



APRAA National Newsletter

December 2006



APRAA 2006 Conference, Melbourne: A Great Success!



Based on Committee and Member feedback the APRAA 2006 Conference and Trade Show was another outstanding success.

Many thanks for the great support received from Members, State and National Committees, and special thanks should go to the APRAA Conference Program Committee comprising:

Kevin McAuliffe, Tony Fox, Bob Carle, Gary McKendry, Chris Daglis, Wayne Alway.

A Big Thank You to our Sponsors and Exhibitors:

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Conference highlights included:

- good attendances with 78 delegates and 145 people overall including sponsors, exhibitors, speakers and delegate partners
- good support was received from our sponsors, our exhibitors and our Member Unity Sponsors
- the very enjoyable Bus and Yard Tour visiting The Shrine, the MCG and local businesses Imlach Auto Parts, Dai Auto Parts and Allford Wreckers
- the Trade Show was a real buzz of interest and conversation, with lots of sales inquiries and member interest driving things along
- Key Speakers included the two internationals Joe Caruso and Jim Counts, other motor industry speakers such as Gunther Jurkschat (VACC), Michael Stillwell (Stillwell Motors), Andreas Kammel (Toyota Australia), Richard Nathan (Nathan's Prestige Repairs), plus other speakers Wayne Aspland (Sensis), Chris McLean (Aitken, Walker & Strachan Financial Planning), Peter Barrows (APRAA Accreditation).
- The Fundraising Auction Night was huge fun and raised over \$7,000 with 50% going to the APRAA Scholarship Foundation and the 50% going to support funding of the APRAA national programs
- The Awards Dinner at Telstra Dome was a fantastic night for all concerned. What a great venue!

Major Award winners included:

Mike Third / Total Auto Recyclers (Frank Nicastrì Memorial Award);

Peter Barrows (Bob Scott Memorial Award);

APRAA Business Presentation Quality Awards:

Imlachs Auto Parts, VIC (large category),

All GM Auto Parts, NSW (medium category),

Sapphire Fast Parts, NSW (small category).

There were lots of APRAA Volunteer Excellence Awards, recognising the state and national volunteer leadership activity, the engine room behind APRAA's ongoing success. Well done to all concerned.

- Major Lucky Prize Draw winners: Lawrie Beacham (one free registration); Peter Scott (one free night's accommodation), Kevin McAuliffe (\$1000 Parts Locator magazine advert)
- The outstanding benefit was the positive spirit of all delegates with some great networking and social opportunities, with lots of new faces at the event for their first time.
- Some of the key issues raised during the event included:
 - the priority of good people leadership to achieve your business goals
 - ongoing industry change and rationalisation
 - the value of a universal parts interchange system for Australia
 - the need to reduce overhead costs to be more competitive
 - APRAA Accreditation as the industry quality benchmark
 - the opportunity to sell more recycled parts to smash repairers
 - the priority to build stronger links with the smash repair industry
 - planning for business success and ownership succession

Copies of most Speaker presentations are available from the APRAA website or contact your the APRAA National Secretariat.

APRAA Executive Committee 'National Meeting' Update

The APRAA Executive Committee National Meeting (AGM) was successfully held from 10am to 3.30pm on 8 November in Melbourne, the day before the APRAA Conference commenced. Successful motions included:

- to progress discussions with NPC regarding an alliance with the APRAA Accreditation quality standards (see more details page 4)
- to discontinue APRAA.COM On-Line Parts Locating Service from 31/12/06 (see more details page 4) due to lack of funds and insufficient member support
- to continue APRAA's support for the Federal Government's Greenhouse Challenge Plus program
- Kevin McAuliffe/MTA WA was re-elected as APRAA Chairman and Peter Barrows/MTA SA as Vice Chairman.

Suggestions were also raised to explore a weekend Yard Tour for 2007 in SA, plus holding the APRAA Conference & Trade Show in 2008 in Coffs Harbour. Contact your state MTA or Recyclers Committee for further details.

APRAA National Chairman's Report

The following Report was tabled at the APRAA National Meeting 8/11/06 and the APRAA 2006 Conference and is reproduced below, to keep you all informed.

