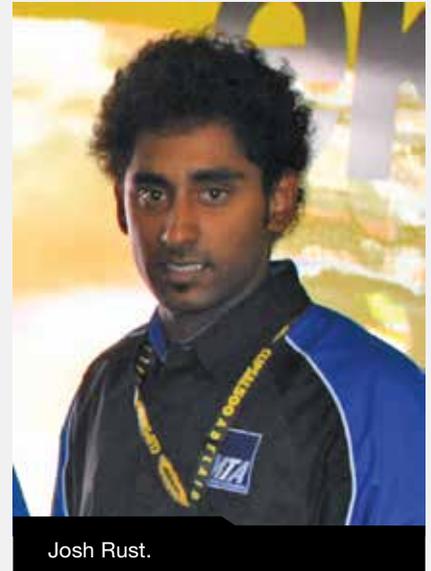
"If you do well at the Clipsal 500, your efforts and hard work will be noticed," Josh said.

"The owner of Dumbrell Motorsport took me on when I was qualified because he knew that I was a hard worker and had a good attitude."

Although Josh is working as a mechanic in another field at the moment, he hopes to be back in the automotive game at the end of the year.

"I hope to be involved with a race car team in Adelaide," he said.

"It would be great to travel to and from their workshop in my home town."



Josh Rust.



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The Motor Trade Association of South Australia (MTA) has signed a partnership with solar panel business Tindo Solar.

The partnership supports the MTA's commitment to promoting environmental awareness.

Tindo Solar is an industry specialist with all panels regularly tested to ensure they are of the highest possible quality.

Richard Inwood, Manager of People and Business at Tindo Solar said solar panels are a smart investment for MTA Members.

"When you get an energy bill you pay it, but have nothing to show for it afterwards," Mr Inwood said.

"Tindo Solar does not just sell the solar panels, but the energy as well.

"The initial expense pays itself off overtime using the sun's energy.

"MTA Members in the retail automotive industry, whether its dealerships, repairers or independent service stations can all cut corners on how much power they use, simply by using their roof instead," he said.

Tindo Solar also supports Australian business and jobs, with the panels made onsite at their Mawson Lakes location.

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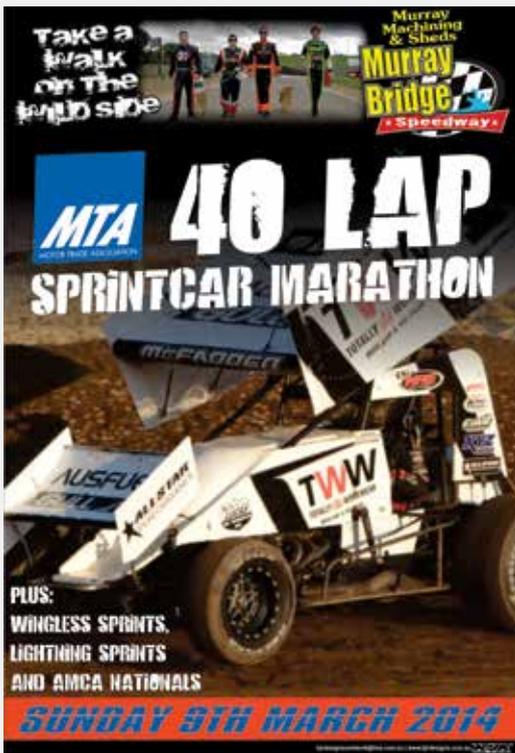


Tindo Solar is helping keep valuable manufacturing jobs in South Australia.



Richard Inwood.

MTA SPRINTCAR MARATHON AT MURRAY BRIDGE SPEEDWAY



Wingless Sprint racer Jarman Dalitz.

The MTA 40 Lap Sprintcar Marathon was held at the Murray Bridge Speedway on March 9.

It was a night of full-on entertainment with the Wingless Sprints, Lightning Sprints and AMCA Nationals adding to the thrills

and spills.

However, the main event, the MTA 40 Lap Sprintcar Marathon was the talk of the evening.

An eventful race, only nine of the 20 cars which started the race saw the chequered

flag, with nearly all non-finishers being involved in major accidents.

Trevor Green led home the field in the MTA 40 lap Sprintcar Marathon, and came out as the winner.

After failing to transfer from his heat race, Green had to fight his way from the starting position of 12, and found himself in the lead with only a handful of laps remaining.

An eventful race, only nine of the 20 cars which started the race saw the chequered flag, with nearly all non-finishers being involved in major accidents.

Second across the line was former race champion Luke Dillon, who charged from the back after being involved with an incident on the opening lap.

