Australia's Trade News Journal For Professional Vehicle Repair Workshops

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AUSTRALIAN WORKSHOP MANAGER

INCORPORATING Tyre Business AUSTRALIA

MAY/JUNE 2026

KUMHO

ROAD VENTURE

WHAT'S YOUR ADVENTURE?

RUGGED TERRAIN

ALL TERRAIN

MUD TERRAIN

RT
RUGGED TERRAIN

AT
ALL TERRAIN

MT
MUD TERRAIN

In this Issue...

• Service Noted Underused • Skilled Migration • Rogue Tyre Operators • Brake & Suspension News
• Payroll Mistakes • Feature: Battery & Ignition • Diesel Tech & Diagnostics • And much, much more!

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The Editor's Desk



Something's shifted in the last few months. I notice it in conversations with workshop owners, in the messages landing in my inbox, in the questions people are asking each other. The mood is 'watchful'.

The noise coming out of the US is impossible to ignore. The tariff chaos hitting global tyre manufacturing is working its way through the supply chain and the raw material costs underneath it like rubber, steel, petroleum-based compounds were already climbing before Washington started throwing its weight around. I'm hearing that distributors will adjust their forward pricing because of this so if you haven't had that conversation with your suppliers yet, it's worth having sooner rather than later.

Closer to home, finding good people remains the industry's most stubborn headache. The shortage of qualified technicians isn't easing and what I'm seeing on the ground is more specific than any official data captures: experienced people are leaving faster than workshops can replace them and the training pipeline can't keep up. EV and ADAS vehicles are adding complexity at exactly the wrong moment. Workshops are being asked to do more with less and owners are feeling it.

One more thing that's gathering attention too is the rogue tyre collectors who are undercutting legitimate disposal operators, picking up used tyres from workshops and dumping them in places they shouldn't. The catch is that when regulators trace those tyres back, and they do, the workshop that handed them over can end up wearing it. Nothing dramatic, just worth making sure you're using an accredited collector which Tyre Stewardship Australia can help with there.

To learn more visit the TSA website www.tyrestewardship.org.au

Now for the good news, and there is some.

Australia recorded 1.2 million new vehicle sales in 2025. More vehicles on the road means more rubber getting worn down and more customers through your door. What I'm also noticing is that workshops quietly getting ahead are the ones who've stopped thinking of themselves purely as tyre sellers. Service bundling like wheel alignments, pressure checks and roadside membership tie-ups are lifting transaction values and keeping customers coming back. It's not a new idea, but the operators doing it well right now are doing it deliberately, not accidentally.

The fundamentals of this industry are solid. That's easy to forget when you're dealing with staffing headaches and supplier phone calls, but it's worth remembering.

All the best…Ed.

Service Notes: The Most Underused Tool in Your Workshop



Many workshops are sitting on a powerful but often underused tool: *Properly organised service notes.*



By Kelly Adam

In many cases, service notes are written inconsistently, not followed up, or worse, not recorded at all. Yet when used correctly, they play a vital role in customer retention, uncovering legitimate repair work, delivering long-term vehicle care, and creating a steady stream of future work.

What Are Service Notes?

Service notes are the recommendations, faults, and upcoming maintenance items identified by the technician during a service.

They provide a snapshot of the overall health of the vehicle and create a roadmap for future maintenance and repairs.

These notes don't only apply to faults discovered during the service. They should also include upcoming scheduled maintenance that may no longer be recorded in the vehicle's service book. Items such as timing belts, fuel filters, spark plugs, valve clearances and other long-term service requirements should all form part of the vehicle's service notes.

When used correctly, service notes allow workshops to take a proactive approach to vehicle care, improving customer trust, preventing unexpected breakdowns, and helping to maintain a steady flow of work throughout the year.

Why Service Notes Matter

First and foremost, as automotive professionals, our role is to keep our customers' vehicles safe, reliable and well maintained while communicating what their vehicle needs both now and in the future.

With modern service intervals often stretching to 12 months or longer, workshops can no longer rely solely on routine servicing to maintain profitability. Properly managed service notes help bridge this gap by identifying legitimate future work that keeps vehicles safe, reliable and well maintained.

It's important to emphasise that this process is not about adding unnecessary charges. Instead, it's about delivering thorough, professional care. When customers understand the condition of their vehicle and the maintenance it requires, the increased invoice value becomes a natural and ethical outcome of excellent service.

How to Implement Service Notes

A simple system can make all the difference.

Many workshops find success by categorising service notes into four headings:

Urgent / ASAP – Items that should be addressed before the next service but do not immediately ground the vehicle (for example worn tyres or worn brake components).

Needed for Roadworthy – Items required to meet roadworthy standards (where applicable).

Next Service – Maintenance items due at the next scheduled service. This prepares the customer for what's coming next.

Notes to Monitor – Observations or recommendations that should be monitored over time.

If a safety-critical fault is identified and the vehicle cannot be driven safely, the customer should always be contacted immediately.

Service notes may seem simple, but when used consistently they strengthen customer relationships, reduce quiet periods, and position your workshop as a trusted long-term partner in vehicle care.

If you need help implementing service notes in your workshop, please reach out:

kelly@automotivebusinesscoach.com.au

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KUMHO TYRES' READY TO TAKE YOU ON ANY ADVENTURE

Kumho Tyre has started 2026 with what it is declaring as, its best and most comprehensive spread of adventure-ready Road Venture tyres ever, enabling vehicles and drivers to handle anything that the harsh Australian environment and conditions can throw at them.

Kumho Tyre's updated Road Venture family of tyres is now complete with the recent launch of its new RT 'Rugged-Terrain', joining the already established AT52 'All-Terrain' and MT71 Mud-Terrain tyres, to deliver the best range of performance, whether on the tar, dirt roads, rocks, mud or the desert sands.

