

MOTOR TRADE

Official Magazine of the Motor Trade
Association of South Australia

March 2020

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IMPORTANT CORONAVIRUS (COVID-19) UPDATES FOR MEMBERS

The COVID-19 portal on our website is where you can access the latest information to assist your business.



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CONTENTS



8

WORKING IN RETIREMENT

Peter S. Engelhardt loves what he does and can't seem to retire! His occupation remains a big part of his life, continuing to operate Linton's Garage, one of the MTA's earliest members.



10

ADVOCACY OVERVIEW

The MTA has been working on a number of big ticket advocacy items for members including automotive recycling, graduated licencing for motorcyclists, fuel pricing, skilled migration and the Economic and Finance Committee's ongoing inquiry into the collision repair and insurance industry.



12

ARE YOU PAYING YOUR STAFF CORRECTLY?

Small to large businesses may easily be overwhelmed by Award rates and the MTA's Workplace Relations team is here to assist you!



16

"NETWORKING AND BUILDING TRUST GET THE BEST RESULT"

Networking, sponsorships and marketing through positive word-of-mouth is getting Travis Chamings ahead of the motorcycle game in South Australia.



20

REBUILDING WHAT HAS BEEN LOST

MTA members on Kangaroo Island and in the Adelaide Hills area were devastated by recent bushfires. It's important that we support them in recovery efforts!

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PRESIDENT AND CEO MESSAGE

MTA PRESIDENT, FRANK AGOSTINO
AND MTA CEO, PAUL UNERKOV

Coronavirus is having a big impact on MTA members and the world in an unprecedented way. The virus is also having a significant impact on the economy and businesses like yours are being pushed into uncharted waters.

We want to reassure you that we are here to help and provide your business with support.

We know that MTA members are worried as this health crisis continues and our advocacy has been strengthened with every opportunity taken to ensure that governments at all levels understand the challenges your business is facing.

There are a number of economic stimulus measures that have been announced but none more important to MTA members than those that will keep you in business and your employees in their jobs.

GOVERNMENT STIMULUS MEASURES

The Prime Minister, Scott Morrison, has announced a \$1,500 per fortnight "Job Keeper" payment for employers to keep

their staff employed over the next six months as part of a \$130 billion plan.

The "Job Keeper" payments will be available for the retention of full-time and part-time workers, sole traders, and also casuals who have been with their employer for 12 months or more. The payment will also be available to employers who have already stood down employees as a result of the impacts of COVID-19.

Employers are being encouraged to elect to participate in the scheme. You will need to make an application to the Australian Tax Office (ATO) and demonstrate to the ATO that you are keeping an employee on. Eligibility will be based on businesses with a decrease in turnover of 30 per cent and businesses with more than \$1 billion in turnover must demonstrate a decrease in turnover of 50%.

Payments will flow from the first week of May but will be backdated from the 30th of March 2020.

The Prime Minister, Scott Morrison, has also said that \$1.3 billion will be given in

subsidies for employers of apprentices across the nation, including 9,000 in SA. Under the plan, the government will offer small businesses with fewer than 20 employees and apprentices, up to \$21,000 for every apprentice (backdated from January this year until the end of September 2020). Our advocacy team is working through the details to ascertain if employers can obtain this subsidy in addition to the "Job Keeper" subsidy.

The Federal Government has also significantly expanded tax breaks for businesses, including an extension of the tax write-off scheme threshold from \$30,000 to \$150,000 to make it easier for you to purchase assets such as cars, trucks, harvesters, tools and other equipment.

The State Premier, Steven Marshall, has indicated that a vast amount of State Government money will be spent in the next 12 months, focussing on "shovel ready" projects like regional road repairs, hospital improvements and other work that can be started quickly. These may provide



opportunities for MTA members and we encourage you to explore these.

The MTA is now on the Premier's Industry Response and Recovery Council, strongly urging the need for action from the State Government on your behalf. Businesses are making decisions now and you need the certainty to understand what the Government is proposing. So far, we have been able to directly communicate to the Premier the plight of many members with a number already experiencing cancellations and reductions in revenue.

MTA ASSISTANCE

We are working to bring you the most up to date workplace relations and industry advice through the MTA's COVID-19 portal, which you can access by going to the following web address: **www.mtaofsa.com.au/news/COVID19**

This portal includes government and banking assistance, signage, templates and business forms, workplace relations documents and information

for apprentices, hosts and employers. Everything in this portal is tailored for automotive businesses and is set out in a very easy to use way.

Apprentice and training staff health is paramount to the MTA and as such, we have implemented measures at all of our training facilities such as enforcing social distancing, carrying out temperature checks, providing disinfectant in every classroom, signage, increasing cleaner times on site, to name just a few.

We are working on flexible learning models to continue to deliver quality automotive training that best suits our employer and student needs. This will include a combination of online, industry and off the job training.

Our Group Training focus will be to work with existing MTA employed apprentices, ensuring that we get as many as possible through this period and prioritise re-employment for those who have lost hosts because of economic hardship as soon as possible.

There are a number of other advocacy activities that we have been working towards and achieving outcomes for members in the first quarter of this year and we encourage you to read the Advocacy Overview section in this edition of Motor Trade.

As always, the team at the MTA is available to take your calls. If you have any doubts or you just want to have a conversation about the options you're thinking about, please call us.

As the State and Federal Government continue to increase business hibernation measures, it will be important that we all stay safe and enforce social distancing for those of us remaining in places of businesses and out in the broader community.

Please look after each other by preventing the spread of this horrible disease.

We are here to support members and will continue to long after this health and economic crisis is behind us.



IT WAS SAD TO HEAR THE NEWS OF TWO BOARD MEMBERS PASSING AWAY AND WE SEND OUR CONDOLENCES TO THEIR FAMILIES.

VALE RON LEWIS

Executive Board Member, Ron Lewis, passed away in the early hours of Monday, the 24th of February, following a hard fought battle with illness over 18 months.

Ron will be remembered for his kindness, passion for the automotive industry and his ability to act on opportunities that were presented to him and the MTA.

A car enthusiast, Ron commenced a dismantling yard, called Glynde Auto Spares, spending more than 50 years in the automotive dismantling business. Ron also expanded his dismantling yards across South Australia, stretching all the way to Coober Pedy and Mount Gambier and even a dismantling yard just for sports cars.

He imported Mustangs, Camaros and other performance cars from America as well as Porsches, Jaguars and Mercedes from Europe and Hong Kong.

Ron then got into the vehicle auction business in 1997.