Brad Keller claimed third ahead of an elated Leith Ahlfors. Chad Ely rounded out the top five with Dan Pestka, Steven Caruso, Terry Pitt and Brendan Quinn the other finishers.

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TIME'S UP FOR "CLOCKING"



By Dini Souli, Deputy Commissioner
Consumer and Business Services.

Winding back an odometer has to be one of the oldest tricks in the book when it comes to dodgy used car practices. So much so that you'd think people wouldn't even try it anymore.

But a recent operation by Consumer and Business Services and SA Police has uncovered what's alleged to be a million dollar operation to wind back odometers on high-end vehicles.

On April 16, South Australia Police arrested five men and seized 23 vehicles in connection with an investigation into the winding back of odometers on second hand cars.

Police raided six properties in Adelaide as a result of a criminal investigation, in conjunction with Consumer and Business Services (CBS), which had been running since February.

The initial investigation was triggered after a consumer complained to CBS that the odometer on a luxury car he had recently bought appeared to have been wound back.

A targeted intelligence-led operation ensued, which showed a pattern of odometers of high-end vehicles being wound back, often well in excess of 100,000 kilometres.

The matter was referred to SA Police who undertook a criminal investigation into the conduct of a number of licensed and unlicensed used car dealers.

In total police seized 23 vehicles (including four Mercedes, four BMWs, four Holdens, three Toyotas, a Range Rover and a Volvo), computer equipment, odometer manipulation equipment and cash. Five firearms and ammunition were also seized.

The five men arrested were charged with conspiracy to defraud and participating in a criminal organisation. The men are: a 22-year-old from Colonel Light Gardens, a 63-year-old from Kingswood; a 66-year-old from Prospect; a 66-year-old from Greenwith and a 65-year-old from Parafield Gardens.

The police inquiry is ongoing and further charges may be laid.

CBS advises people to take precautions when buying a used car to protect themselves from this sort of unscrupulous activity:

- Compare the vehicle's odometer reading against any available records, including, service records, safety certificates, log books or previous sales contracts.
- Obtain a professional inspection by your state automotive club or Motor Trade Association.
- Beware of vehicles with low kilometres for their age and condition.
- Buy through a licensed dealer.

mtaasuper.com.au



MTAA
SUPER



THE INDUSTRY SUPER FUND FOR THE AUTOMOTIVE INDUSTRY.



Follow us on facebook: **MTAA Super Pathways** for news on careers and employment.

Motor Trades Association of Australia Superannuation Fund Pty Ltd (ABN 14 008 650 628, AFSL 238 718) is the Trustee of MTAA Superannuation Fund (ABN 74 559 365 913). You should consider whether or not MTAA Super is appropriate for you. The MTAA Super Product Disclosure Statement (PDS) can be obtained by calling us on 1300 362 415. You should consider the PDS in making a decision.



CLASSIFIEDS

A Free Advertising Section For MTA Members

AVAILABLE FOR LEASE

Automatic Transmission Business
Location: Southern Area
Phone: 0417 884 853 for more details

EMPLOYMENT OPPORTUNITY

WSB Distributors, a multi franchise dealership at Clare seeks an Admin Manager with proven accounting, computer & communication skills. Able to handle competing deadlines, multiple tasks & be well organised.
Applications with CV to: Trevor Fairchild, Manager WSB Distributors Box 235 CLARE SA 5453 tfairchild@wsb.com.au

Motorcycle Technician - Full time
Full time Motorcycle Technician required for busy Kawasaki dealership at Gepps Cross South Australia. Excellent working conditions, modern, clean and organised. Opportunity for further training and skills. Air conditioned workshop. Salary negotiable \$45,000 - \$54,999.
Apply now to join our Family.
Evan Byles SA Motorcycles
managers@samotorcycles.com.au
08 8359 0100

QUALIFIED DIESEL MECHANIC
KADS Truck N Diesel, Angaston, Barossa Valley. Specializing in Servicing, maintenance, major overhauls and problem diagnosis on Trucks, Buses and 4WDs. Large workshop, excellent conditions
Phone: 08 85642470
Email kads@kadstruckndiesel.com.au

Duttons in Murray Bridge are seeking an experienced Automotive Service Manager who will create a superior customer service experience for our customers. For more details, please email tbormann@duttons.com.au

Repco Authorised Service has positions available for Mechanics & Managers. Experienced and/or qualified. Work near home. 23 sites around Adelaide. Looking for a change? We offer benefits above the award. Great career opportunities.
Email RSmith@Repco.com.au

WANTED TO SELL

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

Labor Hot/Cold pressure cleaner
LKX1310XP.
Hot water circuit not working, cold pressure works fine. \$1100 inc GST (firm) Contact Phil on 0408854786 or email sebmach@bigpond.com