According to Kumho Tyre Australia's director of sales and marketing, David Basha, the completion of the Kumho Road Venture family means the company can safely claim it's got a tyre for everyone in the adventure space.

"Our Road Venture family is now complete and provides 4WD, UTE and SUV owners with a complete array of tyres to handle whatever adventure lies ahead," said David Basha.

"The question we are asking is 'WHAT IS YOUR ADVENTURE?', and the answer is, whatever that adventure is, Kumho can get you there," he said.

Kumho Tyre launched its all new 'Rugged Terrain' tyre (RT) in late 2025 with its design making it the ideal on and off-road tyre, allowing 4WD, ute and SUV owners to get the best of both worlds in one tyre.

The Kumho Road Venture RT tyre has completed the totally revitalised line up for Kumho in its Adventure Tyre range, and sits between the All-Terrain Road Venture AT52 and the tough maximum traction Road Venture MT71.

The new RT has been developed to answer the enormous and growing demand for a tyre that will deliver great on road performance along with excellent off road capability.

In tests conducted by Kumho Tyre at Treadwell Research Park in the USA, the RT outperformed rival tyres in wet and dry handling, ride comfort, road noise, and wet and dry braking.

The testers used both a Ford F250 and a Jeep Wrangler Rubicon for the tests with the tyres also outperforming rival off road brands in areas of mud traction and steering, off road trail performance, cut chip resistance and overall wear.

The Road Venture AT52 entered the Australian market in early 2023 as the direct replacement for its popular, top selling and highly praised Road Venture AT51 All-Terrain tyre, which earned plaudits and admiration from Ute, SUV and 4WD users over more than a decade on the Aussie market.

The Road Venture AT52 was the evolution of the AT51 and was awarded one of the most prestigious international design competitions on the planet, winning the 2022 Good Design Award (G-Mark) in Japan.



The AT52 was extensively tested across the globe in a range of harsh environments both here in Australia and in North America, where its combination of strong performance both on and off-road and in rough terrains including in dry, stony conditions, mud and sand, won it favour with both SUV and pick-up/ute drivers.

The AT52's sawtooth-shaped shoulder block tread design tread has been engineered to improve off-road traction while also delivering comfortable and quiet ride.

The Kumho Road Venture MT71 offers premium off road performance that has redefined the 4WD tyre segment and came to market in late 2020 after more than two years of development.

The Road Venture MT71 is available in an array of sizes that cover the vast majority of the mud-terrain segment.

The MT71 is a cornerstone product for Kumho Tyre, delivering the highest level of performance whether in slippery mud, tackling dry outback gravel tracks or cruising down the highway.

The MT71 also offers truly competitive pricing and has proved a revered and respected competitor in the serious 4WD tyre market.

David Basha said that most 4WD/UTE/SUV owners spend 80 to 90 per cent of their driving time on tarmac but also want a tyre that will cope with their off road adventures.

"This is a booming sector of the automotive market and Kumho Tyre's family of adventure tyres satisfies the need for a performance tyre on road, as well as when they hit the gravel, snow or mud," said Basha.

"No one wants to keep two separate sets of tyres just to cope with the occasional off tarmac excursion which is why our family of Adventure Tyres is so versatile and confidence inspiring," he added.

Kumho Tyres engineers have concentrated on designing the Road Venture range as tyres that deliver exceptional off road performance, a quiet and comfortable ride, giving confident wet weather performance and superior wear resistance.

To explore the full Road Venture range and size options visit www.kumho.com.au

NSW Gov Invests in EV Training



The Motor Traders' Association of New South Wales has welcomed the NSW Government's commitment to fund upskilling for up to 2,000 auto technicians across regional NSW as part of their 2026 Electric Vehicle Strategy, a move the association has been actively advocating for since 2022.

The Strategy commits funding to deliver the nationally recognised Battery Electric Vehicle Inspection and Servicing Skill Set to mechanics across regional NSW, with a focus on areas with the highest concentration of EV owners and EV travel corridors.



"This is a direct result of sustained industry advocacy and we're pleased the NSW Government has listened," said Stavros Yallouridis, CEO of MTA NSW. "This commitment is the right response, at the right time."

MTA NSW included the need for a dedicated EV auto technician upskilling program in its pre-budget submission last year, arguing that workforce readiness is as critical to the EV transition as charging infrastructure or consumer incentives.

"You can build all the chargers in the world, but if a driver in Dubbo or Tamworth can't get their EV serviced locally, consumer confidence will stall," Mr Yallouridis said. "Training regional technicians is not a nice-to-have; it is essential infrastructure for the transition."

The timing of the announcement aligns with a surge in EV interest across NSW. EV sales reached a record 15.6 per cent of new car sales in NSW in March 2026, with more than 117,000 EVs now registered across the state. As the fleet grows, so too does the urgency of having trained technicians available outside the major cities.

As the largest independent, non-profit automotive training provider in NSW, MTA NSW is well placed to support the delivery of the upskilling program. The association has long championed the Battery Electric Vehicle Inspection and Servicing Skill Set as the appropriate entry-level qualification for currently licensed mechanics looking to work safely on EVs.

"We welcome the opportunity to work with the NSW Government on delivering this training at scale," Mr Yallouridis said. "Our apprentice completion rates consistently exceed the national average, and our regional presence means we can reach the workshops that need this training most."

MTA NSW will continue to engage with the Department of Climate Change, Energy, the Environment and Water and relevant training agencies as implementation details are finalised.




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ADAS In Focus At Auto Aftermarket Expo 2026



Advanced Driver Assistance Systems (ADAS) will be a central focus at the 2026 Auto Aftermarket Expo, reflecting the growing complexity of modern vehicle service and repair.

Sponsored by Repco and co-located with the Collision Repair Expo, the Auto Aftermarket Expo will take place from 14–16 May 2026 at the Melbourne Convention & Exhibition Centre, bringing together suppliers, trainers and automotive professionals from across Australia and beyond.