Ron held Vice Chairman of the Automotive Dismantler's Division and was elevated to the full MTA board in 2011 and elevated again to the Executive Board in 2013, where stayed until his passing.

His work with the MTA will have a lasting impact for years to come.

VALE PHIL TURNER

Board Member and Central Zone Chair, Philip A Turner, passed away on Sunday, the 23rd of February.

Phil will be remembered for his generosity, passion for heavy vehicles, farm machinery and dedication to the MTA.

After five years of driving heavy haulage vehicles interstate, Phil left his driver's seat in 1983 to start his own business, Turner's Agricultural Repair Service. In 1990, Phil turned his sights to servicing road tankers and buses and his business welcomed a name change – Mount Barker Truck and Bus Repairs.

His business became a staple in the region, building a large and loyal customer base.

Phil became a Board Member of the MTA in order to give a strong representation to automotive businesses in the Adelaide Hills region, advocating for local issues, but none more important than the safety and roadworthiness of heavy vehicles.

In 2015, Phil said, "The roadworthiness of trucks definitely needs addressing. We've got some junk on the road, and plenty of it."

His passion for all things mechanical didn't stop at heavy vehicles. Phil gave up a lot of time for the Steamranger Historical Rail Society, helping to maintain their diesel engines, maintenance equipment and rail cars.



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WORKING IN RETIREMENT

PETER S. ENGELHARDT LOVES WHAT HE DOES AND HE JUST CAN'T SEEM TO RETIRE! HIS OCCUPATION REMAINS A BIG PART OF HIS LIFE, AS HE CONTINUES TO OPERATE LINTON'S GARAGE, ONE OF THE MTA'S EARLIEST MEMBERS.

A car enthusiast all his life, Peter followed in his father Stanley's footsteps and hasn't missed a beat in continuing the family tradition.

"When dad started working for Linton's in the 1930s, they specialised in pushbikes, while customers naturally began bringing cars around, as they thought 'where else'," Peter said.

"We were at Glenelg, originally on Jetty Road, before moving into the Gordon Street premises in 1957.

"Dad got his formal engineering training at the School of Mines, which gave him a good grounding, as he became a wonderful and well-liked mechanic, and taught me everything I know about the trade. He actually learnt to drive when delivering customers' cars, as a 15-year-old."

At the age of 21, Stanley Engelhardt found himself managing Linton's Garage after Len Linton died in a tragic sailing accident in 1935 and he became the owner of the business in 1945. With demand growing and extra staff members, he began looking for larger premises.

Linton's continued to sell pushbikes as a sideline until 1962, but the focus was on repairing and selling English and European cars, his major passion being Jaguar and Renault vehicles. Linton's also sold Dodge, Chrysler, Valiant and Simca for a time.

"I remember while I was at high school in the mid-1960s, helping out at the garage, pumping fuel and doing odd jobs on weekends and school holidays, when my mode of transport was the trusty pushbike," Peter said.

"Back then a customer would give me a

pound note (about \$2) for a full tank and there would be change. Many customers would just have an account and pay later.

"We also had the first E-Type Jag sold in Adelaide delivered to Linton's. When I left school and started working for my dad, one of my first jobs was to fix that car's clutch."

When Peter was 31-years-old he took over management of Linton's, with his passion for classic and motor sport vehicles coming to the forefront, especially Jaguars, which was also an interest of his dad's.

Stan, as he liked to be known, brought home a lot of the early model Jaguars from the late 1940 and '50s, including Mark 4 and 5s.

At the time, Jaguar was big at Le Mans in France, a XK-120C winning in 1951, followed by a Type C in '53, then the triple success of the Type D Jag, from 1955-57.

"Jaguar was almost the car of the 1950s and dad owned several of them, which had an influence on me in my early years," Peter said.

"Dad used to race a range of machines for various owners, and his own very rare and potent 350 'Face-Cam' Chater-Lea and a Norton 500 motorbike in the late 1930s, before World War II, including beach racing at Sellick's Beach, while I enjoy car racing.

"In 1952-53, Stan and lifelong friend David Jones built a lightweight racing car powered by a new Manx Norton engine and gearbox. Called the Stentor, Latin for loud noise, running on methanol with a 14:1 compression ratio, castor oil and open megaphone exhaust, it smelt and



sounded magnificent. They raced it at Port Wakefield and Collingrove."

Peter is still a member of the Sporting Car Club and has raced in South Australia at Virginia and Mallala, The Legend of the Lakes in Mount Gambier, Mount Alma near Victor Harbor and the Collingrove Hill Climb, as well as at Sandown in Victoria.

Besides good results in 2-litre and mixed sports sedan races, Peter has been competitive in the Winter Cup, briefly holding the class record for under 2-litre touring cars with his Twin Cam Escort. He also had two class seconds at Sandown, with Jim Myhill in his Group C Mazdas.

"I built my first racing car as a teenager, it was a wrecked Renault dad gave me when I was 14, then a Twin-Cam Escort and I used to race it whenever I could," Peter said.

"Then with another mate, Phil Allen, we built our lovely 2-litre Escort sports sedan. We won enough prize money to more than cover our running costs – not the development costs mind you.

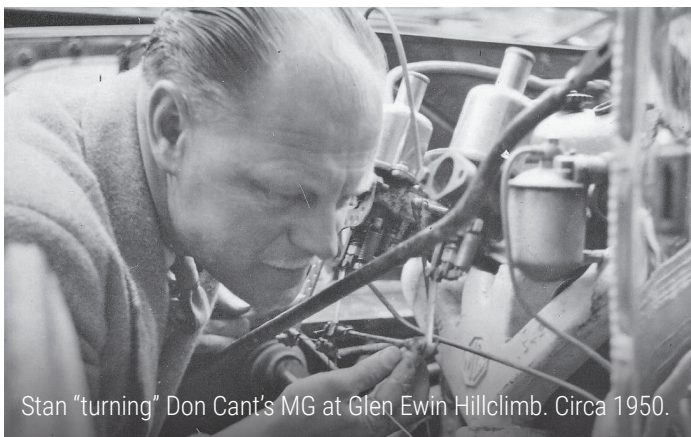
"Racing was different then. A set of sprint compound Goodyear slicks would last a season, about five meetings – 15 or 20 races perhaps, practice and some testing.



Sellicks Beach 1936. Stan (wearing helmet) on his 350 "FaceCam" Chater Lea.



1976 Peter (in car) talking Chris Cole (car owner).



Stan "turning" Don Cant's MG at Glen Ewin Hillclimb. Circa 1950.



Linton's Garage Glenelg. Circa 1978 Renault Race car & Jensn FF (4 wheel drive).

