

March / April 2014

MOTOR TRADE

Official magazine of the Motor Trade Association SA/NT

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State Election Special Edition



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MARCH 15 STATE ELECTION



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NO WINNER OF OUR DECEMBER COMPETITION FOR A \$50 ACCOUNT CREDIT

Sadly, there were no correct entries received in our December competition to win \$50. The correct answer was 'Phil'. Despite a lot of entries being received, nobody hedged their bets with multiple entries to cover all of our staff!



EQUIPE'S NEW HOME!

After 20 years in Melrose Park, *Equipe Automotive* is moving to a new home. The new warehouse and office facility, literally right around the corner from our current location, is double the size and offers far more storage space, car parking and area for a proper showroom. Direct sales will happen from a trade counter on the western side. We anticipate being open for business at the new location on the 17th of March.



FEATURED PRODUCT OF THE MONTH

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The leaders face off for the State election.



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PRESIDENT'S REPORT

By MTA-SA President Neville Gibb

Is Toyota's closure the final nail in the Car Manufacturing Coffin? Or can we reinvent ourselves?

I am not surprised with the mid-February announcement from Toyota that it would cease manufacturing vehicles in Australia. The writing was on the wall last year when Ford announced it would cease its Australian operations. It has been a relatively quick demise to a long and painful fight to keep car manufacturing in Australia.

Toyota did not stand a chance to remain in Australia due to the diminishing economies of scale in the industry. There was just not the critical mass needed to build mid-range family cars at a competitive price point in Australia. Let alone the lack of export potential for many of the Australian built vehicles.

With this news, the subsidiary component manufacturing sector will need to consolidate. We will not be able to sustain the current 50,000 plus workforce in this sector or the number of smaller businesses. There are a small number of businesses in the sector that had the foresight to forge new business plans to include sustainable niche and export markets and as such they will likely have only a minimal impact on their operations. There are large numbers of component manufacturers whose business was largely or entirely geared towards the domestic car manufacturing sector. It is these businesses and workers that we must now support as best we can. If businesses do

indeed close, and reality is that a number will, we need solid retraining and support packages in place.

But I would like to think that not all is lost.

As I have mentioned previously in my columns, we have built a vehicle manufacturing sector over decades, and we have some of the best skilled workers in the world. Whilst the final product will no longer be built in Australia, it does not mean we need to lose component manufacturing capabilities in its entirety.

It is easy to look the economic climate,

“We need to combine our engineering history, with our ingenuity and our ideas and think of what is next in the sector.”

the lack of funding and government support, industrial relations and other factors which are largely out of the manufacturer's control and say it's “all too hard”. But we are Australian; we are a nation of ideas and have a long proud history of ingenuity, of fighting when our back is against the wall and making something from nothing. It is time that this sector stands up strong and proud and fights for its existence.

However, we need to be realistic about where to from here. Vehicle manufacturing the way it was will never return to Australia. We need to change focus. We need to look at high-end manufacturing of niche

products. We need to combine our engineering history, with our ingenuity and our ideas and think of what is next in the sector.

Is it a high-end performance vehicle? Is it a low-cost tricycle/car? Is it a full electric vehicle? Is it driverless technology?

I don't know the answer, but I want to challenge the manufacturing sector to fight, to think outside the box and to reinvent itself. We have the skills, the work ethic, the passion and I dare say the ideas. We just need to be brave enough to go with it.

State Election

As you will see, this is our State Election special edition of *Motor Trade* and has been released so that you can see what each party is offering for our industry in the lead-up to the State Election.

We have continued to be vocal on many issues, none more important than vehicle inspections. For the first time it feels like there is a genuine interest in this issue, and that we can finally move towards an inspection scheme albeit a voluntary one. But this is an important step which we are now working on with key stakeholders in the background.

There are also a number of other key platforms we have been working on, and you will notice some of them in here. I would like to commend the work of the MTA staff who have been leading these issues for us and whatever the outcome on election day, we can be pleased as an Association that our Members' voices were heard.





“Toyota did not stand a chance to remain in Australia due to the diminishing economies of scale in the industry.”



South
Australian
Labor

JAY WEATHERILL

Ensuring we have a safe, sustainable and well-managed road network is a paramount concern for the State Government. That is why we have undertaken record investment in our transport infrastructure over the past 12 years.

This has included building new and upgraded roads across South Australia. We have built the Max Fatchen Northern Expressway, the Port River Expressway and the Bakewell and Gallipoli underpasses. We have also upgraded the Sturt and Dukes Highways.

Work underway will deliver the South Road Superway, a duplicated Southern Expressway and works have begun on the Torrens to Torrens upgrade of South Road.

Along with advancements in vehicle technology, lower speed limits and a focus on the 'fatal five' – inattention, wearing seat belts, speed, dangerous driving and drink and drug driving – our road building has helped to reduce our road toll.

South Australia's annual road toll has been the lowest on record in the past two years.

But one life lost is one too many and we need to constantly strive to look for new ways to prevent death and serious injury on our roads.

The South Australian Road Safety Strategy 2020 – Towards Zero Together - sets a target to reduce serious casualties by at least 30 per cent - to less than 80 fatalities and less than 800 serious injuries by 2020.

We know that the MTA has concerns about unroadworthy vehicles being sold in South Australia, the impact this could have on road safety and the need for an inspection scheme.

We believe that vehicle inspections should remain voluntary before a vehicle is sold. Rather than adding to the red tape that consumers face, and to support car owners who seek a vehicle roadworthy inspection, the State Government is working on a voluntary vehicle inspection scheme at the change of ownership.

This will provide consumers with the opportunity to seek out an accredited business to inspect a vehicle prior to purchasing it.