As ADAS becomes standard across more vehicles, workshops and technicians need a clear understanding of how these systems operate and how their work can impact performance. Cameras, radar and sensors can be affected by changes in ride height, alignment and component replacement, making correct processes and calibration essential to ensure these systems continue to function as intended after repair.

ADAS capability will be a major feature across both the Expo floor and training program. A dedicated ADAS-focused business information session will turn the new national ADAS Industry Code of Conduct into practical workshop processes, helping technicians determine when calibration is required, apply the Code's decision-making framework, and implement the documentation and communication practices needed to remain compliant and protect customers.

This will be complemented by the ADAS Training Zone, a free feature area on the trade show floor providing expert-led demonstrations, specialist advice and access to the latest calibration equipment. The zone will help workshops understand best-practice workflows and build confidence in applying ADAS procedures, with sessions led by international ADAS specialists Keith and Liz Perkins from L1 Automotive Group (USA).

Australian Automotive Aftermarket Association (AAAA) Chief Executive Officer Stuart Charity said ADAS represents one of the most significant shifts in automotive service and repair.

"ADAS is now part of everyday workshop activity, and technicians need a clear understanding of how their work impacts these systems," Mr Charity said. "The Expo provides practical, hands-on access to the tools, training and expertise needed to support safe and consistent service and repair outcomes."

Beyond ADAS, the Expo floor will feature over 400 exhibitors showcasing the latest in diagnostics, parts, tools, workshop equipment and services, with interactive displays throughout.

The Auto Aftermarket Expo will also feature a comprehensive technical training program led by Australian and international experts, focused on building diagnostic capability, improving accuracy and helping technicians keep pace with evolving vehicle technology.



Adding to the technical training will be the Diagnostic Discovery Zone, where technicians can see advanced diagnostic tools and techniques in action, gaining practical insight into faster fault-finding, improved accuracy and more efficient repair workflows.

A dedicated business management program will run alongside the technical sessions, delivering practical insights to help workshop owners and managers improve business performance, efficiency and profitability.

With a strong focus on practical training and real-world application, the 2026 Auto Aftermarket Expo provides workshops with the tools and knowledge needed to keep pace with industry change.

The Expo will bring together more than 13,000 industry professionals, alongside extensive networking opportunities across the three-day event. **For more information and to register for free, head to www.autoaftermarketexpo.com.au**

Skilled Migration Needed To Assist Auto Trades



The Motor Trades Association of Australia (MTAA) has contributed their input to the Joint Standing Committee on Migration's Inquiry into the value of skilled migration to Australia.

Australia's automotive retail, service and repair sector employs more than 320,000 Australians and is dominated by small, family-owned businesses operating across metropolitan, regional and remote communities.

Despite this critical role, the sector faces persistent skills shortages across almost every occupation, including mechanics, diesel technicians, body repairers, automotive electricians, tyre fitters, tow truck drivers and parts interpreters. These shortages are structural and have been building for more than a decade.

Declining apprenticeship commencements, low completion rates, an ageing workforce and increasing vehicle complexity have all contributed to current workforce pressures. Many businesses are now operating below capacity because they cannot recruit skilled workers, particularly in regional areas. These shortages affect more than individual businesses. Longer booking times, reduced service availability and closed service bays have implications for transport safety, supply chains and local economies.

MTAA's submission makes clear that skilled migration is a critical component of the automotive workforce. The MTAA says that domestic training alone cannot meet current demand or support the rapid technological change underway across the sector.

Current migration settings are not meeting the needs of the automotive sector. Employer-sponsored pathways are often slow and costly, occupation lists do not reflect real labour market conditions, and income thresholds can disadvantage regional employers.

MTAA is calling for a migration system that is responsive, evidence-based and aligned with workforce needs across all regions.

To read MTAA's submission follow the LINKS from the www.mtaa.com.au website.

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Bridgestone Launches Next Generation Potenza Adrenalin RE005

With many of our readers offering Potenza performance tyres to customers, comes the news that Bridgestone has launched its next generation of the iconic Potenza Adrenalin line, the RE005.

The introduction of the Potenza Adrenalin RE005 sees the succession of the legendary RE003 and has been developed specifically with the enthusiast in mind.



Designed and engineered for the true enthusiast, RE005 delivers unwavering confidence in both wet and dry conditions. Its sports-centric construction enhances handling precision, performance and long-term durability for spirited driving.

Potenza Adrenalin RE005's Market Position

The Bridgestone Potenza Adrenalin RE005 continues this legacy and remains as Bridgestone Australia & New Zealand's entry point to the street-to-track line of Potenza products, complementing the flagship Potenza Sport tyre, and the street legal semi-slick RE-71RS track focussed tyre.

According to Bridgestone Australia Sales Director, Claudio Sodano, the Potenza Adrenalin RE005 sits perfectly in the line up as a high-performance product underpinned by exceptional value.

"The Potenza Adrenalin has always been hugely popular and successful for Bridgestone, and I have no doubt that the RE005 will be no different," he said.

"In the planning process, it was essential that we recognised the shift in performance cars in Australia and New Zealand, and we have launched Potenza RE005 in 15 additional sizes compared to the predecessor to cater to an even wider range or vehicles."

Potenza Adrenalin RE005 launches a total of 50 sizes in Australia ranging from 195/55R15 through to 275/30R20, it covers the majority of the performance market and is suited to a wide range of fitments, including Japanese icons like Toyota 86, Mazda MX-5, Subaru WRX, Mitsubishi Evo and Nissan Skyline, to popular European models the VW Golf GTi and Polo GTi and BMW 3 Series, as well as homegrown heroes, Holden Commodore and Ford Falcon, and modern classics Ford Mustang and Kia Stinger.