Disc Brake Lathe VGB 50-310 On car disc brake lathe machine for sale. Lathe comes with hub attachments, which will do most common vehicles. Older machine in good working order. Great way to make more money for your workshop.
\$1800 ono Phone Jeff 0415318048

2010 model Kia K2900 Diesel Truck Only 52,000km In perfect condition, low load height. Service history, surplus to our needs \$25,990 ph 0409 675 389 or email sales@victormotorcycles.com.au
MVD 148494 reg no. S883-AKO

Mechanical Repair, Est 28 years, current owner 26 years. Very well equipped inc. 3 hoists + scissor lift, Bosch FSA + KTS, G Scan, tyre change / wheel balancer, Air / Hyd press + suspension tools. Air cond service repair equipment + brake lathe. Long term employees. Sought after, South Coast location. Freehold available - 440sqm. Shed + 3100sqm. Land.
Phone Danny 0438524106

PK or PJ Ranger 5x Steel Rims 15" x 6.5" including 4x centre caps. With 5x Dunlop AT22 Grandtrek Tyres - 235/75/15. 1x brand new (was spare) 4x 50% wear. Tyres normally \$276 ea new. Will sell the lot for Slashed to \$650 Ring 0438663569

Slipway to launch large boats. Located on river at Renmark. Steel structure on wheels with wooden beams. Includes rails and sleepers. Owner will help to dismantle. Can email photos on request. \$2000
Phone 0422897007
Email chigmtrs@bigpond.com

APP.1970 Chassy Repair Machine Mayreck
Contact Any Good Offers Western Crash Repairs 52 Byre Av. Somerton Park Sam Roccatti 0882942477 OR 0418816902

Farm machinery business for sale, specialising in seeding and tillage machinery, situated in a town with all amenities, good family business, available as freehold or lease hold, some vendor finance available.
Contact Colin Butcher 0428604922
email: colin.butcher@bigpond.com
From eastern Eyre Machinery Rudall Road Cleve Box 83 Arno Bay 5603

BEISBARTH Microliner 4600-8 Eight Toe Wheel Aligner Inc Front Plate, Steering & brake lock. Good Condition.
Contact Bob Riverland Tyrepower Renmark 8586 6142
0428 951 207

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.
Free Car Pick Up Grand Auto Wreckers - Nissan & Datsun specialists
www.grandauto.com.au or call 8382 6066

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

To include a free classified in the May/June 2014 edition of *Motor Trade*, email your listing of no more than 50 words to admin@boyley.com.au or fax 8212 6484 by 17th June 2014

INSIDE THE MTA...

Position: Communications Coordinator

The best thing about my job is: Meeting new people

My dream car/motorbike is: Black Range Rover

My favourite food is: Mexican

My favourite drink is: James Squire Cider

The football team I support is: St Kilda

My favourite sportsperson is: Rafael Nadal

My perfect Saturday night is: Drinks with friends

The person I would most like to meet is: Albert Einstein

My last holiday destination was: Melbourne

If I had to take three things to a deserted island I'd take: A cute boy, sunscreen and matches

My favourite film/TV show is: Game of Thrones

My favourite actor is: Bradley Cooper

The last album I listened to was: Imagine Dragons – Night Visions

My biggest fashion mistake was: Matching green tracksuit

If I won a \$1,000,000 I'd spend it on: A holiday for my parents and myself, support for the AIME Program (Australian Indigenous Mentoring Experience) and a house

If I had 24 hours to live I would: Spend it at the beach with family and friends, eating good food!



Name:
Jenna McLennan

EVENTS CALENDAR

MAY – JUNE 2014



- May 5 Upper Spencer Meeting
- May 5 – 7 HEV & BEV Training
- May 6 BRD (Body Repair Division) Meeting
- May 6 MIASA (Motorcycle Industry Assoc of SA) Meeting
- May 9 APRD (Auto Parts Recycling) Meeting
- May 12 – 13 Forklift License Course
- May 12 – 13 Wheel Alignment Training
- May 12 APRAA (Auto Parts Recyclers of Aus) Meeting
- May 13 AARA (Aus Automotive Repairers Assoc) Meeting
- May 14 AADA (Aus Automobile Dealers Assoc) Meeting
- May 14 Service Station Division Meeting
- May 20 GTS Board & Board of Management Meeting
- May 26 Upper North Meeting
- May 29 Riverland AGM
- June 2 – 4 SRS Airbags Course
- June 3 Lower North Meeting
- June 11 LVD (Licensed Vehicle Dealers) Meeting
- June 12 APRD (Auto Parts Recycling)
- June 16 Central (Adelaide Hills) AGM
- June 17 GTS Board & Exec Committee Meeting
- June 25 CVIA (Commercial Vehicle Industry Assoc) Meeting
- June 23 – 27 HEV & BEV Training

SECURE KEY MANAGEMENT

KEY TRACKER



THE BENEFITS ARE SIMPLE...