We have commenced this initiative by establishing a task force with representatives from the MTA, the RAA, and senior government officials to help formulate a policy framework.

This working group is establishing the criteria and other essential requirements required for a vehicle inspection scheme.

MTA members have an interest in broader State Government's initiatives to help businesses grow and create jobs.

In this year's State Budget I announced payroll tax concessions for small businesses, which effectively halved the payroll tax rate for businesses with a taxable payroll of less than \$1 million. This is part of the \$555 million less tax that taxpayers will pay this year as a result of the tax cuts we have made since 2002.

We recently unveiled the most significant reform of workers' compensation in more than 25 years.

The new WorkCover scheme will better assist injured workers to return to work and save registered businesses in South Australia about \$180 million per year.

Under the new scheme, average

WorkCover premiums for businesses in South Australia will come down to 2 per cent or less.

For example, a small business with 10 employees currently paying about \$12,500 annually on their WorkCover premium could expect to save about \$5000 under this scheme.

We want to maintain South Australia's competitive business environment, which already has lower business costs than Sydney, Melbourne and Brisbane.

We will continue to work with the MTA on initiatives that support a strong business sector and importantly, improve the safety and experience of road users.

This content was provided by the Office of Jay Weatherill.



STEVEN MARSHALL

The importance of the retail motor industry to the South Australian economy cannot be underestimated. It is a massive employer, providing jobs for some 30,000 people around the State and it turns over an incredible \$8 billion dollars every year.

It is a big player in our economy and, for South Australia to get back on track, we need this sector to be performing well.

Unfortunately, twelve years of Labor has been very tough for the MTA's 1100 members both in the city and across our regional centres.

Besides delivering the biggest debt and deficit in our State's history, Labor has also allowed us to become the highest taxed State in the nation and that impacts very hard on small business which is struggling to keep costs down, keep staff on and of course, stay competitive. It has been anything but easy.

Payroll Tax is a great example. Since the Labor Government was elected in 2002, Payroll Tax revenue has almost doubled despite repeated promises of reform. Clearly, that has not happened and this has been a real dampener on the productive capacity of our economy.

Payroll Tax is a tax on jobs. It's as simple as that. Business owners are being sluggish for employing new people and sluggish again for retaining current staff.

That is why, if elected, a Marshall Liberal Government will cut Payroll Tax.

We know that cuts must be undertaken in a manner that is affordable for taxpayers while also giving businesses the incentive they need to create jobs.

That is why a Marshall Liberal Government will raise the payroll tax threshold from \$600,000 to \$650,000 from July 2014, increasing each year to \$800,000 from July 2017.

Once fully implemented, these changes will mean more than 1100 businesses will no longer need to pay the tax and there will be solid savings for another 8000.

Importantly, this will also make us more competitive than most other mainland states and that can only be a good thing if we are to take the handbrake off our economy.

The State Liberal team is also very aware that the MTA has been campaigning for improvements in training and apprenticeship schemes and that is why I have been delighted with the response to two recent Liberal announcements in this area.

Our "Flexible Apprenticeships" package demonstrates our commitment to ensuring better opportunities for students by enabling them to "top up" their apprenticeship credits with subjects that are compliant with SACE.

This will free them up to set out on their career path earlier without being penalized later for not finishing high school. This flexibility also means students receive a full time apprenticeship income while studying SACE subjects.

They will use a voucher system to help cover the costs of after-hours classes at their choice of school or service provider, allowing them to graduate both from their apprenticeship and from SACE.

As an added extra for those employers

who are linked with the Critical Services Investment Program, a Marshall Liberal Government will provide a bonus payment to employers for every student who successfully achieves both these criteria.

We've also received very positive feedback from our proposal to introduce "Entrepreneurial High Schools".

We all know that the business leaders of tomorrow will come from the students of today. That is why it is so important to equip them with the entrepreneurial skills they need to create and drive the innovative businesses of the future.

Entrepreneurial High Schools will give them a head start.

If elected, a Marshall Liberal Government will create a pilot program with three dedicated special entry Entrepreneur High Schools. We will also work with the SACE Board to develop entrepreneurial subjects and further, to broaden out the current curriculum to provide specific business-related skills.

And finally, we will give these schools appropriate support so that they can benefit from entrepreneurs, business leaders and organisations who will contribute their knowledge, expertise and provide important mentoring.

I believe it is this type of clever thinking that will set our State up for the future. It will keep our young people here, and businesses will have the confidence to grow and prosper.

It is time for some fresh ideas and the chance for a better future.

This content was provided by the Office of Steven Marshall.

MTA CALLS FOR PROACTIVE REGULATION FOR SMALL BUSINESS

The MTA urges an incoming government to incorporate proactive self-regulation with funding for Work Health and Safety training for small business.

MTA President, Neville Gibb said small business should be provided with the knowledge and opportunity to regulate itself.

“The potential impact on small business must be considered and justified in new regulation,” Mr Gibb said.

“Small business comprises of 95 per cent of all businesses in South Australia, but it is difficult or impossible for small business to compete on a level playing field with large national chains that have negotiating power to drive their costs down,” he said

Funding and more practical support for small business to understand work health safety issues will help narrow the competitive advantage large national chains currently hold.

“Developing skills in hazard and risk management, workplace auditing and implementing work health safety issues at an individual company level will provide the practical skills small businesses require,” Mr Gibb said.

“Currently most small businesses do not deliberately try to evade their regulatory obligations. If they are noncompliant, it is almost always from lack of knowledge or expertise.