"At Sandown I prepared and raced a V6 Capri in the Goodrich TA series with another old friend, Chris Cole, as well as helping out with Jim's Mazdas, a RX3 and RX 7. I still race an old Jag with Racing Ray Smithers, but that's in pieces at the moment.

"It's probably what keeps me interested in staying in my job, as cars have been my life."

Peter sold his Glenelg workshop in 2006, and after a couple of years in the western suburbs, moved in with colleague Geoff Mockford at 126 Sydenham Road, Norwood in 2012, where the Linton's Garage name lives on.

While working at the Classic Adelaide Rally with Geoff, they became close friends, which led to their business arrangement, while Peter was also keen to work with another man, mechanic Steve Moule, in what is a perfect working environment for him.

"Geoff did his training at Castle Motors

in exotic cars, then Jaguar, and currently owns Classic and Sportscar Boutique, and we share the workshop while Steve is a Triumph specialist, who used to work here when it was called Powertune Motors. They are both recognised as being the experts in their field," Peter said.

"Now, although retirement is something I've thought about, I'm working in a small business where I can service my favourite customers and their favourite cars, some of them with pretty good collections.

"One of my favourite projects at the moment is giving a hand to a young chap racing a BDA Escort, and he's doing an excellent job of it.

"From my collection of race engine bits I was able to 'lend' him the necessary components to help him build the motor he dearly wanted.

"Keep an eye out for Josh Axford and his flying Group Nc Escort. He already holds two class records with more to come!

"Our specialty is reconditioning and servicing older cars, like Jaguars and Triumphs, and we love the fact we can repair them rather than just throw components at them. Almost everything we work on can be reconditioned."

There will be no third generation of Engelhardts at Linton's, as Peter and his wife Christine's son Paul, who likes a nice car but only sees them as a way to travel from A to B.

"Paul's interest is focused on his and his partners' successful business in the city," Peter said. "In just four years they already employ more staff than Stan or I ever managed.

"We've talked a lot about motor sport but really that's just the icing on the cake at Linton's.

"Apart from a measure of financial security, it's the friendships you make with clients and work colleagues that makes a business feel successful to me."



ADVOCACY OVERVIEW

EPA ROUNDTABLE TO ADDRESS AUTOMOTIVE RECYCLING ISSUES IN SOUTH AUSTRALIA

We facilitated a roundtable discussion with the Environment Protection Authority (EPA) in February to discuss the significant challenges that the automotive industry is facing in relation to sustainable and environmentally responsible waste recovery in South Australia. In attendance was MTAA CEO, Richard Dudley, who has played a critical role in giving a global voice to automotive recycling.

This roundtable marked an opportunity for the automotive industry and the EPA to collaborate and champion automotive recycling programs for South Australia which can support best practice and compliance, while driving opportunities for new economic activity.

Many other nations have sought to introduce End of Life Vehicles policies and other automotive recycling measures in order to address the rising volume of automotive materials which are increasingly ending up in landfill or being

dumped illegally. Closer to home, Victoria is moving towards Australia's first End of Life Vehicles policy and we believe that the South Australian Government has an opportunity to pilot a scheme locally.

GRADUATED LICENCING BILL FOR MOTORCYCLISTS

The State Government has said that a draft Graduated Licensing Bill will propose significant changes to the current Graduated Licensing Scheme for motorcyclists.

We asked that the minimum age be increased to 17 and include the requirement to hold any car licence (including L plates) for a minimum of 12 months. While the draft Bill will increase the minimum age for obtaining a motorcycle licence from 16 to 18, 17 year-olds who have already been issued with a provisional car licence will be eligible for a motorcycle licence. The draft Bill will also introduce imposed night time driving restrictions (between 12am and 5am) for learners under the age of 25.

We also asked the State Government to be mindful of those between the ages of 16 and 18 who rely on a motorcycle for the purposes of getting to and from work or apprenticeship training. It appears that this request has also been acknowledged. Those in regional South Australia will be able to apply for a learners motorcycle licence at 16 or 17 if they need a motorcycle for travelling to and from work, tertiary education or training.

Minister for Police, Correctional Services, Emergency Services and Road Safety, Corey Wingard, has said the proposal is designed to increase the maturity and road experience of potential riders before riding a motorcycle. However, we believe that these measures will not reduce motorcycle fatalities as the largest proportion of mortality is in the 40 plus age bracket. Increased rider education and focus on that demographic should have instead been a focus of the State Government.

We await the final details of the draft Bill and will be seeking member input when it is released.



THE SA PRODUCTIVITY COMMISSION'S REPORT ON FUEL PRICING

We provided a submission in regards to the SA Productivity Commission's Report on Fuel Pricing. The valuable feedback we received from Service Station members was critical in highlighting issues and concerns associated with any moves towards potentially increased regulation.

Our submission highlighted that there is a sufficient lack of evidence to demonstrate that mandatory reporting lowers prices or benefits consumers with other State's fuel pricing showing higher average prices than in Adelaide. Our submission also highlighted:

- Why the State Government needs to do anything when there are privately operated websites which provide fuel price information
- If a reporting regime is implemented by the State Government, enforcement should be swift, consistent and appropriate penalties or deterrents be put in place
- Regional and rural members should be excluded as the consumer benefit is negligible

The Commissioned Report is due in March we will be watching to see if the Productivity Commission's recommendations take industry feedback into consideration.

We continue to reinforce the message of shopping around for the best price at independent fuel retailers and continue to support them to keep the price of petrol down.

SKILLED MIGRATION EFFORTS

We made a submission to the Department of Innovation and Skills (DIS) in regards to the Commonwealth Government's Designated Area Migration Agreements, which were introduced in 2019.

Members raised their concerns with the overall cost of hiring a skilled migrant through a DAMA and the barriers faced by small and medium sized businesses when access to skilled migrant is primarily achieved through migration lawyers.

DIS acknowledged this barrier for SMEs was more broadly raised in consultation and also indicated they would ask the Commonwealth Government to add Vehicle Body Builders to the DAMA occupation list.

ECONOMIC AND FINANCE COMMITTEE INQUIRY

The Economic and Finance Committee's Inquiry in the Collision Repair and Insurance Industry in South Australia will proceed further in 2020. We welcome the new Chair of the Committee, Matt Cowdrey OAM MP.

The Committee met for the first time this year on Wednesday 4 March. Hearings with MTA members and the Committee will continue to happen this quarter and we will continue to work with them to communicate their ongoing struggles when dealing with unfair insurance practices that have a negative impact on their businesses and customers.