- Saves money – no lost keys
- Only authorized staff can access keys
- Organised layout – all keys are kept in one place
- Ensures you always know who has which set of keys
- Modular system gives total flexibility for expansion

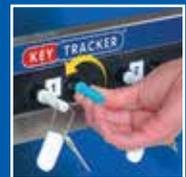
The Keytracker system is the simplest and most cost effective key management system currently available. Ranging in size from single units, 5 capacity then in multiples of 5 up to a maximum of 300 keys, the Keytracker system is Ideal for Auto & Motor Cycle Dealers, Security Companies, Police, Hospitals, Schools...or anywhere where lots of keys are handled by lots of staff where the chance of misplaced or lost keys is high.

For more information visit www.autotag.com.au or call us on 1800 814 716

Getting a key is as easy as 1 2 3



1 Insert your personal colour coded access peg...



2 Twist to release the desired key...



3 Remove key! Access peg cannot be removed until key is returned

NEED A SKILLED APPRENTICE?

MTA
MOTOR TRADE ASSOCIATION

**MTA Group
Training
Scheme
can help!**



www.mta-sa.asn.au or 8241 0522

WEB DESIGN TRENDS FOR 2014

By Tim Boylen, Managing Director, Boylen

With the evolution of the web, digital design trends and techniques also continue to evolve. Last year saw major trends in web design that further enhanced user experience possibilities. From visually flat to parallax web design, 2013 saw digital experiences come to life in a whole new way.

Web Design Trends

Web design plays an important role in creating a positive online presence. Having a web design that enhances user experience and provides easy navigation will improve your results, which are generally to get a visitor to take a certain action. Below are the web design trends that will rule 2014.

Single Page Design

Single page websites will continue to grow in popularity throughout 2014. With mobile web consumption hitting all-time highs, single page web experiences help bridge the gap between fixed width and responsive design, eliminating the need to navigate between pages – a nightmare for those of us with terrible eyesight. Instead, single page design makes it easy for a web visitor to navigate an entire site with a touch and/or swipe.

On the flip side, if your looking to drive maximum SEO results via your website, a single page approach may not be the best option.

Responsive Design

In a quest to provide the “ultimate” user experience, responsive web design reigns king. A well designed (and built) responsive user experience allows your companys digital brand to be presented consistently and seamlessly not just on your desktop computer, but any device, from tableto mobile.

Responsive design has become the standard. With mobile and tablet web viewing on the rise, responsive design ensures your website displays perfectly for different types of visitors, no matter what device they are on

Flat Web Design

Flat web design refocuses the attention on your content, messaging and calls-to-action. Do away with unnecessary decorations, shadows, overpowering textures, heavy gradients, and three-dimensional effects that only distract the attention of your audience. Instead, bring simplicity to your website using a cleaner and clearer, flat web design.

Flat design enhances the user interface and lets your web pages load quickly. It helps to create negative space, reducing clutter to let your message breathe. If you want to say more with less, flat web design is the choice for you.

Parallax Scrolling

Looking for a wow-factor for your website? Let parallax scrolling bring it to life. Through the use of independent layers, parallax design provides depth and animation to help engage visitors and create an immersive user experience. Although not the best option when going responsive or focused on SEO, parallax is ideal when looking to tell a visual story in a dynamic way.

Typography

Say goodbye to Georgia, Helvetica, Times New Roman, and Arial. To make an impact, you need to employ fonts that are readable, attention grabbing and easy on the eyes. Using higher quality fonts will also enhance user experience and improve visibility for users of tablets and smartphones.

Contact: Tim Boylen
tboylan@boylen.com.au or 8233 9433.

SERVICES TO MEMBERS



MTA Group Training Scheme

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

Discounted Post-trade Training

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

MTA Printing and Stationery

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

Fair Work Act

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

National Representation

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



SGIC Business Insurance

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



Commonwealth Bank

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



Capricorn Society Ltd

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



MTAA Industry Superannuation Fund

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 or contact the Customer Service Centre on 1300 362 415."