“An incoming government must move

“Small business comprises of 95 per cent of all businesses in South Australia, but it is difficult or impossible for small business to compete on a level playing field with large national chains that have negotiating power to drive their costs down”

from having the interests of small business in mind to actually providing practical ways in which the regulatory burden on these businesses can be minimised.

“An approach that is practical rather than rule-based will lead to a stronger small business sector and a stronger South Australian economy,” he said.



An incoming government needs to minimise the regulatory burden on small business.



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REVIEW OF SA TAX SYSTEM A MUST FOR AN INCOMING STATE GOVERNMENT



The MTA supports the move towards tax reform and recommends that the incoming State government undertake a comprehensive review of the SA tax system.

The State tax system has grown considerably with the creation of small, administratively intensive taxes. As a result, SA has experienced enormous real growth in Government revenue in the past decade and has the highest level of business tax in Australia.

MTA President, Neville Gibb, said current State taxes are ineffective and must become more efficient.

“Attracting investment and growing employment in the State is necessary to improve the business environment, and the key to this will be much needed changes to the State’s tax system,” Mr Gibb said.

“This State Election, it is important the tax reform acquires and maintains momentum.

“The MTA recommends that an ongoing joint Government Business Reference Group is established to ensure the tax reform is pushed forward.”

The MTA considers motor vehicle taxes and stamp duty on family business transfers as areas that require immediate attention in the tax reform.

“Motor vehicle taxes in South Australia are high by national standards, with stamp duty on motor vehicle transactions the highest of any Australian jurisdiction for cars priced at \$20,000 and \$30,000,” he said.

“This is reducing the number of car sales, making the State’s car fleet the oldest on mainland Australia.

“An old car fleet will have consequences, with issues in vehicle safety, emissions, fuel efficiency and reliability standards affecting the automotive retail industry.”

To increase car sales in the State, the MTA recommends motor vehicle taxes should be reduced and stamp duty on vehicle sales should be calculated in line with interstate practice.

The MTA also recommends that the stamp duty on family business transfers be immediately abolished, ensuring family businesses in the industry can continue to operate.

MTA PLEASED WITH MOTORSPORT ELECTION PLEDGES



The Motor Trade Association of South Australia is pleased that both sides of politics have listened and made pledges to support motorsport in South Australia if elected on March 15.

MTA President, Neville Gibb said motorsport was a vital part of the annual event calendar in the state and with more investment could see SA become the motorsport capital of Australia.

“Motor sport events such as the Clipsal 500 increase tourism, economic activity and general vibrancy in the State and we can build on this with the right vision and investment,” Mr Gibb said.

“It is clear that the MTA’s calls for a privately built motorsports park/precinct has finally been heard and acted on with both major parties committed to ongoing support and development of motorsport in South Australia.

“While both parties have different approaches, they both have merits, and will lead to South Australia having another park/

precinct which will enable us to attract more motorsports events.

“We are particularly excited about the plans to bid for a second V8 event to be held in regional South Australia.

“If this is realised, it will help further promote regional businesses and bring more tourists and their wallets to our state.

“But, we need to ensure that whoever wins comes 15 March, fulfils the promise, not only to see the venue built, but to then actively support in attracting more events, be it drag racing, motorcycles, classic cars or the plethora of other motor sports available on the calendar.

“They also need to consider options for off-road motor sport enthusiasts and look at appropriate facilities for both off-road car and motorbikes as well.

“If South Australia is truly going to become the motor sport capital of Australia, we need these words to be backed up by real action, and the MTA will be ensuring that the government elected on 15 March is accountable,” Mr Gibb said.

CLARIDGE HOLDEN COMMITTED TO SA WITH NEW REDEVELOPMENT



Open until midnight on weekdays, Claridge Holden lights up Unley Road at night.

Claridge Holden has recently completed a multimillion dollar redevelopment at its location in Malvern.

Jointly managed by Mike Claridge and Ross Fisher, the redevelopment upholds Claridge Holden's position as a high quality car dealership dedicated to the Holden Brand networks and up-to-date environments.

"Our redevelopment has been completed to improve the working environment for staff and the in-store experience for customers, while at the same time utilising new technology to reduce our impact on the environment," Mr Fisher said.

"The building is solar powered, lighting is LED, recycled oil is used for heating, the car wash is a new state of the art unit from Germany and virtually all functions of the building are computer controlled," he said.

The redevelopment has been a major accomplishment for both men during their time at Claridge Holden.

"The redevelopment has been part of the company planning for many years and we couldn't be happier with the results," Mr Claridge said.

"It is rewarding to see the pleasant environment we have created for our staff, our customers and the local community," he said. The dealership is a fourth-generation family business.

"Our redevelopment has been completed to improve the working environment for staff and the in-store experience for customers, while at the same time utilising new technology to reduce our impact on the environment."

"My grandfather, Fred Claridge started the business in 1929," Mr Claridge said.

"The business was passed down to Len Claridge, my father and Ross' father-in-law.

"Now Ross and I jointly manage it, and our children are employed here too," he said.

The dealership's long and proud history in the Australian motor industry is connected to Holden.

"The business officially became a Holden dealer in 1961, which makes Claridge Holden the oldest singly owned Holden Dealership in Adelaide," Mr Claridge said.

With over 40 years spent in the motor industry, both men agree the always changing business keeps their work interesting.



The redevelopment was architecturally designed to reduce Claridge Holden's carbon footprint, while also making it a pleasant and light-filled space for both staff and customers.



Michael Claridge (left) and Ross Fisher (right) are happy with the results of the redevelopment.

"There is always something new happening in the motor industry," Mr Fisher said.

However, both men saw Holden's recent decision to end manufacturing in Australia as a sad change.

"We were deeply saddened by the decision, especially for all the people employed there," Mr Claridge said.