The inaugural meeting of the newly formed Auto Parts Recyclers Association of Australia (APRAA) an Affiliated Trade Association of MTAA was held in Canberra on Monday 7 November 2005. The meeting comprised of delegates from the States and Territories MTAs / VACC and the MTAs / MTAA Division Managers/Staff and observers. I was elected APRAA National Chairperson at this meeting and Peter Barrows elected Vice Chairman. Through the year many issues have arisen that have been considered by the Committee and acted upon.

One of the main issues this year has been the National Parts Code (NPC). This issue has been a source of much vigorous debate, positive and negative, from industry representatives. The Committee and I felt that it was still best to support the NPC with the goal of achieving a strong partnership and utilizing it as part of our accreditation system. By working with the NPC it is hoped that this industry can benefit from liaising with the relevant Government bodies to further advance the credibility and status of the industry.

APRAA had a trade stand at the Australian Automotive Trade Fair in Sydney on 23-25 June 2006. Alan Marshall from the National Secretariat was responsible for the setting up and manning of this informative trade display. I was able to be in attendance for much of the trade fair. This gave me the opportunity to meet and liaise with attendees from various related industries. The stand enables recognition of the industry. Another full Committee meeting was held in Canberra on Monday 29 May 2006. Nick Koerbin and Ray Shuey gave a presentation on the NPC. This helped to clarify how the NPC was progressing and also assure the Committee that they are working with, and for, the industry.

I wish to acknowledge the work that has been done by Alan Marshall in preparation for the APRAA 2006 Conference and Trade Show to be held in Melbourne in November. This conference is shaping up to be a high calibre event for the industry and I would encourage State and Territory representatives to continue promoting this event. The past year, in many ways, has been a tough year for the industry and this highlights the need for unity and leadership to foster increased quality and to increase sales.

My experience from Western Australia indicates a general decline in the use of recycled auto parts. If this is the national trend we as a Committee will be challenged in the coming year to form strategies that can be implemented to alleviate this decline and to work with the MTA's to promote our industry to their other Divisions. Part of this could include our accreditation program by way of increasing accredited business membership.

I must thank Peter Barrows for his work in chairing the APRAA Accreditation Program. The Accreditation package is very professionally marketed and all businesses in the industry should aspire to embrace this initiative. APRAA was a national association before the merger enjoying input from all States and Territories. Now APRAA is not fully national because the MTA Queensland has pulled out of the Federation. Whilst this is their prerogative, we as a Committee are very disappointed that we cannot receive their input in national matters. Their input has been a missing link and I hope that in the coming year we can work to a solution so that they too can be part of the national Committee and membership.

I firmly feel that it is necessary for all States and Territories to have a voice and input to help grow the new national structure. I look forward to working with all parties to achieve this outcome. On behalf of the Committee and myself I would like to express sincere thanks and gratitude to Alan Marshall of the National Secretariat for his tireless work and dedication to APRAA in this past transition year.

I would not have been able to carry out my role of Chairman without input and feedback from State and Territory delegates. Your views and input has been greatly appreciated. I look forward to embracing new challenges and successes in the coming year.

KEVIN MCAULIFFE,
APRAA NATIONAL CHAIRMAN, October 2006



APRAA National Accreditation Program Update

Currently we have 94 APRAA Accredited members across the MTAs in Australia. Those members not yet participating in the Program are most welcome to join. Contact the APRAA National Secretariat for more details. An APRAA Accreditation promotional item has recently been issued to the MTAs and has already appeared in most MTA magazines. This is good promotion of the Program and the participating members.

Industry Good News re APRAA Accreditation and the NPC

Recent negotiations between APRAA and the National Parts Code (NPC) have resulted in the NPC proposing to accept the APRAA Accreditation Program as the industry standard, with the condition that APRAA incorporate into our criteria the NPC ideals, to guarantee clear title to our parts in trade. Under their proposal the NPC would provide an independent audit process to the APRAA Accreditation Program.

Presuming the current negotiations are successful, we would see a single complete National Industry Standard for the legitimate industry members to belong. This is an important opportunity to progress our Program and better unify the industry. We believe your compliant business can only benefit from your continued participation in this evolving Program. In view of these industry discussions, APRAA has agreed to defer the Accreditation Renewals (normally due 1 January) to 31 March 2007.

Further details will be announced in 2007 as the discussions progress, noting any formal agreements will need approval by the APRAA Executive Committee, the NPC Board and the MTAs / MTAA Board. Should you have any queries, please contact your state MTA, the APRAA National Secretariat or the NPC.

