



Auto Parts Recyclers Association of Australia

APRAA is an Affiliated Trade Association within the Motor Trades Association of Australia Federation

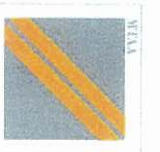
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Australian Report to the Tokyo 2007 IRT, hosted by JARA

Introduction

APRAA represents over 330 auto parts recycler state MTA members throughout Australia. APRAA estimates that there are approximately 1,500 quality licensed operators in the local industry. Recycled parts represent a small part of the overall Australian parts market at around 5%. Accordingly there is good scope for growth if we can overcome the many barriers to Recycled Parts usage expanding. The industry is undergoing rationalisation and consolidation – hence the industry will involve fewer and bigger players into the future.

In Australia we have around 21 million people with over 14 million vehicles on the road. The average vehicle age is 10 years old and while 600,000 End-of-Life Vehicles (ELVs) are retired from our roads each year, new vehicle sales amount to around 950,000 pa.

After several years build-up and following the APRAA Members approval, in August 2005 APRAA merged within the MTA national framework which involved our members joining their state Motor Trade Association (MTA). APRAA continues to operate as the peak national body for the auto parts recyclers / dismantlers in Australia.

APRAA National Programs and Activities

APRAA has a number of important programs and activities such as:

- **The APRAA Accreditation Program:** this optional (five level / 5 star) program is designed to encourage members to make ongoing improvements to their businesses addressing environmental compliance, business presentation, customer service, parts traceability, occupational health and safety, systems quality and so on. Currently APRAA has over 80 members in the Program who have elected to pay the additional fee required to be in the Program and to demonstrate industry leadership.
- **The National Parts Code (NPC):** was initially set up and funded by the National Motor Theft Reduction Council (NMVTRC) with industry-wide support, to develop a special focused voluntary Code to minimise the risk of quality operators dealing in stolen parts. APRAA is now working with the NMVTRC and the NPC to sign-off an "alliance" to have the APRAA Accreditation Program more comprehensive standards adopted as the NPC standard and in return APRAA will use the NPC as the Independent Auditor.
- **AAAA Trade Show:** as a supporting association, APRAA will have an exhibitor booth at this event, the biggest automotive aftermarket event in Australia, held every two years. In addition there will be the new Collision Repair Expo. For more details refer www.aaaatradeshow.com
- **APRAA 2007 Yard Tour, Adelaide:** this event will be hosted by MTA SA and is planned to be held 24-25 November in beautiful Adelaide, the South Australian capital city. Attendees will visit 4 local member sites, have access to various industry supplier displays and enjoy an evening dinner
- **APRAA Website** – refer www.apraa.com: the APRAA 'new-look' website is due to go 'live' by mid June so please visit the site and take a look at the APRAA information and activities.
- **APRAA Industry Insurance Scheme:** currently administered via OAMPS insurance brokers, APRAA has promoted a specialist industry insurance scheme for members and the broader industry for over 12 years.
- **APRAA 2008 National Conference and Trade Show:** Through the leadership of Bob Carle, MTA NSW has agreed to host this event on APRAA's behalf, at scenic Coffs Harbour on the New South Wales coast, several hours north of Sydney. The event is likely to take place in October or November.
- **APRAA National & Memorial Industry Awards:** Every two years at the major APRAA national conference event, national and state awards are announced including the APRAA Business Quality Awards, the Volunteer Excellence Awards (state and national) and the Bob Scott and Frank Nicastro Memorial Awards.

- **APRAA Environmental Initiatives**
- **Greenhouse Challenge Program:** APRAA is an ongoing facilitative member since 1999 for this national program to reduce greenhouse gases – refer www.greenhouse.gov.au/challenge.
- **Planet Ark:** Many of the APRAA members agreed to be listed on the Planet Ark's RecyclingNearYou website which promotes and sources local recycling opportunities in the community – refer www.recyclingnearyou.com.au
- **AutoCRC ELV Project:** APRAA has recently been approached and agreed to support this project to develop an ELV Policy for Australia. For more details refer www.autoCRC.com.

➤ **APRAA Executive Committee:** this Committee comprises elected state MTA Delegates along with state MTA, APRAA, MTA officials. The APRAA Committee generally meets face-to-face three times a year, with correspondence or phone meetings as required to address any urgent matters.

➤ **APRAA National Secretariat:** operates within the Victorian state MTA body known as VACC, in Melbourne. Staff work part time on the APRAA programs and issues. Current employees are Alan Marshall (Executive Officer) and Maxene Gladman (Assistant).

Key Industry Issues in Australia

The following are some key industry issues for members and the general industry in Australia:

- Increasing the automotive trade and the general community acceptance and usage of Recycled Parts, promoting the environmental and economic advantages
- Supporting the national activities to reduce automotive theft - to be part of the solution not part of the problem
- Promoting the de-pollution of all ELVs and environmental best practice
- National Written Off Vehicles Register and consistency with Statutory Write Offs and Repairable Write Offs
- Improving the damaged vehicle auctions, currently open to the public
- Looming environmental pressures to progress a national ELV policy
- Raising the quality of the overall industry with regard to customer service, warranties, parts locating, business presentation, computer stock control, parts storage, prompt parts delivery and so on
- Improving the relationship with the insurance, smash repair and mechanical service sectors
- Maintaining ongoing effective relationships with the major metal recyclers
- Increased competition from backyarders and unlicensed operators
- Growing compliance requirements across industry licensing, environmental requirements, occupational health and safety, vehicle safety laws, employment practices, taxation and business reporting etc
- Increasing influence of big business
- Employee recruitment and retention and general industry skills shortages
- Increasing costs of insurance
- Increasing industry unity to address industry challenges
- Developing one industry-wide universal parts interchange system
- An increasing shift towards newer, more affordable and high technology vehicles
- Better understanding and utilising of the state and national resources to represent and progress industry issues
- Developing a strong strategic plan for APRAA to take the industry forward into the next 5-10 years and beyond.

Should you have any queries, please speak to one of the Australian delegates during the IRT Meeting or contact the APRAA National Secretariat.

Alan Marshall (APRAA Executive Officer) and
Kevin McAuliffe (APRAA National Chairman)
6 June 2007