"The impact felt by Holden dealerships is still to come, but we are confident in the Holden brand.

"Although manufacturing is moving offshore, the brand will remain in Australia along with its product line, service centres and parts supply."

The redevelopment has set the groundwork to build the business after Holden's decision to end manufacturing in Australia.

"We are confident in Holden's future in Australia, with new vehicles like the new VF Commodore being acclaimed as one of the best Holden's ever produced," Mr Fisher said.

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INDUSTRY WELCOMES FUEL REFORMS

By Deputy Commissioner Dini Souli



The State Government recently introduced a new Fuel Industry Code of Practice to address public and industry concern about the way fuel prices are advertised in South Australia.

Consumer Affairs Deputy Commissioner, Dini Souli, engaged with the Motor Trade Association of South Australia regarding the improved advertising practices for service station price boards, which provide greater transparency for motorists purchasing fuel.

“Under the new Code, service station signs must display the price of fuel, before any discounts or special offers are applied,” the Deputy Commissioner said.

“These changes provide consumers with clear and consistent information which

allows a quick and informed decision to be made before they proceed to purchase fuel.

“Prior to these reforms, the MTA had been advocating on behalf of its members about the practice of some outlets using their price boards to mislead and deceive motorists.

“The new price board requirement not only provides motorists with clear and unambiguous information but also facilitates fair competition between retailers in the South Australian fuel market.

“Consumer and Business Services (CBS) monitor the conduct of traders to ensure compliance with the Australian Consumer Law, to protect the interests of both traders and consumers.

“Since the Fuel Industry Code was implemented in January, CBS has undertaken in excess of 160 inspections,

visiting regional and metropolitan service stations to provide education and to ensure compliance with the Code.

“It is pleasing to see that all but one fuel operator was found to be adhering to the new laws with the one operator remedying the non compliance at the time of being spoken to.

“The State Government has worked with the MTA to develop petrol price reforms, which promote increased competition between the independent and supermarket fuel sector retailers and it is great to see these changes have been effective for both traders and motorists,” Mr Souli said.

For more information about the Fuel Industry Code visit www.cbs.sa.gov.au/petrol-price-board.html



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5 TIPS FOR DRIVING YOUR BUSINESS SUCCESS FOR 2014/2015

By Tim Pullman, Partner – Automotive, BDO

Are you prepared for the 2014/2015 financial year? BDO have developed 5 tips for driving your business success for the future.

1. Develop your road map for the future

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

Do you have a strategic plan for your business? You should. Your strategic plan is the road map for your business. How you get to your destination is your decision, but ensuring you adequately plan and are ready to implement are secrets to success. Ensure you map-out your business journey and anticipate the detours. Plan for growth and success, but also be aware of the exit ramp.

2. Look in the rear view mirror

“In the business world, the rearview mirror is always clearer than the windshield.” Warren Buffett

Looking back often paints a picture of where you’ve been and the targets you’ve hit!

Your Key performance indicators (KPIs) are your opportunity for review, to ascertain the speed at which you’re travelling and provide a picture of where you are.

Your KPIs need to be relevant, realistic

and above-all aligned with your strategic journey; review your financial performance, cash-flow, debtors and creditors. You need to be aware of how you are tracking in order to reach your business goals.

When reviewing your KPIs, you may identify that you need to pick up speed, or the realisation that you are travelling faster than the speed limit, the one that you set for your business.

3. Remain focused

Remaining focused can play a pivotal role in a business’ success. Some things are out of your control and often businesses put their foot on the break when there is uncertainty.

Remaining focused, knowing your business, knowing competitors and most importantly your market enables you to predict the road ahead. Know when to accelerate or when to hit the break. Don’t detour unless you know the way back to the planned route or your destination.

4. Identify opportunities

“If a window of opportunity appears, don’t pull down the shade.”

Tom Peters

Some of the most successful automotive businesses are not the fastest growing; they have been the most reliable, the most intuitive and smartest to market.

What is your route to market, are there any opportunities in the current economic climate? Sometimes you need to lift the visor to view opportunities; Growth, Market, Clients, Online drivers or perhaps Mergers and acquisitions...

When you identify an opportunity, take a calculated risk, conduct the research and due diligence then identify the appropriate route to market.

5. Make ‘service’ the centre of your business

No matter your business value proposition, excellent service in the automotive industry is key. If you look at the great automotive businesses and their value proposition, whether performance, price, relationship or emotional, customer service plays an integral role.

It is not rocket science, service has a major impact on long term success of any automotive business especially in current economic conditions. In a very competitive market space, service can be a real competitive advantage for smart automotive businesses.

In preparing for the 2014/2015 financial year, ensure that you are prepared, review your strategic plan and KPIs, remain focussed, identify opportunities, but above all know the true impact of service on your bottom line.

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APPRENTICE AWARDS 2014

MTA Training & Employment Centre Training Awards have been revitalised for 2014.

There are six major categories which will be awarded at our Graduation to be held in May 2014.

- **Bob Goldsworthy Award**
(open to 3rd & 4th Year Body Repair and Refinishing Apprentices)
- **Most Outstanding MTA Training Centre Student**
(open to 1st Year Students)
- **Most Outstanding 1st Year Apprentice**
- **Most Outstanding 2nd Year Apprentice**
- **Most Outstanding 3rd Year Apprentice**
- **Apprentice of the Year**
(Open to any current 4th Year Apprentice and 4th Year Apprentices completed between 1st April 2013 and 31 March 2014)

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Nominations must be recieved by the MTA on or before 31 March 2014



AWARD RECOGNISES 50 YEARS' DEDICATED TO MOTOR INDUSTRY

MTA Member Daryl Siggs has been named South Australia's CAMS Motor Sport Speed Official of the Year.