Development of the Potenza Adrenalin RE005

Potenza Adrenalin RE005's development was underpinned by the characteristics that matter most to enthusiasts: superior



handling, exceptional wet traction, and long-lasting wear life. It was engineered to instil driver confidence in all conditions, without compromise.

"The R&D team has done an exceptional job on Potenza Adrenalin RE005. Not only have they engineered a product that is a noticeable step up on the performance of the well-loved RE003, but they've also met ambitious targets for emerging needs like wear life, noise levels and rolling resistance," Mr Sodano said.

"These are traits that are becoming increasingly more important to consumers for performance cars they use as their daily drivers. They want the precision and handling for spirited drives, but it's also important to have a tyre that you can enjoy every day as well, and RE005 does a fantastic job of both needs."

Compared to Potenza Adrenalin RE003, the new generation tyre provides a 7% enhancement in dry grip and a 12% improvement in wet grip, resulting in superior performance across a wide range of driving conditions.

The aggressive tread pattern design integrates connecting blocks that are optimised for cornering stability, engineered to navigate sharp turns and accelerate with confidence on corner exit. Its distinctive and iconic "A"-shaped groove offers precise and predictable handling, even in the tightest turns. Coupled with a wide inside rib, the tyre responds quickly to steering input, providing enhanced responsiveness and confidence during dynamic driving situations.

A significant step up compared to the previous generation RE003, is Potenza Adrenalin RE005's wet performance characteristics. It features an advanced rain pulse groove for enhanced water evacuation, reducing the risk of aquaplaning and providing excellent grip and control.

The new-generation rubber compound delivers next level performance with enhanced grip, improved responsiveness, and greater confidence and control across a wide range of driving conditions, including in the wet, while the tyre's construction contributes to its precision, reliability and durability.

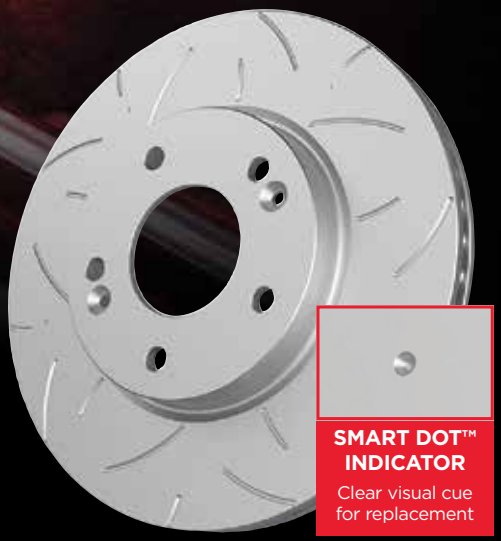
As well as the traditional performance tyre traits of traction and handling, Potenza Adrenalin RE005 boasts increased wear life and a lower rolling resistance than its predecessor, ensuring its suitability for fitment on electric vehicles (EVs) as well as internal combustion powered performance models. RE005 has a 25% reduction in rolling resistance compared to RE003, is 7% lighter, and benefits from a 4% increase to wear life in standard testing, aided by its advanced compound.

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OFF ROAD ADVENTURER PRASIES KUMHO

Off road adventurer and YouTube influencer, Denny Danis has just completed a 10,000 kilometre torture test with Kumho's brand new RT tyres which took in Cape York and some of the harshest and toughest 4WD tracks in the country.

Danis equipped his Toyota LandCruiser 79 for the adventure which saw him and his family complete the entire trip without a puncture or any issues.

He has recorded the trip for his YouTube channel which has one of the biggest audiences for any 4WD videographer on the social media platform.

"The RTs performed brilliantly despite some very tough conditions and they didn't even look like they'd let us down," Danis said.

"You can lower the pressure down to negotiate soft and or difficult conditions and not suffer punctures, they are a very impressive tyre," he added.

"We toured all around the Cape and didn't spare the tyres one little bit but they came through with flying colours," he said.



Denny says he has been using Kumho tyres for about five years and sees them as the most reliable and cost effective off road tyres on the market.

"I have become a big fan of Kumho since first putting MT71s on my 79 Series LandCruiser for a very rugged trip around the Victorian High Country," he said.

That was five years ago and today I have Kumho AT52s on my wife's LandCruiser 300 wagon, on my 79 Series and would highly recommend them," Denny added.

As well as exploring Australia's toughest off road 4WD tracks and regions Denny also competes in and organises challenging 4WD Rock Crawling competitions including a 24 Hour challenge along with five other support events.