We are hoping for a report to be completed by the Economic and Finance Committee later in the year that will demonstrate the pressure that small to medium sized collision repair businesses and insurance companies and the imbalance of market power in South Australia put their customers under. The Committee was expected to deliver its report early this year but has been delayed while private hearings with collision repairers continues.

UNDERPAYMENT CLAIMS – ARE YOU PAYING YOUR STAFF CORRECTLY?

It is easy to understand that small and even large businesses may easily be overwhelmed by Award rates and the MTA's Workplace Relations team is here to assist you with advice to ensure that you are meeting your obligations.

Recently, On the Run responded to a threatened class action being proposed against them by Adero Law, who are representing up to 8000 employees for significant underpayment claims against the convenience and petrol station chain. While On the Run denied the claims, the class action is still being explored. On the Run is not the only company that is being investigated and facing underpayment claims.

The regulator is cracking down on companies that misclassify employees and the outcome can include penalties and orders to rectify all underpayments plus interest.

Qantas, Super Retail Group (owners of Rebel Sport, Supercheap Auto, BCF and others), Commonwealth Bank, Michael Hill, Bunnings, Woolworths and the Australian Broadcasting Corporation have all admitted to making underpayments, with Woolworths potentially owing up to \$300 million in back payments to current and former staff.

Burger chain, Grill'd, have also recently been accused of underpaying staff under the guise of "traineeships", a claim once again denied by the employer.

At the smaller end of the employer scale, the Fair Work Ombudsman has repeatedly been investigating, issuing notices, and in many cases prosecuting, for underpayment claims. In many cases, the penalties from prosecutions far exceed the initial underpayments. Underpayments and prosecutions for underpayments can exist in every industry and at every level of employment.

In one recent case, the Fair Work Ombudsman commenced legal action against a Queensland transport company for allegedly misclassifying four drivers as independent contractors when they were in fact employees, underpaying them \$63,803.

In another recent case, the Fair Work Ombudsman secured penalties against a major service station chain, Westside Petroleum, and three of its management staff, for underpaying employees at its sites in NSW and Victoria. As well as the company, the general manager, company accountant and area manager were each penalised.

The underpayments were as a result of Westside Petroleum generally paying employees a flat hourly rate. This resulted in underpayment of employee's casual weekdays, weekends, public holidays and overtime rates under the Vehicle Manufacturing, Repair, Services and Retail Award.

This case sends a warning to employers about paying flat rates rather than applying the relevant Award. If any members have concerns about how they are calculating rates of pay for their employees, please contact the Workplace Relations team who can assist with advice or provide audit services.

It is also a timely reminder that the obligations to ensure that employees are correctly paid rests not only with employers but also with managers within the organisation, or even advisors such as accountants or payroll providers, who may be outside the organisation but assist the organisation with payroll services.

In a third case, a failure to provide paid meal breaks in accordance with the Road Transport and Distribution Industry Award 2010 has resulted in national parcel delivery company, Couriers Please Pty Ltd, underpaying staff \$382,065 over a period of eight years. Action by the Fair Work Ombudsman led to a Court-Enforceable Undertaking a back-payment to all employees.

The MTA's Workplace Relations team have advised and helped resolve repeated claims by employees of members for underpayments, often arising either as a result of a misunderstanding relevant Awards or industrial relations law, or simply a lack of compliance and auditing to confirm that payments remained current and correct.

Some of the most common reasons for underpayments arise from:

- A misunderstanding or lack of awareness of the relevant Award or industrial instrument
- A misunderstanding or lack of knowledge of the Fair Work Act 2010 or other industrial legislation
- Lack of record keeping
- Lack of pay slips to evidence payments
- Lack of time sheets to accurately record hours
- Failure to provide meal breaks, or to ensure that employees are directed to take meal breaks

- Failure to pay overtime where applicable
- Failure to pay correct loadings, penalties or allowances
- Payments of fixed flat rates
- Misclassification of employees
- Incorrectly classifying employees as independent contractors
- Failure to pay superannuation
- Failure to pay entitlements such as annual leave, sick leave or long service leave
- As well as providing advice and information on the correct rates of pay and classifications, the MTA can provide audits for your Industrial Relations or Human Resources areas, as well as a Payroll audit to check for potential underpayments.

THE MTA IS OFFERING TRAINING ON ALL ASPECTS OF WORKPLACE RELATIONS, INCLUDING HOW TO PAY YOUR STAFF CORRECTLY (NEXT SESSION ON 22 APRIL 2020), AND WORKPLACE RELATIONS (NEXT SESSION ON 12 MAY 2020).

If you need workplace relations or industrial relations advice or assistance, contact the WR team on (08) 8291 2000 or via email at wr@mtasant.com.au

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Jordan Butt at Jarvis Subaru



Joshua Munn at Carlin and Gazzard



Lachlan Hall at Jarvis Ford Norwood



Matthew Hurley at Jarvis Subaru



MTA Member, Belair Road Auto



MTA Member, City Discount Tyres Mitchell Park



MTA Member, Moto Factory



MTA Member, Nueckel Auto Care receiving their 25 Year Membership Certificate



MTA Member, The Dirt Off Road Campers



MTA Member, Woodcroft Car Care



William Cook at Agostino Mitsubishi



MOTO FACTORY

Networking, sponsorships and marketing through positive word-of-mouth is what's getting Travis Chamings ahead of the motorcycle game in South Australia.

Travis signed up Moto Factory, as a new MTA member recently after starting his Pooraka based business in 2018, selling and servicing dirt and road bikes, ATVs, scooters and riding gear.

Travis says his success has mainly come from his passion of Motocross and passing on his knowledge to the next generation of motorcycle mechanics.

Travis said, "I've been in the motorcycle trade for over 20 years, working across the country. I decided to branch out on my own, taking the skills I've learnt to start my own business and it's taken off from there."

"I even had people knocking on the door before the business was officially open! I remember I was painting the service area and people were asking if I was open for business yet."

Speaking about his passion for Motocross, Travis said, "I've been racing Motocross since I was 10 years old. I now look after a lot of Motocross riders in South Australia such as the Yamaha Junior (SA) team. I've been performing their mechanical work for about six months and I'll be off to the Australian Nationals in July. Sponsorships are important because it helps to get my brand out there."

"The team knows how OCD I can be about repairing motorcycles!"

When asked what the biggest challenge for motorcycle dealers is in South Australia, Travis says it is definitely a lack of skills from job prospects and confidence from customers to go to a dealer.