The Award recognises outstanding achievement as a motor sport official at a state or grassroots level.

Daryl's demonstrated dedication to his role, skill and knowledge of the motor industry and enthusiastic attitude saw the Collingrove Management Committee nominate him for the Award.

"He is a totally committed, popular, skilled, experienced and highly knowledgeable Official who is dedicated to motor sport," said Secretary of the Collingrove Management Committee, Daryl Warman.

"Most weekends he is at the track, at working bees or fundraisers.

"He demonstrates all that is good in motor sport," he said.

Daryl said he loves getting involved in motor sport in any way he can.

"His passion for the motor industry has spanned over 50 years through a variety of industry jobs and interests."

"I have been involved in road racing, trade work, the Official's roster, the organising committee at the Sporting Car Club of SA and have had roles as a fuel officer, pit exit officer and speed official at Mallala Motor Sport Park," he said.

Daryl's role as a speed official at the top of the hill at the Collingrove Hill Climb plays



Daryl Siggs.

an important role in the safety of all drivers.

"I control the cars on the track while there is a car going 100 kilometres an hour," Daryl said.

"It's an important job and I have been doing it for about eight years now," he said.

His passion for the motor industry has spanned over 50 years through a variety of industry jobs and interests.

"I have run two petrol station businesses, I have worked as an engineering repair and from 1986 I have had my own business, The Car Nut," Daryl said.

There is meaning behind the name The Car Nut.

"My accountant suggested the name to me, he said it was perfect because I am a car nut.

"I have always loved cars, especially my own 1962 Porsche.

"It is an original and one of the only non-restored of its time. "

Daryl has been a Member for 50 years and his Porsche also shares a long history with the MTA.

"Past MTA President Len Miller built the engine in 1974," Daryl said.

"He did a fantastic job, the engine is still going great."

Daryl's commitment to the motor industry is reflected through his long-term Membership with the MTA.

"I joined as an MTA Member in 1964, I was just 21 years old," he said.

"I was the original treasurer of the GTO.

"I can't believe how much it has changed and progressed over the years," he said.



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SOUTHERN CROSS PERSONNEL – NOT JUST AN INTERNATIONAL RECRUITMENT COMPANY

Southern Cross Personnel have been in partnership with the MTA for over two years, and have assisted Members through sourcing them with quality staff.

Although Southern Cross Personnel source a number of workers from overseas, they firmly believe in sourcing great Aussie talent wherever possible. They will reach out across Australia to find that one in a million.

If you need skilled tradesmen, panel beaters, spray painters, auto electricians, mechanics/diesel mechanics, administration assistants, salespeople and receptionists, Southern Cross Personnel can help!

Recently, Southern Cross Personnel successfully assisted a Member from a regional area in recruiting a panel beater. The Member had been searching without success for some time. However, this turned around after they contacted Southern Cross Personnel who sourced a candidate in Western Australia, organised an interview with the Member, and assisted with the wording for a letter of offer in less than two weeks. The end result: a candidate was found and ready to start work less than three weeks from the initial request for help.

Southern Cross Personnel also assisted a Member that was

struggling to find diesel mechanics with European brand specific experience. Southern Cross Personnel sourced candidates from the international market, assisted the Member in becoming a company who was allowed to sponsor workers from overseas and assisted the candidate in obtaining a 457 Visa that allowed the candidate to work in Australia.

In both cases, Southern Cross Personnel took the pain and uncertainty away from Members and handled all the steps in the process for them. All they had to do was one interview and issue a letter of offer.

In both cases, the Members' did not have to take their focus off the day-to-day running of their business. They also had the benefit of new experienced employees joining their teams.

Southern Cross Personnel can assist with the full recruitment service or selected parts of the hiring process, such as writing the advertisement, screening advertising response and reference checking. They can also tailor a recruitment and payment plan for MTA Members.

For further information please contact Southern Cross Personnel on 08 8357 1882.

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MTA ANNOUNCES FIRST FEMALE VICE CHAIRPERSON OF BODY REPAIR

Olivia Colangelo-Couch, joint General Manager of Premier Panel Services, is the new Vice Chairperson of the Body Repair Committee for 2014.

Olivia manages the day-to-day running of Premier Panel Services with her brother, Paul Colangelo, and said she has enjoyed her time on the Body Repair Committee over the years but is ready for a new challenge.

"I want to give something back to the motor industry and am looking forward to supporting the Chairperson, Jeff Williams," Olivia said.

"I accepted the nomination for the position because I am eager to have input into the industry, particularly in the areas of training and education.

"It is an area I am still really passionate about."

Olivia believes education should be a key focus in planning for the future in the motor industry.

"We have experienced some big changes with advancements in technology," she said.

"The work is becoming very technical with high literacy and numeracy skills required."

Training is an area in which Premier Panel Services has demonstrated excellence, winning first place in Autobody Apprentice of the Year in 2010 and 2011, as well as having Paul as an I-Car instructor.

"The awards Paul and I have won as a business are a highlight for both us during our time in the motor industry," she said.

Previously Olivia has worked as a teacher and said she has been able to transfer skills across to the motor industry.

"The management and human resources skills gained from my time in education were helpful in running the business," she said.

"I found that it doesn't matter if you are working with a team of teachers, or a team of employees, the skills of working with people are all the same.

"It is also great not being limited to one area; work health and safety, shop grading, the code of conduct and human resources are just some of the interesting areas that are continually developing."

The motor industry is often perceived to be male dominated but as it is constantly changing, Olivia believes more opportunities will be available for women in the future.

"Most businesses in the industry have or require female employees," she said.