Bupa

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



The Qantas Club

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



Working Capital Finance

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



Access-OCAR employee assistance program

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



Fusion Business College

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



Prestige Wash Systems

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



Teng Tools

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



Southern Cross Personnel

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



Costa Pericles Consultancy (CPC)

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



Boylen

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



Kemps Nation Debt Recovery

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



Wicked Consulting Business Improvement Advisors

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



BDO

BDO is one of the largest full service accounting and advisory firms in Australia. At BDO we are committed to the automotive industry, having provided a broad range of services to a wide range of clients in the industry for over 30 years, and now look to extend that to MTA Members. Contact Tim Pullman T: (08) 7324 6107 E: Tim.pullman@bdo.com.au W: 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 8162 5655

Endorsed by MTA

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

MOTORCYCLE REGISTRATIONS

SOUTH AUSTRALIA - YEAR TO DATE: JANUARY 2014

	This month	2014	%	2013	%
APRILIA	7	7	2.22	6	1.82
BAOTIAN	11	11	3.48	2	0.61
BENELLI			0.00	7	2.12
BMW	10	10	3.16	8	2.42
BOLWELL	7	7	2.22		0.00
DAELIM			0.00	2	0.61
HUSABERG	1	1	0.32	5	1.52
CF MOTO	3	3	0.95		0.00
DUCATI	3	3	0.95	11	3.33
HARLEY DAVIDSON	39	39	12.34	34	10.30
HONDA	84	84	26.58	49	14.85
HUSQVARNA			0.00	1	0.30
HYOSUNG	6	6	1.90	4	1.21
KTM	14	14	4.43	11	3.33
KAWASAKI	27	27	8.54	58	17.58
KYMCO	2	2	0.63	5	1.52
INDIAN	2	2	0.63		0.00
MOTO-GUZZI	1	1	0.32	1	0.30
MV AUGUSTA	5	5	1.58		0.00
PIAGGIO	13	13	4.11	10	3.03
LONGJIA	3	3	0.95		0.00
SUZUKI	30	30	9.49	37	11.21
ROYAL ENFIELD	2	2	0.63		0.00
TRIUMPH			0.00	14	4.24
TGB	1	1	0.32	6	1.82
VESPA	4	4	1.27	5	1.52
VICTORY			0.00	2	0.61
VMOTO			0.00	3	0.91
YAMAHA	37	37	11.71	23	6.97
OTHERS	4	4	1.27	26	7.88
TOTAL NEW REGISTRATIONS	316	316	100	330	100.00

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

NEW VEHICLE REGISTRATIONS

SOUTH AUSTRALIA - YEAR TO DATE: FEBRUARY 2014

2014 (20 Working Days)	2014 (20 Working Days)					2013 (20 Working Days)					
	Make	Sedan	Wagon	Comm.	Total	%	Sedan	Wagon	Comm.	Total	%
ALFA ROMEO	10				10	0.19	2			2	0.04
AUDI	25	29			54	1.00	22	31		53	1.02
BMW	29	38			67	1.24	31	29		60	1.16
Mini	10	4			14	0.26	5	1		6	0.12
TOTAL BMW	39	42	0	0	81	1.50	36	30	0	66	1.27
CHRYSLER	3				3	0.06	9	3		12	0.23
CITROEN	2				2	0.04	5			5	0.10
DAF					0	0.00				0	0.00
DODGE		6			6	0.11		4		4	0.08
FIAT	21	5	1		27	0.50	4		1	5	0.10
FERRARI	1				1	0.02	1			1	0.02
FORD	267	106	134		507	9.38	177	94	137	408	7.86
FREIGHTLINER			3		3	0.06			10	10	0.19
GREAT WALL		1	7		8	0.15			13	13	0.25
HOLDEN	384	228	134		746	13.81	434	172	131	737	14.19
Isuzu		12	82		94	1.74			60	60	1.16
TOTAL GMH	384	240	216	0	840	15.55	434	172	191	797	15.34
HONDA	87	57			144	2.67	154	51		205	3.95
HYUNDAI	259	112	31		402	7.44	264	118	23	405	7.80
INTERNATIONAL					0	0.00				0	0.00
IVECO			5		5	0.09			8	8	0.15
JAGUAR/DAIMLER	3				3	0.06	5			5	0.10
JEEP		96			96	1.78		88		86	1.66
KENWORTH			11		11	0.20			9	9	0.17
KIA	70	68			138	2.55	90	43		133	2.56
LAND ROVER	1	22	1		23	0.43		24	1	25	0.48
LEXUS	13	3			16	0.30	8	3		11	0.21
MACK			5		5	0.09			6	6	0.12
MAN			1		1	0.02			2	2	0.04
MAZDA	386	120	54		560	10.36	365	91	72	528	10.17
MERCEDES	63	9	6		78	1.44	42	14	10	66	1.27
Smart					0	0.00				0	0.00
TOTAL MERCEDES	63	9	6	0	78	1.44	42	14	10	66	1.27
OPEL	5	4			9	0.17	13			13	0.25
mitsubishi	142	163	115		420	7.77	101	129	182	412	7.93
NISSAN	70	94	69		233	4.31	107	114	93	314	6.05
PEUGEOT	4	7	1		12	0.22	9	3		12	0.23
PORSCHE	10	3			13	0.24	1	5		6	0.12
PROTON	9	1			10	0.19				0	0.00
RENAULT	32	6	12		50	0.93	7	4	7	18	0.35
ROVER/R.ROVER		20			20	0.37		25		25	0.48
SAAB/SCANIA			3		3	0.06				0	0.00
SKODA	3				3	0.06	4	8		12	0.23
SSANG YONG		2			2	0.04		2		2	0.04
STERLING					0	0.00				0	0.00
SUBARU	86	122			208	3.85	69	127		196	3.77
SUZUKI	107	15	4		126	2.33	107	39	1	147	2.83
TOYOTA	424	289	270		983	18.19	351	308	287	946	18.21
Hino			11		11	0.20			17	17	0.33
TOTAL TOYOTA	424	289	281	0	994	18.40	351	308	304	963	18.54
VOLVO	5	7	12		24	0.44	2	15	6	23	0.44
VW	134	51	43		228	4.22	90	47	31	168	3.23
WESTERN STAR			5		5	0.09			11	11	0.21
OTHERS	2	1	17		19	0.35	1	5	14	20	0.39
TOTAL ALL VEHS.	2667	1700	1036	0	5403	100.00	2480	1595	1119	5194	100.00
DAILY RATE	133.35	85.00	51.80	0	270.150		124.00	79.75	55.95	259.70	