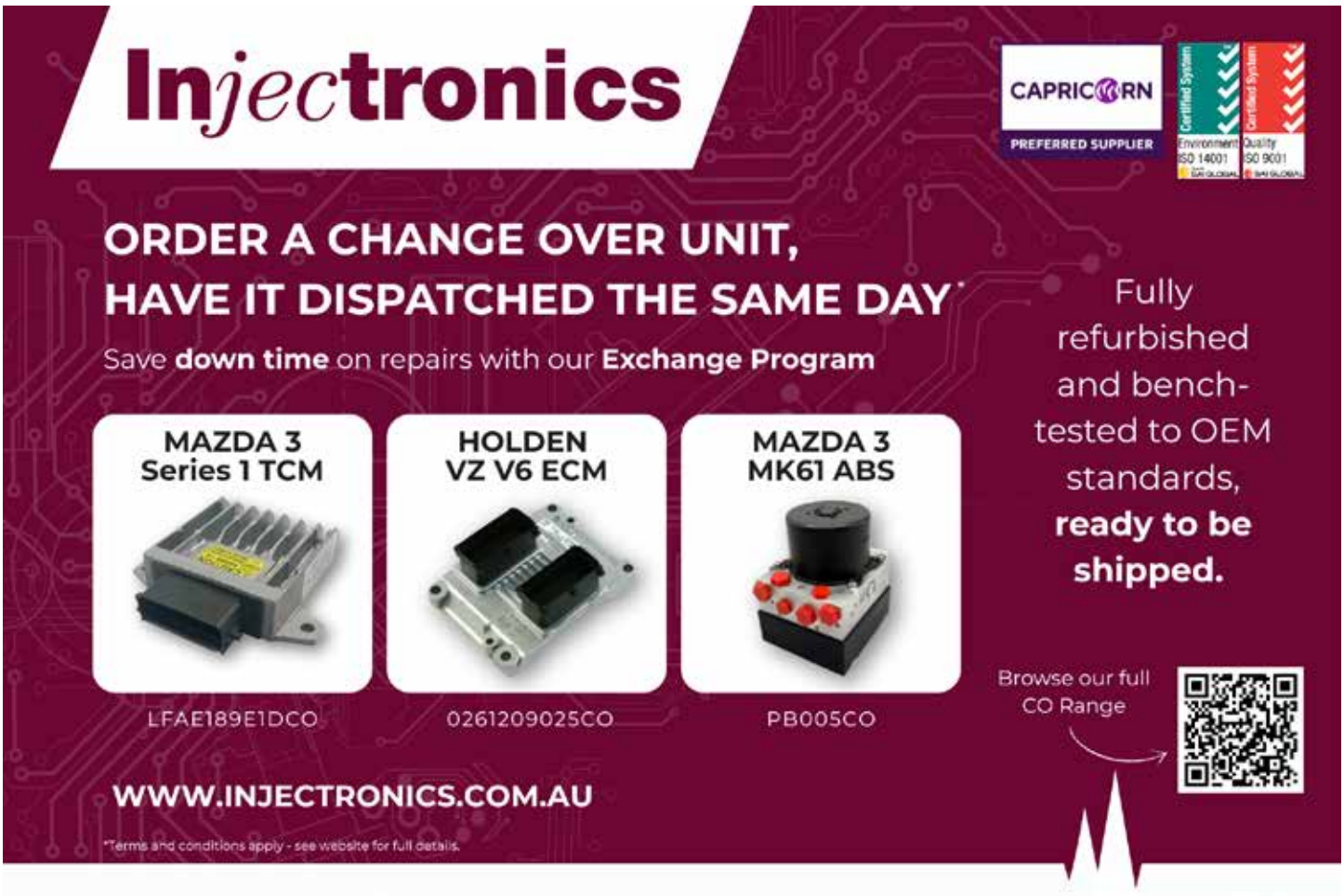


Running under the name of Team Bullet, the off road driving competitions require a deep knowledge of off road tyre performance and capabilities.

"I set up my events in my LandCruiser using Kumho tyres and they handle the rough stuff superbly. I have only ever had one Kumho damaged and that was my fault because I didn't let the pressure down the right way, but apart from that they have been flawless," he said.

Denny and his family are about to embark on their summer holidays, which will see them tackle some of the most difficult beach driving conditions in the country and he says they will also have Kumho Tyres on the LandCruser they will take.

"Definitely looking forward to putting the Kumho's to the test on some beach running across the break, I am sure they will excel," he concluded.



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Hankook Tyre Australia Strengthens Motorsport Presence



Hankook Tyre Australia had a major presence at the recent 2026 Bathurst 6 Hour, held at the iconic Mount Panorama Circuit, reinforcing its commitment to high performance motorsport and advanced tyre technology.

The 2026 race delivered a highly competitive and dynamic contest, with multiple lead changes and strategic battles throughout the six-hour duration. Supercar's driver Thomas Randle, alongside Ben and Michael Kavich, secured overall victory following a closely contested race that was ultimately decided in the final stages.

As the Official Tyre Partner, Hankook Tyre Australia supported the event with featured vehicles equipped with Ventus TD, a semi slick competition tyre developed for high performance track driving. Engineered to perform under demanding conditions, Ventus TD delivers high levels of dry grip, consistent handling performance and enhanced durability throughout extended race sessions.

In an endurance racing environment such as Bathurst, sustained tyre performance is critical. Ventus TD demonstrated stable and consistent performance across extended stints, supporting predictable vehicle behaviour and enabling teams to optimise race strategy. Its construction and compound characteristics are designed to support durability, heat resistance, and structural stability.

CHILDREN LEARN BAD DRIVING HABITS



Children are regularly witnessing an average of four bad driving habits from parents before they can even take to the roads themselves, according to new UK research.

A survey of 1,000 motorist parents conducted by the UK's largest pre-17 driving school, Young Driver, found that children often observe parents' bad behaviour behind the wheel.

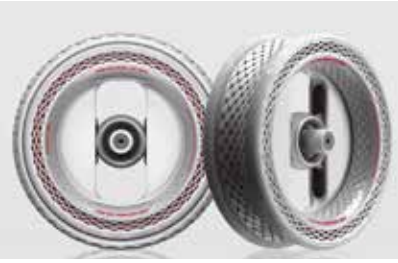
Just 13% of parents claim to have no bad driving habits, with the vast majority displaying some behaviours they wouldn't want their children to copy. Whilst on average mums and dads admitted to between four and five misdemeanours behind the wheel, one in 10 parents (10%) confess to regularly displaying 10 or more different bad habits behind the wheel.

While some of these behaviours are illegal or break the Highway Code, others fall into the category of distraction or lapses in judgement, which can also pose a real risk behind the wheel.

Risky habits include pulling out at a junction without the necessary space and forcing another driver to brake (12%), taking calls without hands-free (11%), failing to stop at a zebra crossing (11%), getting too close to cyclists (10%) and overtaking without clear visibility (6%).



KUMHO WINS INTERNATIONAL DESIGN AWARD



Kumho Tyre has again won the coveted International Forum Design Award for 2026 (iF Design Award) recognised as one of the world's top three design awards alongside the German Red Dot Design Award and the International Design Excellence Awards (IDEA) in the United States.