"From marketing to panel beating, if you have a genuine interest in cars and business there are so many different roles you can go into as a woman in the industry."

Olivia believes the motor industry can attract more women to roles through a shift in marketing.

"We are gradually seeing more female representations and role models," she said.

"That is a really powerful thing."

Olivia encourages women in the motor industry to get involved any way possible, whether it is through committees or attending industry events.

"It would be great to see more women in the board room," Olivia said.

"My advice is to go for it, there is nothing holding you back."



Olivia Colangelo-Couch.

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JOHN CHAPMAN RESIGNS AS CEO OF MTA

Former MTA Chief Executive Officer John Chapman farewelled the MTA in late January after eight years of service and is looking forward to undertaking new challenges in South Australia.

MTA President, Neville Gibb said Mr Chapman has made an enormous contribution to the MTA in his eight years as CEO, with his roles in political advocacy and the Group Training Scheme just a few of his outstanding achievements.

“Mr Chapman achieved many positive changes on behalf of MTA Members through the Associations role within State and Federal politics in recent years,” Mr Gibb said.

“The Group Training Scheme developed significantly under Mr Chapman’s leadership, winning the SA Government Small Training Provider award in 2012.

“His push for the \$2.7 million heavy and light vehicle workshop at the MTA’s training facilities in 2010 means we can now train more than 500 automotive apprentices.”

Overall, Mr Chapman’s time as CEO leaves the MTA as a highly respected industry body in a very strong position.

“Our membership numbers increased and we achieved financial surpluses in every year of Mr Chapman’s tenure,” Mr Gibb said.

“It has been a privilege to work with such a dedicated professional.”

Mr Chapman said that the MTA has been an exciting challenge and he has been honoured to work on behalf of its 1100 members.

“It is a great organisation and I wish President Neville Gibb and the MTA every success for the future,” Mr Chapman said.

General Manager of Services and Recruitment, Tim Buckley, is acting as CEO as the nationwide search starts for a new CEO to take the MTA in a new direction.



Former MTA CEO, John Chapman giving Former Prime Minister the Hon Julia Gillard a tour of the MTA's \$2.7m Harold Shipp Workshop in May 2011.



John Chapman starting up the MTA's Promotional Monaro at Clipsal 500 in 2012.



John Chapman addressing the media as part of the part-day public holiday debate in March 2012.

THE GREEN STAMP ACCREDITATION PROGRAM

The national Greenstamp Accreditation program was developed over seven years ago to recognise the motor industry's investment in improved environmental practises.

MTA President, Neville Gibb said environmental awareness is a growing area highly valued by the MTA.

"Environmental auditing has become an Australian standard and businesses are often required to show evidence of an improved environmental footprint in their workplace to meet contractual obligations," Mr Gibb said.

"The Greenstamp program raises

awareness of environmental issues and obligations to encourage businesses to adopt innovative and eco-efficient activities."

Members who participate in Greenstamp have access to new training programs, along with assistance in meeting legal requirements.

"We want our Members to have the capacity to implement suitable environmental management plans," Mr Gibb said.

"Our training programs ensure Members are up to date with environmental practices.

"To exemplify this, we are introducing the Emergency Spill Kits Response training course in 2014 to highlight the importance of a spill response management system.

"This course explains the correct spill sorbent and demonstrates the appropriate way to manage and maintain a spill through practical activity in the Member's workshop."

Members with a Greenstamp Accreditation logo will also be publicly recognised for their substantial investments in eco-efficient improvements and practices.

"Consumers and businesses are looking at the impact of business activities on the environment," Mr Gibb said.

"When they observe that a business has a Greenstamp Accreditation logo it reflects positively on the business and its staff."

BOWEL CANCER SCREENING CAMPAIGN HELPING SAVE LIVES

The MTA has again teamed up with Cancer Council SA and offered Members the opportunity to participate in their Bowel Screening Campaign which was held from October to December 2013.

The campaign aimed to build awareness of the prevalence of bowel cancer, especially in the men over 50, and the simplicity and effectiveness of completing an in-home Faecal Occult Blood Test (FOBT), more commonly known as a bowel cancer screening kit.

Cancer Council SA Screening Coordinator, Helen Barnard, said she was extremely pleased with the positive impact of the campaign.

"It was great to see MTA Members respond in greater numbers in comparison to the 2011/12 campaign," Ms Barnard said.

"We had an increase of 43 per cent in the number of FOBT screening kits distributed and a 6 per cent increase in the number of kits completed and returned.

"There were three positive results which were identified and now those individuals have been provided the information needed to seek further medical advice and treatment if required."

MTA President Neville Gibb said that he is pleased to see more Members taking up the opportunity to participate in the campaign.

"It's unfortunate, but our membership demographics sits right in the high risk area for bowel cancer, which is partly why we as an organisation chose Cancer Council SA as our charity," he said.

"However, it's pleasing to see that we are not sticking our 'head in the sand', that we

are taking up the opportunity to be more aware of our health and take simple steps like the FOBT screening kit.

"And from the results, it's having a positive impact which is even more pleasing."

Early detection remains critical in improving an individual's survival rate.

"Part of the campaign is to break down the stigma around cancer," Ms Barnard said.

"With knowledge and early detection, cancer survival rates improve radically.

"That is why campaigns such as this one with the MTA is so important for our community as it enables us to dispel the stigmas attached to cancer, improve awareness and help save lives.

"Cancer Council SA looks forward to continuing the partnership with the MTA and supporting any efforts to prevent bowel cancer."

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.



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



Bupa

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



The Qantas Club

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



Working Capital Finance

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



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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



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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.