The answer, Travis says, is taking on more apprentices. Travis said, "By taking on more apprentices, our industry sector can start to grow quicker and customers can have more confidence in going to a licenced motorcycle dealer, knowing that they have a team behind quality service and repairs."

"I've recently taken on a first year motorcycle apprentice, Jack Vaughton, and he's excellent. Working for dealers across Australia and looking after many apprentices, I can say with confidence that Jack is well above the rest. He has prior knowledge about dirt bikes and his retail experience is very useful for the dealership.

"I'll be looking at taking on another apprentice in the next two years to meet demand for sure."

"Wherever you go, customers need to know that their motorcycles are being fixed right and to me, word of mouth is very important for my

business. It's the best marketing tool. I do use Facebook and Instagram but networking and building trust gets the best result."

2020 has got off to a big start for Travis and Jack, with many orders to fill already. Travis said, "There's a new Motocross season coming up which is getting a lot of local riders excited and I've also become the northern area dealer for Zoot Scooters, which MTA Member, Mark McGuire, imports."

"Networking is very important to me. It's how my business is going to keep growing, expanding my customer base."

Travis decided to be a MTA member mainly for the Workplace Relations support. Travis said, "Being a new business and a two-man operation, the MTA's Workplace Relations help has been good. It ensures that I can get on with running my business and fulfil my customer orders while knowing that I'm doing the right thing and getting the support my business needs."

**"THE TEAM KNOWS HOW OCD
I CAN BE ABOUT REPAIRING
MOTORCYCLES!"**

NEW STAFF WORKING FOR MTA MEMBERS

Two new staff at the MTA have been working hard to add value to your membership.

Darrell Jacobs, commenced as General Manager of Member Solutions in November 2019. Darrell has brought a wealth of experience and automotive industry knowledge to the MTA, having spent 17 years at Mitsubishi Motors in a variety of marketing roles and recently as CMO and Head of Communications. Darrell has a focus on adding value to your membership and ensuring that your business remains protected.

Kaes has been integral to advocating on a number of issues since commencing at the MTA in October 2019. These include consulting with members on automotive franchising issues, our recent EPA roundtable, consultations on the SA Productivity Commission's Report on Fuel Pricing, skilled migration efforts and the skills shortage and the Economic and Finance Committee's ongoing inquiry into the collision repair and insurance industry.

There are a number of other advocacy items that we will continue to advocate for this year including franchising reforms, road



General Manager Member Solutions, Darrell Jacobs, and Kaes Cillessen, Industry and Government Engagement Manager

safety and addressing the skills shortage. If you would like to provide any feedback on issues affecting your business and contribute to any of our submissions, contact Kaes: kcillessen@mtasant.com.au



MANAGE YOUR TEAM WITH ERIS

Many automotive businesses can be overwhelmed by HR and Workplace Relations compliance, often turning to expensive solutions.

You can now get a large business product at an affordable cost through your MTA membership to make sense of it all!

If you are tired of managing red tape in your business, the Employment Relations Information System (ERIS) can help you with:

- ✓ Apprenticeships
- ✓ Advertising for jobs
- ✓ Awards and legislation
- ✓ Contracts and policies of employment
- ✓ Payroll for all staff
- ✓ Calculators for leave entitlements
- ✓ Work, Health and Safety compliance and audit checklists (which can be used to report to SafeWork SA)
- ✓ Worker's compensation
- ✓ Working out your employee's superannuation
- ✓ Plant maintenance registers

For more information about ERIS and how it can save your business time and money, email our Workplace Relations team: wr@mtasant.com.au or call **8291 2000**

For a yearly subscription of just \$299, it's a much cheaper option for services that similar programs provide and it's tailored for businesses in the automotive industry.

MAKE A VISUAL IMPACT

SIGNAGE
AND DISPLAY
SOLUTIONS

Maximise the use of your promotional space and increase your brand visibility with striking display material and eye-catching signage. We have the production solutions to deliver on all of your indoor and outdoor point of sale.



STREET SIGNAGE



PULL UP BANNERS



A FRAMES



FLAGS



POSTERS



FENCE MESH

Contact us to discuss how large format printing can bring your brand to life.

08 8179 9900

lane@laneprint.com.au

laneprint.com.au

lane
COMMUNICATIONS

APPRENTICES WENT THE DISTANCE AT THE ADELAIDE 500

Each year, Supercar events at the Adelaide 500 and The Bend provide opportunities for our apprentices to expand their skill set and experience work under pressure.

Four MTA trained apprentices were placed in Supercar team, Brad Jones Racing, for the Superloop Adelaide 500 in February.

Toby Mills from BJ Auto, Ben Roether from Stillwell Ford, Kian Mohr from Adelaide City Chrysler Jeep Dodge and Domitrios Antoniou from McLaren Vale Auto Electrical, all experienced the fast-paced world of motorsport at the iconic Supercar event.

For Toby, the race in February was his fourth time with Brad Jones Racing, who requested him personally after his outstanding efforts in 2018 and 2019. For Ben, this was his third time with the team, also requested after demonstrating his ability to work under pressure at the Adelaide 500 in 2019 and The Bend Supersprint last August.

Toby said, "Every year I go, the cars get better and faster. I'm learning more each time I'm part of the Brad Jones Racing team."

The MTA once again thanks Brad Jones Racing for the opportunities that they provide for our standout apprentices and we look forward to the next event!



SOUTH AUSTRALIAN BUSHFIRES

Kangaroo Island

It was hard to escape the devastating impact that the recent fire danger season had on families, wildlife, property and businesses, including MTA members, on Kangaroo Island and in the Cudlee Creek area.

While it has been heartening to see some green return to these bushfire affected areas, it is clear that there is still a lot of work to be done and a tough road ahead as these communities will take months and in some cases years to recover what they have lost.

We encourage you to get involved in bushfire recovery efforts, such as the Cudlee Creek Fire Recovery, which the MTA's Member Engagement Specialist, Jamie Brooks, is a part of.

“THERE ARE MTA MEMBERS AND THEIR COMMUNITIES WHO LOST FARMLAND, LIVESTOCK AND LIVELIHOODS. IT'S IMPORTANT THAT WE BAND TOGETHER AND HELP GET THESE PEOPLE BACK ON THEIR FEET.” — JAMIE



Turner's Tyre Service



Island Panel Works



Emmetts



Cudlee Creek



Cudlee Creek



Kangaroo Island



Kangaroo Island



ARE YOU SAVING MONEY WITH MTA PRINT AND STATIONERY?

The message from MTA Print and Stationery to members is clear and simple - We are the industry's one stop shop for print and stationery supplies tailored for automotive businesses.