APRAA.COM's "On-Line Parts Locating System" to cease

At the APRAA Executive Committee National Meeting held 8/11/06, after careful consideration over many months, a decision was reluctantly made to cease APRAA funding of the APRAA.COM On-Line Parts Locating System (OLPLS) after 31/12/06. This decision was due to the many competing parts locating systems which now operate in the market place; the overall insufficient support from APRAA / MTA recycler members; and the ongoing costs required to maintain and develop the system.

This means that the free OLPLS will shortly cease to operate under the APRAA website, although it is possible the system could continue under the control of Richard Delahoy, if commercially justifiable to Richard and his partners of Eziparts (see www.eziparts.com).

APRAA takes this opportunity to thank those loyal members (and Priority One customers) who have had the wisdom to support the APRAA.COM OLPLS over the many years, and special thanks to Richard Delahoy for his enormous contribution and support to develop and administer the system for the good of APRAA and the legitimate industry.

Please note the APRAA Website itself (www.apraa.com) and all of the valuable industry information will still continue to operate.

The 2007 Japan "IRT" Tour: Tokyo, 17-19 June 2007

This International Round Table (IRT) event is still on track, hosted by JARA, and supported by the other international associations: ARA, APRAA, EGARA and ARC. The latest advice from JARA is that they will subsidise some costs, covering such costs as the Meeting Registration, two Evening Dinners and the Factory Tour. The total costs per delegate could amount to around USD\$1000, whereas with the JARA subsidy the cost may be closer to USD\$375 (plus travel, accommodation etc), subject to final numbers. APRAA expects to have more details in the New Year and will approach a Travel Agent to assist put together a travel package. Those members who have advised an Expression of Interest will be contacted with all the details in early 2007. For more information contact the APRAA National Secretariat.

Restricted "AirCon" Licence for Recyclers/Dismantlers

Earlier this month I contacted the Australian Government Department of Environment and Heritage (DEH) re the progress on the promised Government Discussion Paper on a "restricted licence" for our sector. I've been advised that:

- The Discussion Paper may not be released until March next year
- the 12 month Transitional Licence is the interim measure

For further details speak to your state MTA, refer to www.arctick.org or call the ARCTick Hotline 1300 884 483.

APRAA supports AAAA Trade Show, Melbourne: 21-23 June 2007

The APRAA Executive Committee has accepted an invitation to be an association supporter for the above major event. Of special interest about next year's event will be the "new" Collision Repair Expo, which will take place alongside of the Trade Show event.

For more information on the event, check out the AAAA website www.aaaa.com.au

APRAA Global Calendar of Events for 2007

27 February 2007	Clean Up Australia Day for businesses (refer www.cleanup.com.au)
2-12 March 2007	International Motor Show, Melbourne (refer www.motorshow.com.au)
12-14 March 2007	ARA Business Development Conference, Las Vegas, USA (refer www.A-R-A.org)
15-18 March 2007	F.1 Grand Prix, Melbourne (refer www.grandprix.com.au)
21-23 March 2007	International Auto Recycling Congress, Amsterdam, Netherlands (refer www.icm.ch)
26 March 2007	APRAA Executive Committee Meeting, Canberra
29 March – 1 April 2007	Automechanika, Asia, Kuala Lumpur (refer www.automechanika.messefrankfurt.com)
17-21 April 2007	ISRI Annual Convention, New Orleans, USA (refer www.isri.org)
22 April 2007	Earth Day (refer www.earthday.net)
27-28 April 2007	IT Convention, Ft. Worth Texas, USA (refer www.meetusatit.com)
12 May 2007	EGARA Spring Meeting, Lithuania (refer www.egaranet.org)
27-29 May 2007	Automechanika, Dubai (refer www.automechanika.messefrankfurt.com)
5 June 2007	World Environment Day (refer www.deh.gov.au/events)
15-17 June 2007	Australian Auto Trade Fair, Brisbane (refer www.autotradefair.com.au)
17-19 June 2007	JARA hosted International Round Table (IRT) Tokyo, Japan (refer APRAA)
21-23 June 2007	AAAA Trade Show, Melbourne (refer www.aaaa.com.au) incl. the 'new' Collision Repair Expo
23 July 2007	APRAA Executive Committee Meeting, Canberra
26-29 September 2007	ARA Convention. Orlando USA (refer www.A-R-A.org)
30 October - 2 Nov. 2007	SEMA, Las Vegas, USA (refer www.sema.org)
30 October - 2 Nov. 2007	AAPEX, Las Vegas, USA (refer www.aapexshow.com)
31 October - 3 Nov. 2007	NACE, Las Vegas USA (refer www.naceexpo.com)
5-11 November 2007	National Recycling Week (refer www.planetark.org)
26 November 2007	APRAA Executive Committee Meeting/AGM, Canberra #