Brandcell

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



Boylen

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



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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

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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: JANUARY 2014

2014 (21 Working Days)						2013 (21 Working Days)					
Make	Sedan	Wagon	Comm.	Total	%	Sedan	Wagon	Comm.	Total	%	
ALFA ROMEO	6			6	0.11	1			1	0.02	
AUDI	27	30		57	1.04	25	25		50	0.89	
BMW	45	28		73	1.33	42	13		55	0.98	
Mini	4	3		7	0.13	8	2		10	0.18	
TOTAL BMW	49	31	0	80	1.46	50	15	0	65	1.16	
CHRYSLER	5	1		6	0.11	9	1		10	0.18	
CITROEN				0	0.00	5			5	0.09	
DAF			1	1	0.02			2	2	0.04	
DODGE		11		11	0.20		3		3	0.05	
FIAT	24	9		33	0.60	2		1	3	0.05	
FERRARI				0	0.00	1			1	0.02	
FORD	288	107	121	516	9.40	327	80	125	532	9.47	
FREIGHTLINER			1	1	0.02			2	2	0.04	
GREAT WALL			1	1	0.38		8	16	24	0.43	
HOLDEN	423	255	141	819	14.92	471	258	137	866	15.42	
Isuzu		15	61	76	1.38			51	51	0.91	
TOTAL GMH	423	270	202	895	16.31	471	258	188	917	16.33	
HONDA	99	37		136	2.48	179	39		218	3.88	
HYUNDAI	313	144	18	475	8.65	344	106	39	489	8.71	
				0	0.00				0	0.00	
IVECO			9	9	0.16			5	5	0.09	
JAGUAR/DAIMLER	4			4	0.07	4			4	0.07	
JEEP		100		100	1.82		83		83	1.48	
KENWORTH			15	15	0.27			10	10	0.18	
KIA	84	63		147	2.68	97	56		153	2.72	
LAND ROVER		21	1	22	0.40		18		18	0.32	
LEXUS	15	7		22	0.40	12	3		15	0.27	
MACK			3	3	0.05			5	5	0.09	
MAN				0	0.00				0	0.00	
MAZDA	462	145	36	643	11.71	388	154	46	588	10.47	
MERCEDES	64	10	7	81	1.48	28	22	4	54	0.96	
Smart				0	0.00				0	0.00	
TOTAL MERCEDES	64	10	7	81	1.48	28	22	4	54	0.96	
OPEL	2	2		4	0.07	6	1		7	0.12	
MITSUBISHI	118	138	155	411	7.49	118	189	104	411	7.32	
NISSAN	59	120	94	273	4.97	68	150	158	376	6.70	
PEUGEOT	4	3		7	0.13	9	7	2	18	0.32	
PORSCHE	1	6		7	0.13	3	2		5	0.09	
PROTON		1		1	0.02	4			4	0.07	
RENAULT	18	8	15	41	0.75	8	5	8	21	0.37	
ROVER/R.ROVER		24		24	0.44		22		22	0.39	
SAAB/SCANIA			1	1	0.02			2	2	0.04	
SKODA	2	2		4	0.07	3	5		8	0.14	
SSANG YONG		3		3	0.05				0	0.00	
				0	0.00				0	0.00	
SUBARU	112	140		252	4.59	81	97		178	3.17	
SUZUKI	106	15		121	2.20	141	58	7	206	3.67	
TOYOTA	335	254	238	827	15.07	336	309	265	910	16.21	
Hino			5	5	0.09			8	8	0.14	
TOTAL TOYOTA	335	254	243	832	15.16	336	309	273	918	16.35	
VOLVO	4	2	3	9	0.16	3	10	4	17	0.30	
VW	124	41	33	198	3.61	81	39	27	147	2.62	
WESTERN STAR			14	14	0.26			8	8	0.14	
OTHERS	4	1	18	23	0.42	4		6	10	0.18	
TOTAL ALL VEHS.	2752	1746	991	5489	100.00	2808	1765	1042	5615	100.00	
DAILY RATE	131.048	83.143	47.190	261.381		133.714	84.048	49.619	267.38		



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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 CleveBox 83 Arno Bay 5603

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EVENTS CALENDAR

MARCH 2014

- | | |
|--------------------|--|
| Mar 4 | Lower Eyre Meeting |
| Mar 4 | WHS Compliance for Managers and Supervisors Course |
| Mar 6 | Business Sustainability & Mentoring |
| Mar 6 | Tyre Dealer Meeting |
| Mar 11 | BRD (Body Repair Division) Meeting |
| Mar 11 -13 | Common Rail Diesel Course |
| Mar 13 | People Behaving Badly Course |
| Mar 14 | Practical Risk Management Course |
| Mar 18 | GTS Board & Exec Committee Meeting |
| Mar 18 - 20 | Air Conditioning Course |
| Mar 20 | Business Development Workshop |
| Mar 20 | FIMDA (Farm & Machinery Dealers Assoc) Meeting |
| Mar 23 | CVIA (Commercial Vehicle Industry Assoc) Meeting |
| Mar 25 | Service Station Div Meeting |
| Mar 25 | Mid North Meeting |
| Mar 25 - 27 | Air Conditioning Course |
| Mar 26 | Demonstrating Environmental Spill Kits Course |
| Mar 31 | Legislative Compliance for Officers Course |



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@boylen.com.au or fax 8212 6484 by 15th April 2014

REGIONS AND DIVISIONS

Kangaroo Island Zone AGM

The Kangaroo Island Zone Annual General Meeting was held at the Ozone Aurora Hotel, Kingscote on 4th February 2014.

Phil Neindorf (Nepean Motors) was re-elected to the position of Zone Chairman and Paul Coleby (K.I. Motor Co) was elected to the position of Vice Chairman.