Phil, Trevor and Rhianna have the experience and knowledge to provide you with quality printed products for your business when you need it.

PROMPT, COMPETITIVE QUOTES CAN BE DONE FOR ANY JOB AND MTA MEMBERS RECEIVE 20% DISCOUNT.

Most importantly, all our forms and contracts are compliant! Using other forms and contracts puts businesses like yours at risk, as these are possibly non-compliant and could land you in hot water. Our forms have been created with the MTA's Workplace Relations and Industry Engagement Specialists to ensure that your business is doing the right thing.

MTA Print and Stationery stocks over 60 trade specific stationery items on hand as well. If we don't have what you want, we can design and print what you need.

We can also personalise contracts and standard stationery items to include all business details.

Standard forms can be overprinted for no extra charge* No More stamp pads required!
(*overprint is black only basic details on standard forms)

From a one copy short run on modern high quality digital, to large run offset printing capabilities, MTA Print can handle the smallest to the largest jobs.

MTA Print can also assist with the design of your print job, utilising our fully qualified in-house Graphic Designer, Rhianna Carr. We can create a logo if you do not already have one, or make up artwork for your printing.

If you are after high quality brochures, presentation folders, gift vouchers and magazines - MTA Print can help you.

If you need business cards, letterheads, invoice/order books with individual numbers and perforations on carbonless paper, envelopes and price lists - MTA Print can help you.

Call MTA Print and Stationery on 8440 2666 about your printing needs.

With a new printer recently installed at MTA Print, we will be able to print larger books faster.

DIVISIONAL NEWS

AUTOMOTIVE INDUSTRY TO BE COMMENDED FOR ITS TAKATA AIRBAG RECALL ACTIONS

Approximately 3.56 million defective Takata airbags have now been replaced as part of the compulsory recall since it commenced in March 2018.

Due to the swift action of the automotive industry, 91 per cent of vehicles have now been rectified in Australia and businesses should be commended for responding to regulatory change, protecting consumers and vulnerable road users.

There are approximately 300,000 airbags in 256,000 vehicles still outstanding in Australia that need replacing, including 2,611 critical-alpha and 8,585 critical non-alpha airbags.

There are still 15,312 faulty airbags on the road in South Australia that require urgent replacement. This includes 390 of the highly dangerous Alpha and critical airbags. While 234,000 faulty Takata airbags have been replaced in South Australia, representing 93 per cent, it will be critical to get these remaining ones off our roads.

31 December 2020 marks the final date of the compulsory recall and it will be imperative that road users continue to check the recall status of their vehicle, acting on the notices sent to them by manufacturers.

If road users are not aware of their vehicle's recall status, we urge them to visit ismyairbagsafe.com.au

A reminder that selling vehicles under active recall is prohibited by the Takata Compulsory Recall Notice and Australian Consumer Law!

The Australian Competition and Consumer Commission (ACCC) revealed earlier this year that three corporations paid penalties totalling \$63,000 after the ACCC issued infringement notices against each business for allegedly selling or advertising vehicles under active recall as part of the Takata Compulsory Recall of vehicles fitted with defective Takata airbags.

If members have any questions in relation to their obligations under the Takata Airbag Recall Notice, contact Industry Engagement Specialist, Nathan Groves: ngroves@mtasant.com.au

TOW TRUCK COST MODELLING REVIEW UNDERWAY

A major review of tow truck cost modelling is currently underway. Towing and Body Repair Specialist members provided critical input to our Industry Engagement Specialist, Paul Back, outlining pricing components not already considered by current modelling which strengthened our submission to the State Government.

It's important that we are involved in the review of cost modelling so that members can have a voice in determining the prices that can be charged under the regulations.



Members are reminded that this cost modelling does not determine market rates for towing, storage and quotation for services provided outside the regulated environment.

If you have any questions or concerns in relation to the review or towing fees, contact Industry Engagement Specialist, Paul Back: pback@mtasant.com.au

VEHICLE STOLEN DURING A TEST DRIVE

Following the theft of a vehicle from a MTA member's licensed vehicle dealership, we have provided a timely reminder from our Industry Engagement Specialist on what you can do to protect your business:

- Be mindful of your vehicle yard perimeter weak spots by paying attention to open gates, removed billboards or any way a person could easily drive straight out of the yard
- Take quality copies of driver's licences before someone asks for the keys, checking the details of each licence
- Keep keys locked away inside an office when not being used
- If you are going on the test drive, tell a co-worker where you are going
- You should always drive the car out of the yard first. If people want to change drivers during a test drive, take the keys out of the ignition and wait until everyone is seated before starting the car again
- When returning to a dealership, have the customer drive onto the yard, stopping the vehicle and get them to hand you the keys

If members have any questions in relation to the safety and security of their dealership, contact Industry Engagement Specialist, Nathan Groves: ngroves@mtasant.com.au

BUSINESS PARTNERS INDEX

APPRENTICE HOSTING



MTA Group Training Organisation

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

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

ACCOUNTING



BDO

BDO is one of the largest full service accounting and advisory firms in Australia. At BDO we are committed to the automotive industry, having provided a broad range of services to a wide range of clients in the industry for over 30 years, and now look to extend that to MTA members. Contact Steve Fimmano.

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

HEALTH INSURANCE

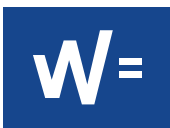


Health Partners

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

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

FINANCE



Working Capital Finance

MTA's partner in working capital services offers members factoring at a discounted rate of 1.75%* and is only available to MTA members! No business financial statements - no details on your assets - no details on your other liabilities.

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

EFTPOS FACILITIES



Commonwealth Bank

The MTA offers ultra-competitive EFTPOS transaction rates for members through our partnership with Commonwealth Bank.

Please contact the Commonwealth Bank to find out the latest deal. T: 13 22 21

EMPLOYEE ASSISTANCE



Access Programs Employee Assistance Program

Services to MTA members at the sessional rate of \$130* (plus GST) without any retainer. Five convenient locations: Adelaide, Bedford Park, Elizabeth, Salisbury, Noarlunga.

