



CARLINES

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MOTOR INDUSTRY FOUNDATION DINNER & AWARDS

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A Night Of Glitz, Glammour And Fun - For A Good cause!

Car Craft members and friends enjoyed a fun evening at the Perth Convention Centre Ballroom for the MIF Dinner and Awards night in April. The event honoured standout businesses and individuals in the motor industry and highlighted the work the Foundation is doing with people with special needs.

The Car Craft Group was a Gold Sponsor of the Las Vegas themed event and, as it was proudly announced on the night, will donate

\$100,000 to the Foundation over the next 10 years.

Car Craft's sponsorship will assist in the provision of a Toyota Hi-ace van, which is capable of taking two wheelchairs, to a family with a tragic story.

Two of the Wilkie family's four children have a incurable condition called Batten's Disease which has left the girls, Brodie (7) and Amanda (5), completely immobile and confined to wheelchairs.

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PETER WILKINSON OAM

One of the body repair industry stalwarts and a Car Craft elder statesman has been recognised with an OAM in the 2008 Queens Birthday Honours List.

Peter Wilkinson (pictured) was awarded the Medal of the Order of Australia (OAM) for service to the automotive industry, particularly through the development of accredited motor body repair training and apprenticeship schemes.

Peter has contributed a huge amount of time and effort to the cause of industry training. He was chairman of a national committee which required a great deal of his time travelling interstate to develop a competency based training system for Panelbeating and Spraypainting. This system has been in use across Australia since 1999.

In the WA arena he was involved in the establishment of the industry training advisory board Automotive Training Australia (WA) as its Chairman and also in the development of the Automotive Training Centre and the Motor Industry Training Association (MITA) of which he was Chairman for 7 years. At the same time he was working on many TAFE committees and was a Director of Car Craft.

The Award recognises the value of Peter's contribution to the motor industry, in particular in the area of



industry training which has resulted in real benefits, in particular to young people, however his contribution to the motor industry has been much wider and at all levels.

Peter qualified as a Panelbeater in 1957 after a 5 year apprenticeship and established Peter Wilkinson & Co Pty Ltd in 1959. As well as running a successful business he devoted many hours to furthering the industry's interests through his membership of the Board of MTA for 18 years, including 3 years as President and 5 years as Treasurer. He also spent

2 years as President of the national association (MTAA) and in 2006 was awarded the Motor Trade Association of WA's Lifetime Achievement Award for service to the motor industry.

There are many other achievements and contributions Peter made during his career, but they are too numerous to mention. It is with a great deal of gratitude and respect that Car Craft members congratulate Peter on his OAM and salute his commitment to training and to the motor industry in general.



Nobby, Tarm, Robert, Mia and Peter from Hiltone



Darren and Monique Templeton from Maddington Smash Repairs with Dean Taylor

WELCOME TO CAR CRAFT'S NEWEST

There are two recent additions to Car Craft Accident Repair Centres team;

- Darren & Monique Templeton from Maddington Smash Repairs, and
- Robert Vassallo, Nobby Verran & Peter Van Riessen from Hiltone Body Works

Hiltone Body Works has rejoined the Car Craft Group after an absence of several years and we welcome them back. Robert is the spokesman for the three partners and is keen to

infuse his ideas into the group and has plenty of passion on offer.

Maddington Smash Repairs was started by Darren's father and his partner in 1985, however Darren and Monique are now the business owners.

Darren & Monique represent what we hope will be a new era for Car Craft with younger members coming into the group. Many of the current membership have been with Car Craft since the beginning, and although their commitment has been and will remain vital it is also important that new blood, new ideas and some fresh faces are drawn into the organisation.



CAR CRAFT LOCAL HERO

Steve McEntee has been a member of the Car Craft Group since its inception in 1987 and is a member of a well known body repair industry family. He owns Duracraft Car Craft and runs the business with his son Daniel who became a Director of the business on 1 July 2008.

But not only does Steve have a strong history in the body repair industry, he has also made a name for himself on the sporting field.

Steve enjoyed many years playing golf at the highest level, both in club events and at one memorable international event in Hong Kong, but at the age of 40 he gave up golf and took up hockey after encouragement from a neighbour. Some might think that it should have been the other way around, but Steve threw himself into hockey and 10 years later – at 50 years of age he played in the WA Veterans team for 50 – 55 year olds.

He has been playing for State teams in the Veterans League for the past 7 years including crowning moments, winning Gold in 2003 and 2006.

By a quirk of fate he has played some of his finest games for ACT. He was out of the country when nominations for the WA team closed in 2002. However, ACT was looking for a striker and Steve had been the highest goal scorer in the national tournament the previous year so he was head hunted into their side. He is also playing for ACT this year at the 2008 tournament in Darwin.