Lyndal Riddell (pictured) gave a presentation on her role as a mentor/adviser supporting potential and existing apprentices and also highlighted the identified shortages in the various motor trade areas.

MTA Senior Industrial Officer, Michael Sheehan updated members on the Work Health & Safety legislation emphasising the requirements in relation to training, policies and workplace audits.

Michael also provided information on recent Vehicle Modern Award changes, new post trade classification, new rates, rest breaks and Fair Work Commission jurisdictional changes.

Roger Ballantine reported on current activities of interest, State election and the MTA policy platform, developments in the areas of vehicle inspections, 50cc scooter licensing, "new" AADA group, Motor



Lyndal Riddell.

Vehicle Insurance and Repair Industry Code of Conduct and MTA partnership arrangements.

The refurbished Ozone Aurora Hotel more

than lived up to any expectations with exceptional service from the helpful staff, the excellent accommodation on offer and a meal menu to cater for all tastes!

A change in Victor Harbor

Long standing MTA Member Ron Parker has retired after 48 years in the motor industry, selling his business Parker Auto Body Repairs.

Ron started as an apprentice with John H Ellers in Somerton Park at Parker Auto Body Repairs. Since then, he serviced the Fleurieu Peninsula and Port Elliot before moving to his business in Victor Harbor.

Ron said he has seen many changes occur in the industry, especially over the last 5-10 years in vehicle technology and insurance.

New owner, Dean Roberts, is excited to continue servicing the community of Victor Harbor and surrounding areas as the new owner of Parker Auto Body Repairs.



Ron Parker and Dean Roberts.

CEO'S REPORT

By MTA-SA Acting Chief Executive Officer Tim Buckley



The retail automotive sector has been experiencing skills shortages for too long.

This State Election South Australia needs a proactive government that can commit to investing in the future of the retail automotive sector.

For almost a decade now we have struggled to attract, retain and train automotive employees. With skill shortages in automotive trades evident at both a state and national level, we need better training options and career advancement opportunities to attract more skilled workers, and South Australia can take the lead.

The industry environment has experienced significant changes that are contributing to the skills shortage. We are seeing a lack of suitably prepared applicants for apprenticeships, a lack of incentives for mature aged apprentices and an increasing demand for skilled tradespeople from the mining industry.

Ultimately, the automotive industry is on the verge of not having the capacity to meet demand if we do not acknowledge and adapt to these changing environmental conditions.

The MTA have put forward the Automotive Industry Training Fund to urge both sides of politics to put an end to this pattern.

Aiming to improve training facilities, on

and off-the-job training and the overall completion rate of apprentices, the fund will increase the number of skilled workers in an industry which is desperate for them.

It is frustrating to see the number of potentially excellent tradespeople failing to meet the basic requirements. We have seen an increase in applicants who are passionate about the automotive industry and show great enthusiasm, but their literacy and numeracy skills are simply not meeting the standards required.

Developing training to develop these skills while harnessing their passion will no doubt have a positive impact on the calibre of future apprentice applicants, and in turn the number of skilled workers for the future.

The fund also aims to increase financial incentives for individuals entering the sector, and the number of mature aged apprentices.

The MTA receives hundreds of applications from Mature Aged apprentices each year. Although many of the applicants are willing to work for the junior apprenticeship wages, employers are legally required to pay at the higher award rate. Again, we are losing potentially excellent tradespeople because the disparity between apprentice wages and adult apprentice wages is too large and employers simply cannot afford to take them on. They are choosing other

“The MTA believes that a sensible approach to finance the fund is through a small five dollar levy placed on annual vehicle registrations and a contribution from the mining sector.”

industries which are able to pay junior wages to adult apprentices.

The MTA believes that a sensible approach to finance the fund is through a small five dollar levy placed on annual vehicle registrations and a contribution from the mining sector.

The annual levy is a very small amount to the individual person, but according to the current registration numbers from 2013 Motor Vehicle Census, it would raise \$6.49 million dollars annually.

The mining sector has had a negative impact on the ability of the retail sector to attract and retain employees. With the generous salaries they offer, they attract skilled tradespeople. The MTA puts forward that if a mining company employs an automotive tradesperson within two years of completing their contract of training, the company must pay a training fee of \$2000 for the first year, and \$1000 from the second year.



“We need better training options and career advancement opportunities to attract more skilled workers”

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

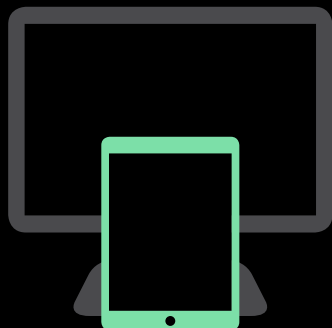
South Eastern Zone: Peter Roberts – OG Roberts & Co

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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ASSOCIATION INFO

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Acting Chief Executive Officer: Tim Buckley

Communications Manager: Liam Hunt



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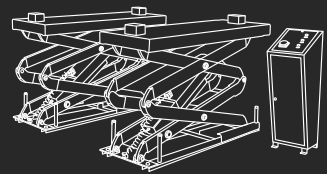
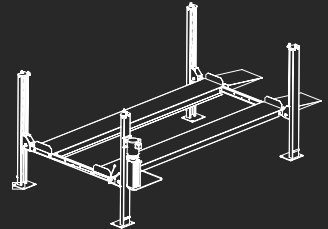
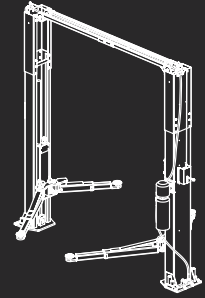
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