More than 11,000 entries from 72 countries were submitted this year, and the judging panel comprising 132 international experts selected the ultimate winners.

Kumho Tyre won the Product Concepts category for its radical Omni Ring concept, a modular tyre which has been designed for future mobility and is characterised by its ability to move in all directions.

The Kumho Omni Ring features various patterns that deliver optimal performance depending on driving conditions and demands.

In urban indoor settings, a dense herringbone pattern ensures noise reduction and energy efficiency while for inter-city motorway travel, it features a durable block pattern that enhances performance at high speeds, and enables efficient mobility in future urban environments.

Kumho Tyre has consistently received recognition at major design awards around the world, earning acclaim each year for the originality and advanced concepts of its future products.

Exedy Acquires UK's Protean Electric



Protean Electric is an automotive technology innovator, and a world-leading developer of in-wheel motors including ProteanDrive, a fully integrated in-wheel drive solution. Protean Electric's technology is strategically positioned to play a major role in the electrification of mobility by offering OEMs the ability to redefine their vehicle propositions to improve user experience and range while also reducing vehicle cost. Protean Electric has over 320 patents across 75 patent families with operations in the United Kingdom and China.

Under the ownership of EXEDY, Protean will be able to meet the market demand for its in-wheel motors at industrial scale and competitive cost. As the automotive industry evolves and shifts towards electrification and software-defined platforms, the backing of an established Tier 1 supplier enables the further development and market expansion of Protean's products.



GIVE YOUR WORKSHOP THE ULTIMATE UPGRADE



NAPA has you sorted for the Financial New Year with an extensive selection of workshop and specialist tools and equipment from reputable brands.

By forging strong partnerships with industry leaders, NAPA ensures that automotive professionals have access to the finest tools and equipment necessary to service any part of a vehicle with confidence and efficiency.

For starters, NAPA offers a comprehensive range of hoists, including two-post, four-post, in-ground, scissor, and column lifts, suitable for vehicles of all sizes up to 65 tonnes. These hoists are sourced from leading global manufacturers, guaranteeing top-tier reliability, safety, and performance.

NAPA's selection of jacks and stands are designed for safety and ease of use, with options like low profile and air-actuated models to suit every workshop's needs. This range is complemented by transmission lifters for various vehicles, emphasising NAPA's comprehensive lifting solutions.

NAPA's brake service equipment supports top-tier brake services with bench and on-car brake lathes, roadworthy compliant testers, and innovative tools for passenger and heavy-duty vehicles. The aim is to boost workshop efficiency and reliability in brake servicing.

NAPA leads with advanced wheel and alignment tools, including intuitive 3D Alignment systems and the world's most innovative wireless 3D alignment system, available exclusively through NAPA and GPC Asia Pacific. The tyre changers cater to a broad range of vehicles, supporting wheels up to 2.8 tonnes.

NAPA provides a full suite of air compressors and accessories for workshops of all sizes, featuring heavy-duty models and essential accessories like hoses and retractable hose systems.

NAPA's air conditioning tools cater to efficient recovery, recharge, and recycling, accommodating refrigerants like R134a and R1234yf. The selection ranges from simple manual tools to advanced automatic machines.

NAPA supplies essential roadworthy equipment, including brake check tools and light circuit testers, complemented by a range of parts to complete roadworthy certifications.

With NAPA, never misdiagnose thanks to the world's most advanced diagnostic technology covering a wide range of vehicles. The selection includes equipment compatible with OEM programming.

NAPA enriches workshops with a versatile range of equipment for greasing, lubrication, pressing, cleaning, and cooling, tailored to vehicles large and small while promoting environmental responsibility. The equipment is chosen to enhance workshop efficiency and safety, particularly in high temperatures.

Milwaukee Tool supplies NAPA with a range of quality power tools, including drills, soldering irons, and comprehensive kits, all backed by advanced technology and long-life batteries.

NAPA supports workshops with durable hand tools for daily trade use, including screwdrivers, spanners, and socket wrenches, from the leading brands in the trade tool business.

NAPA partners with industry leaders to offer everything for welding, from equipment to safety gear, ensuring protection and quality in welding tasks.

Improve workshop efficiency and cleanliness with NAPA's storage solutions, including tool bags, boxes, workbenches, and cabinets, featuring heavy-duty components and integrated power.

All these options underscore NAPA's commitment to providing workshops with access to the latest and most efficient technologies in vehicle maintenance so visit www.napaparts.com.au for the latest deals.

CUTTING EDGE TECHNOLOGY

JAX Tyres & Auto Orange has installed new equipment to enhance transparency in JAX Orange's services by providing customers with clear, accurate, and data-backed insights into their vehicle, ensuring repairs are precise and necessary.

The equipment, namely a Hunter Road Force Balancer and a MAHA test lane assists to further elevate the levels of service provided to the local community.

The two pieces of equipment will deliver more precise diagnostics, better outcomes, and greater confidence in the work being carried out.

JAX Tyres & Auto Orange franchisee, Ben Antoney, says: "We position ourselves as a customer-first tyre and mechanical retailer, and we're dedicated to abiding by this mantra. By investing in this equipment, it enables us to strike the right balance between educating our customers, without overwhelming them, and never overstepping when it comes to their understanding or decision-making.





"It's ultimately about building trust through clarity and doing what's genuinely in the customer's best interest, which is essential in an industry where there can sometimes be scepticism around over-diagnosis or inflated recommendations. To be able to provide such high-level service that other workshops in the region are unable to match, is hugely motivating and shows the value of investing in the right tools and technology."



Repco Battery Chargers

Manufactured to the highest quality, the new range of Repco battery chargers have been designed with safety, ease of use & reliability in mind. Charging most batteries in the market, Repco's new battery chargers are extremely versatile.