Steve says that veterans' hockey is huge all round Australia, so all the national tournaments are extremely well represented. The players pay their own costs, including accommodation and airfares, but they do receive some sponsorship assistance.

Daniel, Steve's son and his partner Lynda, are also very involved in the game and play for Melville City Hockey Club as does Steve when he's not playing for the State.

Daniel plays in the WA Classic League which is hockey's equivalent of the AFL. He was selected into the League at 16 years of age and plays against WA's best, such as current Olympian Bevan George.

Lynda plays in Metro 1 division in the weekend competition and in a veterans team on Wednesday nights.

Duracraft is a major sponsor of both the Men's and Women's Classic League teams and the stadium at the Melville Club's oval has been named in their honour.

Steve, Lynda and Daniel are Car Craft champions!

CC ADVANTAGE SOLUTIONS

Invoice discounting is a rapidly growing financial service for business. It is popular because of its flexibility and ability to resolve cash flow issues, with an added bonus – we collect the debt for you.

Car Craft's service is simpler than most in the invoice discounting/factoring business. We advance 100% of the value of your invoice and guarantee to pay you within 24 hours. You don't relinquish control of

your debtors ledger and you can sell us one, two or any number of your invoices.

Our service is not confined to Car Craft members and is available to commercial businesses outside the body repair industry providing they meet Car Craft's requirements. For more information contact admin@car-craft.com.au or Dean Taylor or Noelle Simons on (08) 9356 9188.



CAR CRAFT CHIX AND THE BUCKET LIST

A group of Car Craft women met for lunch recently at the Matilda Bay Restaurant. The luncheon was prompted by Michael Wilkinson, the Car Craft Chairman who suggested that it would be beneficial for the wives and partners to meet and interact socially. Car Craft members meet regularly, through formal meetings, sundowners and other industry functions, however their wives/partners, who almost always play an important role in the business, often only come together at the end of year function.

The Matilda Bay lunch was a fun afternoon with wonderful food and great company – there were eleven women, all with very strong opinions about future functions. It was decided that an event should



L to R - Sue Fallows, Anita DiPardo, Viv Ellis, Lynda Forbes, Rosie Scagliotta, Cathy Wilkinson, Taren Hewitt, Sharon Janssen, Noelle Simons. Unfortunately, Loretta Wesley had to leave early and missed the photo shoot.

be organised quarterly and a 'Bucket List' was created, accompanied by much hilarity. Suggestions included participation in the Toyota Trek, dragon boat racing, crew the Endeavour, walk the Bibbulmun Track, bungy jumping, hot air ballooning, belly dancing/pole dancing and many more.

However the next event will probably be a more sedate Melbourne Cup luncheon!

The lunch was great fun and we hope to see more CC Chix attending in the future.

NEW TIMES AND RATES

In March 2005 the report into the smash repair and the insurance industry by the Productivity Commission was presented to the federal government.

The report confirmed a need for change and made a number of recommendations including that a Code of Conduct be developed and the terms of the code should contain measures that provide transparency and fairness.

The Code of Conduct has been introduced and IAG subsequently developed a version of real time/real money called New Times and Rates (NTAR).

IAG and MTA-NSW through Deloitte's Motor Services introduced a formula known as the Deloitte's Calculator and it is this formula that will be used to establish repairer's hourly rates.

Around the end of July IAG's NTAR will be trialled by 9 repairers in WA. The trial will last about 6 months and will be monitored by both MTA and IAG. This is the precursor to the move from funny time/funny

money to real time/real money by SGIO and CGU. MTA still has some concerns regarding the privacy and confidentiality of the information required by IAG and the conditions of use are still being debated.

The trial will establish the financial impact of the changes on the 9 businesses, comparing the net gain or loss from switching to the new method of quoting. However there seems to be no doubt, at least from the point of view of IAG that NTAR will happen and body repairers need to do their research.

Once the trial is complete MTA will take the results to industry for input and discussion.

Car Craft members on the Body Repair Division of MTA encourage all repairers to go onto the NTAR website at http://realtimes.com.au/ntar_tools.php and click on the NSW Labour Rate Calculator which will give you a guide. The WA calculator is not listed as it is subject to the trial and further discussions.

It appears that there will be concerns about the method of evaluating a business's hourly rate as the calculator uses a generic figure and rates every business using the same model. There are some individual inputs, but they are not really relevant. Basically it relies on the business turnover, the number of staff and the hours they work and the parts/labour splits. If those numbers are input it will change the hourly rate, but any other number input will not change anything.

Business operators need to view the calculator so as to be more informed about what the future looks like and what is required before MTA gets involved in discussions with the industry.

Car Craft members are active on the Body Repair Division of MTA and have played a leading role in negotiations. They advise that repairers should not be disturbed by the proposed introduction as it is envisaged that ultimately it will be an industry decision to accept the terms, not an IAG decision to impose them.