HONDA

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

Call 8294 3444

Dave Potter
HONDA

141 Brighton Road Glenelg South 8294 3444

Take your Business Mobile



Boylen +

P (08) 8233 9433
A Level 3, 47 South Tce, Adelaide SA

boylen.com.au

DEVELOP YOUR ROAD MAP FOR FUTURE SUCCESS

By Tim Pullman, Partner – Automotive, BDO



1. Develop your road map for your future success

“Before everything else, getting ready is the secret of success.” Henry Ford

Are you utilising business opportunities to the fullest? Do you have a clear vision of what you want to achieve? Do you have a written business plan?

87% of South Australia's fastest growing businesses have written business plans that they review on a regular basis. With over one-third experiencing over 100% on average growth over 3 years, there is a definite correlation between business planning and business success!

Planning for the future of your business takes time and effort, but it is worth it. Good planning is essential for long term growth and should be at the heart of all business management. In order to get the most value from your plan, the process should examine the entire business in detail.

2. Developing your plan

The main purpose of any business plan is to identify where the company wants to be and how it intends to get there. Planning involves a systematic examination of the company's resources and operations in the light of market conditions. The planning process assists you to identify the strengths and weaknesses of your business and to develop a realistic and workable way forward.

What are the biggest opportunities and threats to your business? What is the market doing and who are your main competitors? What do your clients expect and desire and what are your main financial goals?

A strategic plan and vision considers

different scenarios. By envisioning those different scenarios and analysing them thoroughly our advisors can define which scenario is the most viable one for your company. Setting your thoughts down on paper and thinking through all the alternative options will give you the opportunity to make any mistakes during the planning stages, rather than in the marketplace.

Once completed, your business plan should have a positive impact on your business by helping you move confidently towards your goal. You will be able to use your business plan to monitor your business activities, with the development of key performance indicators and identify the appropriate steps to improve performance at every stage.

What do you want to achieve and where do you want to be in one, two or five years' time?

Document your strategy (even if informally), which will help yourself and your team stay accountable...

“Once completed, your business plan should have a positive impact on your business by helping you move confidently towards your goal.”

3. Communicating your vision

The development of well-defined business goals is an important step in moving your organisation in the right direction but an integral part of a successful strategy is

the clear communication of this strategy to your own team. A strategy that is not supported by your team will be rendered useless in reality.

When businesses strategically plan and your vision is clear, you can translate it into a thorough and well-written business plan, clarifying to everybody in which direction you want the company to go and how they fit into achieving the goals.

4. Review

Your route is not set in stone; there can be detours along the way! Once your plan has been prepared, there is a temptation to regard it as fixed and unchangeable. In fact, it is not a fixed document but should change as the business grows and develops. Reviewing your plans on a regular basis, say every six to twelve months, will help you make adjustments for changes in the business and its marketplace.

In addition, regularly reviewing the plan enables you to measure performance, so that you are strategically placed to respond to issues, market changes and opportunities. If the business cannot realistically achieve the objectives set for itself, the plan and the objectives will have to be revised. During the lifetime of the plan, you should use it to monitor and progress activities within the company, comparing actual results against planned objectives and making adjustments as necessary.