For those that require a heavy-duty charger or desire a charger with the latest features available, look no further than our 12V 16A & 12V/24V 25A charger. New to these models is a built in DC power supply, alternator testing capability & a boost function to revive flat batteries quickly.

Repco battery chargers are built upon the motto "built to work, built to last". Offering a 5-year warranty on each model in the range, you can trust in Repco battery chargers.







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133 227

Ford Ranger EGR Cooler replacement

HOW TO DO IT RIGHT!

Original units have been known to leak coolant either externally from around the flanged joints on either side of the cooler or internally, with coolant leaking into the engine's intake system, pulled along by the recirculated exhaust gases. Both of these failures are cause for EGR cooler replacement.

Goss has re-engineered the PX Ranger cooler and developed a new manufacturing process to produce a superior product less prone to cracking or leakage. Unfortunately, using a quality replacement part is only half the battle – installation of these units requires additional inspections and a very concise coolant-bleed procedure.

STEP 1:
Inspect the failed unit to determine the cause of the original failure

- A leak due to corrosion will require the cooling system to be flushed before installation of the new unit.
- A split core may have been triggered by over-pressurisation. Be sure to check for cylinder combustion leaks.
- A leaking coolant hose can draw air into the system, resulting in hotspots and poor flow through the cooler.
- Make sure the heater core has not been bypassed. This practice removes a critical part of the cooling system, again resulting in reduced flow through the EGR cooler.
- Check if the EGR valve itself has not been blanked off. The EGR needs to function to ensure correct and efficient cooler operation.

When installing the new cooler, replace the mounting bolts with new units and torque to manufacturer specifications using mild-strength thread-locking compound as they are prone to vibrate loose, causing the cooler to crack.



STEP 2:
<u>Bleeding procedure</u>

Vacuum bleeding is the only way to guarantee there are no airlocks within the system during coolant filling. This will prevent repeat failure of the cooler.

Attach the bleed adaptor to the coolant-fill point and open the air valve. After a few minutes of operation, the coolant hoses will flatten and the pressure gauge will stabilise with a negative value. Close the valve and disconnect the shop air supply.

Monitor the gauge for a few minutes for any rise in pressure. This indicates an air leak that must be rectified before continuing. If the gauge remains at negative pressure during this interval, the refill process can begin.

Keep an eye on the coolant level in the fill container – do not let the suction hose lift air or you will need to start again. When the gauge rises to zero, the system is full, with no air locks. Start the engine and allow it to warm up.

Confirm the thermostat opens by checking temperature at both top and bottom hoses. Remember to recheck for any leaks through a full temperature cycle of the cooling system.

Goss is a leading provider of genuine alternative aftermarket and original equipment supplier (OES) parts. With more than 75 years of experience developing and sourcing some of the world's leading OES and aftermarket parts, offering workshops a genuine alternative.

THE GENUINE ALTERNATIVE

Burning Rubber: The Iran conflict's impact on Australian tyre prices

By Jamie Cartwright

Four weeks into the Iran conflict and the effective disruption of the Strait of Hormuz, most Australians are feeling the impact in the most visible way possible: at the bowser. Fuel prices have surged, headlines are dominated by oil, and the geopolitical narrative feels familiar.

But beneath that surface sits a quieter, slower-moving shock—one that is far more structural and, in many ways, longer lasting, It's happening in the tyre market.

It's easy to think of tyres as "rubber products," and therefore only loosely connected to oil. In reality, modern tyres are deeply entangled with petroleum.

Oil sits inside tyre production in three critical ways:

- As a raw material source: Synthetic rubbers like SBR and butadiene rubber are derived from petrochemicals.
- As a reinforcing system: Carbon black—essential for durability and wear—is produced from heavy oil feedstocks.
- As a compounding ingredient: Process oils are blended into tyre compounds to control flexibility, grip, and manufacturability.

In practical terms, oil is not just an input—it is a foundation.

Which means when oil supply is disrupted, tyres don't just get more expensive. Their entire production ecosystem tightens.

The chokepoint: why Hormuz matters more than headlines suggest

The Strait of Hormuz is not just another geopolitical flashpoint. It is the single most important artery in global energy trade, with roughly 20% of the world's oil passing through it.

For China—the world's largest tyre manufacturer—the exposure is acute:

- ~40–50% of its crude imports transit Hormuz
- A significant share of its discounted Iranian oil supply is now politically contingent
- Multiple supplier nations (Saudi Arabia, Iraq, UAE, Kuwait) are affected simultaneously

This is not a single-source disruption. It is a systemic supply shock, and crucially, it hits China first.

China's response: stabilise internally, tighten globally

Faced with constrained crude supply and falling refinery throughput, China has made a predictable—but globally consequential—decision: It has kept oil and oil-derived products at home.

This includes:

- Restricting exports of diesel and petrol
- Limiting petrochemical feedstock exports
- Cutting refinery runs in response to crude shortages

From China's perspective, this is rational. It protects domestic industry, stabilises energy availability, and avoids internal inflation. But globally, it has a very different effect.

China is not just a consumer of oil—it is a processing hub for the world:

- A major exporter of synthetic rubber inputs
- A dominant producer of tyres
- A key supplier of intermediate petrochemicals

When China tightens exports, the global market loses not just supply—but processing capacity.

Australia's position: downstream and dependent

This is where the global story becomes distinctly local.

Australia no longer manufactures tyres at scale. We are, almost entirely, an import market—and a highly concentrated one at that.

- We import around 25–26 million tyres each year
- Approximately 50–52% of all tyres entering Australia originate from China
- The vast majority of the remainder comes from Asia, primarily:
- Thailand (~15–20%)
- Vietnam (rapidly growing and increasingly significant)
- South Korea and Japan (smaller but important premium segments)



In practical terms, more than half of the tyres fitted to Australian vehicles are made in China. Nearly all the rest are made within the same regional supply chain. This matters enormously, because when China restricts exports, it doesn't just shift global pricing—it directly constrains the supply available to us.