Events/Dates To Be Advised:

- MTA SA proposed 2007 APRAA Yard Tour #
- APRAA 2008 Conference (Coffs Harbour proposed by MTA NSW)

I-CAR Australia now open for business – www.i-car.com



Members would have noted the launch of I-CAR Australia earlier this year, part of the international not-for profit training organisation, founded in 1979. I-CAR has an impressive track record in the USA and NZ with strong industry support across the smash repair and related trade sectors including recyclers/dismantlers, suppliers, insurance companies, vehicle manufacturers and the industry trade associations. Its mission is to research, develop and deliver quality technical educational programs related to collision repair.

Richard Pratt (ex-MTAQ) has been appointed as the Chief Executive Officer from 1 October 2006. Richard has said of the 32 licensed courses he expected to deliver a minimum of ten in the first year, and he believed upwards of twelve venues would be selected across the nation. I-CAR local instructors have been accredited and the first series of courses have already been run across major capitals. A major I-CAR feature is their on-line study facilities. I-CAR has already gained the support of the state MTAs.

Richard has made preliminary contact with the APRAA National Secretariat to involve our sector nationally and to ensure our members are kept informed of the training opportunities. More formal discussions with the APRAA Executive Committee are expected in the new year. I-CAR Australia will offer significant training and knowledge share through their relationships with insurers and manufacturers, which can only be an important development for the automotive trade including dismantlers / recyclers.

For details on the programs on offer refer www.i-car.com or contact your state MTA.

International Links

As APRAA is the peak national association for the auto parts recyclers throughout Australia, we have established relationships with the active international automotive recycler associations. These following associations and links are available on the APRAA website (under Links / Other):

ARA (USA):	www.a-r-a.org	EGARA (Europe):	www.egaranet.org
ARC (Canada):	www.autorecyclers.ca	MVDA (UK):	www.mvda.org.uk
APIA (NZ):	www.apia.co.nz	JARA (Japan):	www.npo-jara.org

Merry Christmas and a Happy New Year

On behalf of Kevin McAuliffe (APRAA Chairman) and the APRAA Executive Committee, Kathryn and I in the APRAA National Secretariat wish you all a Merry Christmas and a Happy New Year.

Alan Marshall & Kathryn Scicluna
APRAA National Secretariat

This Newsletter has been produced by the APRAA National Secretariat.

APRAA Executive Committee Delegates (elected volunteers)

Kevin McAuliffe, MTA WA (Chairman)	Peter Barrows, MTA SA (Vice Chairman)
Bob Carle, MTA NSW	Gary McKendry, VACC
Michael Beasley, MTA WA	Jim Trobbiani, MTA NT.

APRAA / MTA / MTAA Contact details

State:

MTA NSW - Ph 02 9213 4222

Senior Manager – Greg Coli

Website – www.mtansw.com.au

VACC - Ph 03 9829 1111

Division Manager – Alan Marshall

Website – www.vacc.com.au

MTA ACT - Ph 02 6241 6266

Executive Director – Phillip McGilvray

Website – www.mtaact.com.au

TACC - Ph 03 6278 1611

General Manager – Malcolm Little

Website – www.motor.net.au/tacc

MTA-SA - Ph 08 8291 2000

Business Advisor – Andrew Clarke

Website – www.mta-sa.asn.au

MTA WA - Ph 08 9345 3466

Divisional Manager – Marie Donato

Website www.mtawa.com.au

MTA NT - Ph 08 8947 6990

Executive Director – Graeme Bevis

National:

MTAA - Ph 02 6273 4333

Deputy Executive Director – Sue Scanlan

Website - www.mtaa.com.au

APRAA - Ph 03 9829 1280 or 03 9829 1281

Executive Officer – Alan Marshall

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