Poor planning is the business that plans not to plan...getting started is a positive step in the right direction to achieving business success!

If you need assistance developing your business plan, contact a BDO adviser today for some tools and tips for strategic planning.

REGIONS AND DIVISIONS

South East Country Zone Meeting

The South East Country Zone held their meeting on April 7 at the Lakes Resort in Mt Gambier, with Chairman Peter Roberts welcoming the 12 Member businesses and their partners to the first meeting of 2014.

Members were provided with a presentation by Divisional Manager, Peter McMahon about the current activities of the Association and details of the business plan for 2014/15.

Commonwealth Bank Business Development Executive, Dale Dawson detailed the latest offers from the MTA's major business partners, including the Alliance Partner Plus program and the Eftpos Merchant deal. The Alliance Partner Plus program provides Members with a large range of products and the Eftpos Merchant deal provides MTA Members with excellent rates on their transactions.

Lyndal Riddell from MAAP detailed the Mentor Advisor Apprentice Program for Members, a program which provides assistance and guidance to MTA apprentices.

This was the last South East Country Zone meeting for long-standing MTA Member Robert Childs from RK & Y Childs. Robert's business has been a Member for over 38 years, and the South East Zone Members wish Robert all the best in his retirement.



(L-R) Lyndal Riddell, Chris Searle, Don Searle and Grant Bowden.



(L-R) Peter Roberts wishes Robert Childs all the best in his retirement.

MTA-NT Launches AMBRA Shop Grading

Acting Australian Motor Body Repairer Association Chairman Jeff Williams was invited to Darwin to address repairers from across the Northern Territory to launch AMBRA's National Shop Grading Program.

MTA-NT Executive Director Peter Donovan spoke to the industry about the overdue need for change. He highlighted that the industry was undergoing rationalisation, and part of this change was the need for the industry to draw a line in the sand and to adopt a minimum standard.

As discussed so many times before the repair industry is required to be more diligent in meeting today's high repair standards needed to repair today's modern vehicles.

With constant development of new materials and repair methods for vehicles, the industry needs to up-skill itself in a greater capacity than ever before.

The program, designed by repairers for the repair industry, is one part of an overall strategy for the industry that will see greater pressure applied to repairers to be fully equipped to repair vehicles correctly, for employees to be correctly trained in welding techniques and repair methods.

The AMBRA Shop Grading provides

business owners with a choice to choose where they see the level of their business and doesn't assume that all repair businesses should be of one standard. It provides an achievable time line, taking into account the need to plan for future capital needs and for business owners to provide Work Health Safety compliance as well as compliance in the area of environmental responsibility.

As all repairers are aware the industry has been changing quicker than it can adapt, with new insurer networks demanding better skilled, better equipped and better trained repair businesses, not to mention the insurance industry's constant demand for cheaper repairers.

CEO'S REPORT

By MTA-SA Acting Chief Executive Officer Tim Buckley



Cutting Red Tape in Vocational Education and Training

The March 15 State Election poll created a week of uncertainty as we saw a hung Parliament. The decision was left in the hands of Independent MP Geoff Brock, who delivered Labor the numbers to return for a fourth term.

In the lead up to the State Election, the MTA called on both sides of politics to support voluntary vehicle inspections, motorsport, the reinstatement of registration stickers, the cutting of payroll and land tax, proactive regulation for small business and the reduction of business red tape.

The MTA has a good relationship with the Labor Government and will continue to send clear messages about the consequences and pressures faced by all areas of our industry.

On April 10, the Labor Government announced that it will commission a review of red tape within the Vocational Education and Training system, including *Skills for All* and apprenticeships/traineeship arrangements.

This is welcome news for Members, and highlights the Government has acknowledged the reduction of business red tape is an issue that needs attention.

The review's scope will include:

- How to simplify administrative processes under Skills for All and the apprenticeship and traineeship system;
- How to simplify or remove duplication and overlap between data collection and reporting at a State and Federal level; and
- Potential savings to industry and training providers through the removal of red tape.

It will involve consultation with the Training and Skills Commission, Registered Training Organisations, TAFE SA and Industry/unions.

The MTA is pleased that the Labor Government has listened to feedback about the increasing burden of current Government reporting requirements, and the need for a simpler process for

“The MTA has a good relationship with the Labor Government and will continue to send clear messages about the consequences and pressures faced by all areas of our industry.”

businesses to access apprenticeships/traineeships.

We are hopeful that the net result of this review will lead to developments within the training sector that streamline administration practises, providing greater efficiencies and benefits for all employers and apprentices.

Clipsal 500

The MTA Motorsport Repair Team, a team which proudly consists of our own trainers and apprentices, was once again a success at the Clipsal 500.