T: 8210 8102
www.accesssa.com.au

ENVIRONMENTAL ADVICE



GreenStamp

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

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

PARTS BUYING



Capricorn

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

T: 1800 EASIER (1800 327 437)

CORPORATE MEMBERSHIP



The Qantas Club

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

PRINTING & GRAPHIC DESIGN



MTA Print

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

T: 8440 2666 **E:** print@mtaofsa.com.au
www.mtaofsa.com.au/print-stationery

SUPERANNUATION



MTAA Super

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

T: 1300 362 415
www.mtaasuper.com.au

OFFICE SUPPLIES



Officeworks

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

WORKPLACE COMPLIANCE



MTA Audits

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

T: 8291 2000

E: wr@mtasant.com.au

UPSKILLING TRAINING



MTA Registered Training Organisation

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

T: 8241 0522

E: adminroyalpark@mtasant.com.au

WORKPLACE RELATIONS & IR TRAINING



MTA Training

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

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



AWARD REVIEW COMPLETED

The four year Review of all Modern Awards, as conducted by the Fair Work Commission, is nearing completion and final drafts on the Vehicle Award and the Clerks Award have now been issued. Members are encouraged to access a copy of the reviewed awards, which are now on the MTA's Membership Portal, including 'Comparison' documents prepared by the Workplace Relations Department of the MTA to assist.

The operative date of implementation of reviewed awards are:

4 May 2020 - In relation to the Vehicle Repair Services and Retail Award 2020

13 April 2020 - In relation to the Clerks – Private Sector Award 2020

Finalised awards and revised Wage Schedules will also be available to members soon. Please note that there are no changes in award wage rates from this award review process. Minimum award

wage rates are reviewed yearly in the Annual Wage Review process.

A brief summary of some of the major changes in both awards are set out below:

VEHICLE REPAIR SERVICES AND RETAIL AWARD 2020

- The title and scope of the award will change to cover only the Repair, Services and Retail sectors of the industry. The 'manufacturing' section (Section 2) in the current award has been removed and relocated to the Manufacturing and Associated Industries and Occupations Award.
- There are also important changes to the remuneration provisions for Vehicle Salespersons in the reviewed award.
- A maximum of 10 ordinary hours will apply for permanent employees. Shifts

in excess of 10 hours can continue to apply, subject to certain criteria being met. The 10 hour maximum will also apply to casual employees.

CLERKS PRIVATE SECTOR AWARD 2020

- A major change in the reviewed Clerks Award includes the more stringent terms that will apply in implementing annualised salary (amended to **annualised wages**) provisions of the Award. As members were recently advised, there will be more onerous obligations on employers in relation to the calculation and documentation of such arrangements - which were **operative from 1 March 2020**.

Members wishing to discuss any award issues can contact the Workplace Relations team by calling 8291 2000 or by emailing: wr@mtasanta.com.au



DUTY TO REPAIR

DINI SOULIO, COMMISSIONER, CONSUMER AND BUSINESS SERVICES

All dealers enjoy making a sale and seeing happy customers drive away after making a purchase, but it's fair to say that the level of enthusiasm is often much lower for dealing with problems that arise after the sale. However, most dealers will accept their responsibilities and arrange repairs when required under warranty, while others try to fob consumers off or charge them for repairs.

Complaints relating to second-hand vehicles are the third highest issue reported to Consumer and Business Services (CBS). Over the last two financial years, 107 vehicle disputes were raised for conciliation, and the majority of these were from consumers experiencing difficulty in having repairs carried out under warranty.

Under the *Second-hand Vehicle Dealers Act 1995*, dealers have a duty to repair vehicles (excluding motorcycles) when they are covered by a statutory warranty. They also have a duty when another warranty applies – e.g. manufacturer's warranty, express warranty, or extended warranty.

The Australian Consumer Law (ACL) also applies to second-hand vehicles. Under the ACL, both dealers and manufacturers guarantee that vehicles will be of acceptable quality. They also guarantee to honour any express warranties. If a consumer guarantee has not been met, then either the dealer or the manufacturer must provide a remedy – e.g. repairs at no cost to the consumer.

Consumer guarantees apply to all vehicles, even if there is no warranty, and may continue to provide protections for consumers even when a warranty has expired. Consumer guarantees cannot be replaced, limited or removed by any agreement, contract or warranty.

Unlike warranties, consumer guarantees aren't capped by a specified timeframe or kilometre limit. They apply for a reasonable period of time, although a range of factors will guide what is 'reasonable' – e.g. the price paid, age of the vehicle and distance travelled.

These rights under warranty and consumer

guarantees won't apply in circumstances where a consumer has misused a vehicle.

When consumers report concerns to CBS about a dealer's reluctance to fulfil their duty to repair, the first step is usually an attempt to conciliate the matter. CBS can provide advice to both parties, and try to resolve the dispute. If this is not successful, a compulsory conciliation conference may be called. This process seeks to avoid legal action, although an agreement reached at a compulsory conference may be enforceable through the court system.

Depending on the seriousness of the conduct, CBS can also take action against a dealer for failing their duty to repair vehicles. Action could include: formal warning letter; public warning; disciplinary action; or prosecution.

Dealers should ensure that all their staff understand duty to repair requirements, and if there are any areas of uncertainty they should check the legislation. Members can also contact the Motor Trade Association for advice.

STEP-BY-STEP DIGITAL MARKETING

BY BOYLEN

The typical goals of motor trade marketing are enquiries and bookings, some ecommerce, and overall 'brand' identity.

In the digital realm, companies favour four strategies and execute them with varying degrees of success:

- a. **SEO** (search engine optimisation). This improves the ability for your website to display organically (unpaid) - and it covers a wide range of searches that should be specifically tailored towards your geographic area for 'local search'.
- b. **SEM** (search engine marketing). SEM uses paid advertising on search engines and third-party websites to increase traffic to your website. These ads can be text, images and video.
- c. **SMM** (social media marketing). Companies build the value of their brand by posting authentic and engaging content on third-party social media.
- d. **Content marketing**. Similar to SMM, this involves providing your target audiences with a regular stream of valued information – such as announcements, blogs, videos or reports – on your website.

INDUCE THEM TO STAY LONGER

To rank well on search engines, a key factor is how long a typical user spends on your site - and if they engage with your content (eg. click links).

Countless studies have shown that people abandon sub-optimal websites. However, if you improve that experience by improving the basics, you can increase the number of people you reach and your conversion ratio.

These are some of the basics:

QUALITY CONTENT - Creating clear headings, engaging content and breaking it up with high quality imagery is a good place to start.

METADATA – this sits behind your website. Ensure your data is properly set up with meta descriptions, titles, social sharing tags and image text. It acts as a guide for search engines.

LOCAL OPTIMISATION – your content should contain local information. For example, you should reference the suburbs surrounding it. When someone searches for "car servicing Unley", the search engine will give preference to you web pages that include the word "Unley".

SOCIAL BRIEFINGS – testimonials have always worked but Gen Y has boosted this to an entirely new level. Even sophisticated or cynical consumers are influenced by credible testimonials, reviews and other forms of third-party validation on your site.