MTA apprentices have been working in the Motorsport Repair Team at the Clipsal 500 since the event started in 1999, and it is fantastic to see they are still grabbing the opportunity with both hands.

The experiences and insights gained from being part of the Motorsport Repair Team, whether it was in the V8 Supercars teams or at the MTA tent, was priceless for our apprentices.

It was pleasing to see lots of positive feedback, with a letter of appreciation from a Clipsal 500 competitor highlighting how valuable the work performed by our apprentices was to professional racing teams.

MTA APPOINTS NEW CEO

The Motor Trade Association of South Australia is pleased to announce the appointment of Paul Unerkov as its new Chief Executive Officer commencing Monday 5 May 2014.

Paul joins the MTA with over 25 years of senior management experience, including extensive automotive knowledge and achievements gained from more than two decades with Mitsubishi Motors Australia Ltd and a number of those years part of the Executive Leadership Team.

MTA President Neville Gibb said the association is looking forward to the knowledge, guidance and leadership that Paul will bring to the MTA as its new CEO.

“The addition of Paul as our new CEO will ensure the MTA continues to be an important and relevant voice for the retail automotive industry in South Australia,” Mr Gibb said.

“His background as a senior manager in the retail automotive sector combined with his more recent consultancy experience, which focused on growing businesses and developing management teams, is critical for the MTA moving forward.

“Our industry, like the entire business community, continues to face many challenges, and with Paul’s guidance, the association and its staff will be able to continue to work for our members and help them successfully navigate the current economic climate.

The incoming CEO Paul Unerkov said



MTA President, Neville Gibb welcomes new CEO Paul Unerkov to the MTA.

he was excited by the opportunity to lead the MTA in an exciting new chapter for the association.

“The MTA is a respected association with an impressive history of providing the South Australian retail automotive sector a voice, especially with key public policies, and helping support its member businesses to reach their full potential,” Mr Unerkov said.

“I see the organisation building on that

foundation and continually improving to ensure we provide our members with the ideas, skills, development and opportunities they need to thrive into the future.

“I am looking forward to working with the team and MTA members to drive the sector forward as a vital part of the South Australian economy,” he said.

MTA-SA BOARD OF MANAGEMENT

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

AADA – Paul Page – Peter Page Holden Pty Ltd.

Auto Dismantlers: Ron Lewis – Glynde Auto Spares

Auto Repair & Engineering: Brian Weeks – Western Auto Repairs

Body Repair: Jeff Williams – Specific Prestige

Commercial Vehicle Industry Association: Vacant

Engine Reconditioners: Vacant

Farm Machinery Dealers: Colin Butcher – Eastern Eyre Machinery

Licensed Vehicle Dealers: Andrew Forrest – Lexus of Adelaide

Motorcycle Industry Association: Martin Guppy – Moto Adelaide Pty Ltd

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

Towing Services: John Jansse – Dial-a-Tow

Tyre Dealers: Vacant

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

Lower North Zone: Dale John – Ucal Pty Ltd

Mid North Zone: Vacant

Riverland Zone: Kym Webber – Waikerie Crash Pty Ltd

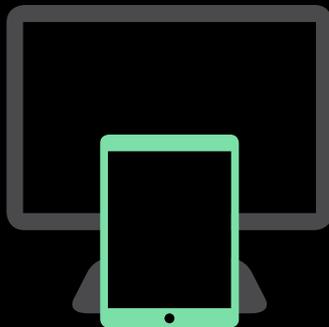
South Eastern Zone: Peter Roberts – OG Roberts & Co

Southern Zone: Danny Shane – South Coast Auto Repairs

Lower Eyre Zone: Robert Duns – Duns Bros Nominees Pty Ltd

Upper North Zone: Vacant

Upper Spencer Gulf: Tracy Butler – Butlers Mechanical



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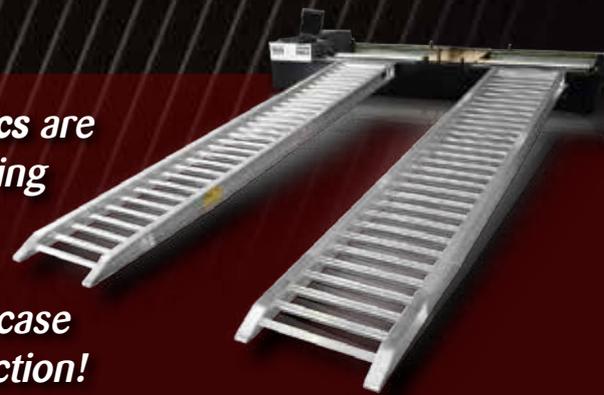
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