MOBILE FRIENDLY - this is a must. Mobile traffic for some companies we work with is as high as 90% for key pages. If your website does not display superbly on mobile, you have a problem.

EASE OF USE – you may be too close to your website, so ask several people from different demographics to review your website. As well as assessing how easy the site is to use, give them tasks, such as "Find our spare parts page" or "Book an online service".

VIDEO - video really is king. Video traffic now accounts for 80% of all internet traffic. If you don't have the resources at the moment, there are simple tools that can convert images into short videos. For example, a montage of photos from a week in your workshop. Not convinced? Social videos gain around 900% more engagement than any other post. And after watching a video, a user is 65% more likely to engage with you.

STEP FOUR: FOCUS ON THE FACTS

All the tools you need to understand your audience and measure success are at your fingertips.

Google, Facebook, YouTube, LinkedIn, Instagram, Snapchat etc have in-built tools to track your results.

These analytics tell you:

- who your users are
- where they are located
- what content they like
- their preferred time to view this content
- how they like to receive it .

Alas, many companies in the motor trade sector are not using this information properly, if at all. The reality is that this information should be the starting point of future marketing efforts, not an afterthought.



CLASSIFIEDS

EMPLOYMENT OPPORTUNITY

NATIONAL BATTERY RETAIL FRANCHISE require the services of an Auto Mechanic and/or Auto Electrician to join the team. Role includes sales, fitting of all battery types (household items, cars, boats, heavy equipment, prime movers), inventory control, receipting, use of point of sale software and general shop duties. Opportunities for advancement within the business and/or the franchise business to the right person. Current driver's license and police clearance required. Please email CV or questions to melrosepark@batteryworld.com.au.

AUTOMOTIVE MECHANIC. Jarrow Auto Service. A highly reputable one-stop-automotive shop, working on all makes and models, is seeking an enthusiastic and experienced Motor Mechanic to join our team. Willing to pay above award rate for the right person. Contact jarrow@adam.com.au

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

WANTED - High performance Sales Manager - Gepps Cross. Must be driven for success, have a proven sales management background and be able to demonstrate high performance sales ability. Computer literacy is a must with the ability to think quick on your feet. Email your resume to jobs@samotorcycles.com.au or call 8359 0100.

REPCO AUTHORISED SERVICE has positions available for Mechanics and Managers. Experienced and/or qualified. Work near home with 56 sites all around Adelaide metro and country SA. Looking for a change? We offer benefits above the award. Great career opportunities. Email kclark@repco.com.au.

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

QUALIFIED MOTOR MECHANIC WANTED - Land Rover experience is preferred but not essential. We are happy to work with and train the right person go get up to speed with the product. A good attitude, willingness to learn and an ability to work unsupervised is essential. Wages based on experience, please contact marktrs@bigpond.com

WANTED TO SELL

CLASSIC CAR SALES PTY LTD. LMVD220206. We have many classic cars and trucks for sale. Based in the Riverland. Jaguar, BMW, Ford, Fairlane, Rover, Mercedes Benz, Toyota and many others. Contact John Flanigan on 0407 399 945.

WHYALLA BUSINESS FOR SALE. Natrad Franchise. Radiators, air-conditioning, mechanical services and repairs. Including log book services to all makes and models. All enquires, call 0428 844 605.

MOLNAR 4 POST HOIST - Wheel alignment compatible (rear slip plates included), 2 Jacking beams - 2 tonne lift each. Disassembled and ready for pick up. Serviced regularly by licensed repairer. Cables replaced about 5 years ago. Ramps extended for easy access of lower cars. 3 phase. \$4,500 ono - Pick up Swan Reach, SA. Contact 0429 702 256.

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

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

NISSWRECK - Nissan & Renault Specialists. Now dismantling all makes and models: 4x4, commercial and passenger cars.

European vehicles also in stock. Need it fast? We have it on the shelf! 59 South Terrace, Wingfield SA 5013. P: 07 7347 0111 E: sales@nisswreck.com.au W: www.nisswreck.com.au

Mobile Shaker Plates BM53000 (Built 2014). Heavy galvanised shaker plates with alloy ramps for inspecting steering and suspension on truck and trailers. 2 powerful 4 way hydraulically operated plates are controlled individually or together by remote control. Very good condition. Contact Craig at Hancock (08) 8349 4711.

The Dirt Off Road Campers has Adelaide's best and largest range of off-road hybrid vans. CCIASA Award Winning Dealer. For more details go to www.thedirt4wd.com.au or visit our showroom at 26 Light Cres, Mt Barker SA.

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

WANTED TO BUY

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

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

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

To include a free classified in the June 2020 edition of Motor Trade, email your listing of no more than 50 words to Madelaine Raschella at mrascella@boyleylen.com.au by Friday 15th May 2020.

MTA - SA BOARD OF MANAGEMENT

PRESIDENT: Frank Agostino - Agostino Group

PAST PRESIDENT: Neville Gibb - Gibb & Sons Pty Ltd

VICE PRESIDENT: Vacant

MEMBERS REPRESENTATIVE: Clive Polley - Independent Components

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BOARD REPRESENTATIVE: Mark McGuire - Zoot Scooters

BOARD REPRESENTATIVE: John Hitchcock - Dial-a-Tow

AADA: Vacant

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LICENSED VEHICLE DEALERS: David Vincent - Adelaide Vehicle Centre

MIASA: Mark Flynn - Coast Yamaha Unit Trust

SERVICE STATION: Brenton Stein - Weeroona Holdings Pty Ltd

TOWING SERVICES: John Hitchcock - Dial-a-Tow and Active Auto Centre

TYRE DEALERS: Marcus Baldacchino - Bob Jane T-Mart Alberton

CENTRAL ZONE: Vacant

LOWER NORTH ZONE: Dale John - Ucal Pty Ltd

MID NORTH ZONE: Vacant

RIVERLAND ZONE: Kym Webber - Waikerie Crash Pty Ltd

SOUTH EASTERN ZONE: Peter Roberts - OG Roberts & Co

SOUTHERN ZONE: Mark McGuire - Hotline Car Parts

LOWER EYRE ZONE: Vacant

UPPER NORTH ZONE: Vacant

UPPER SPENCER GULF: Tracy Butler - Butlers Mechanical



ASSOCIATION INFO

MOTOR TRADE ASSOCIATION

President / Frank Agostino

CEO / Paul Unerkov

Marketing & Communications Manager / Daniel Forbes

Communications Specialist / Josh Bevan

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