The tyre market response: what we're already seeing

At this stage in the conflict, early indicators are emerging:

Rising input costs

Synthetic rubber and carbon black prices are climbing as feedstocks tighten.

Freight pressure

Higher fuel costs and disrupted shipping lanes are increasing landed costs.

Supplier caution

- Holding inventory
- Delaying shipments
- Repricing forward contracts

Early price movement

Wholesale tyre prices are already edging upward, particularly in passenger, SUV and light truck segment

Final word

The Iran conflict has not just raised oil prices.

It has exposed the hidden architecture of global manufacturing—and Australia's position within it.

For tyres, the story is clear:

- Oil underpins the material
- China underpins the supply
- Asia underpins the manufacturing base
- And Australia sits at the receiving end

If the conflict continues for another four weeks, we should expect tyre prices to rise by 12–20%, with availability becoming the bigger constraint.

Article contributed by Jamie Cartwright COO Mobile Tyre Shop

NEXEN Posts Record Q1 Revenue



NEXEN TIRE has reported first-quarter revenue of KRW 838.3 billion, up 8.7% year-on-year, with operating profit reaching KRW 54.2 billion.

The result marks the company's highest quarterly revenue to date, achieved despite softer global automotive demand and ongoing market uncertainty.

Growth was driven by solid performance in Europe and North America, supported by improved production stability following the expansion of its European plant. This contributed to increased volumes from existing customers, as well as new business wins.

OE supply remained stable, underpinned by the company's diversified product portfolio.

Margins improved during the quarter, supported by a more favourable product mix. Higher-value segments — including premium OE, SUV and EV tyres — continued to expand, while high-inch tyres (18-inch and above) accounted for approximately 40% of total sales. Cost pressures related to raw materials and freight were also partially mitigated.

In regional markets, NEXEN TIRE continued to expand its product offering in line with local demand. The company recently introduced the N'FERA Sport and N'BLUE 4SEASON 2 in Korea, following launches in Europe and the US. In Asia-Pacific and Latin America, the N'BLUE S has been rolled out as part of its replacement market strategy, alongside efforts to strengthen partnerships with local distributors.

AUSTRALIA

Looking ahead, the company is focusing on diversifying its global sales structure while strengthening its position in key markets, including Australia and Japan, with a continued focus on expanding its footprint and supporting growth in the Australian replacement market.

NEXEN TIRE is also investing in its distribution network through the expansion of regional centres, while advancing AI-based virtual development capabilities to support long-term growth.

Rouge Tyre Operators Pocket Millions, Ratepayers Fund The Clean Up



A new documentary by Tyre Stewardship Australia (TSA), Tyred and Wasted: Australia's Illegal Tyre Dumping Crisis, reveals the scale of the scam and its direct impact on household budgets at a time when Australians can least afford it.

"Consumers are paying up to $50 a vehicle – and even more in regional Australia – to have their tyres disposed of responsibly. But in too many cases, that money goes straight into the pocket of a rogue operator who dumps the tyres in a national park, under a bridge, or on the side of the road," said Lina Goodman, CEO of TSA.

"Then, when council has to send in a crew to clean it up, ratepayers pay again through their rates. In a cost-of-living crisis, Australians are being hit twice – and government inaction is allowing it to happen."

As CEO of community reporting app Snap Send Solve Danny Gorog explained: "Illegal tyre dumping is one of the most common issues reported by Australians through Snap Send Solve — our platform processes more than 1.8 million community reports every year, and tyres feature constantly, from roadside dumps to stockpiles in bushland. Australians are doing their part by reporting the problem, but ultimately it's the ratepayer who foots the bill for the clean-up. Better data helps councils identify hotspots and respond faster, but data alone can't fix a broken system — that requires government to step up and regulate."

"Governments at every level know they have a problem," says Goodman. "Victoria has just committed $21.5 million to tackle illegal dumping. Queensland has announced a $17.7 million Fighting Illegal Dumping Partnership to fund surveillance, compliance officers, and clean-ups for councils across the state. In Western Australia, tyres are the single most prolific illegally dumped waste item. And near Townsville right now, an estimated 1,000 tyres are sitting untouched in a ditch with a clean-up bill expected to top $100,000. That's taxpayer money — millions of dollars — being spent on mopping up after criminals instead of funding the services communities actually need."

"After 11 years of Tyre Stewardship Australia operations, a voluntary scheme has taken us as far as it can," Ms Goodman said. "Rogue operators exploit the system because they can. A mandatory national product stewardship scheme is the only way to close the loopholes, level the playing field for legitimate businesses, and stop ratepayers footing the bill for waste crime."

According to Ms Goodman, mandatory tyre stewardship schemes are already delivering results internationally. "In New Zealand, one local council saw a 47% drop in illegal tyre dumping in just the first year of their mandatory scheme. In British Columbia, tyre dumping has been virtually eliminated. Australia is being left behind."

"If we do nothing, rogue operators will continue to make money at the cost of our environment and the cost of our hip pocket," Ms Goodman said.

TSA urges consumers to choose a tyre retailer accredited by TSA to ensure their tyres are handled by legitimate collectors and recyclers. Accredited retailers can be found at www.mytyresmychoice.com.au

The documentary Tyred and Wasted: Australia's Illegal Tyre Dumping Crisis is available for broadcast use.
Visit www.tyrestewardship.org.au

www.dayco.com

Keeping Engines Moving
From OE to Aftermarket



THE PREFERRED PARTNER OF THE WORLD'S LEADING VEHICLE MANUFACTURERS:
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MOVE FORWARD. ALWAYS.™

The New Protex NSS Rotor

Protex has redefined braking performance with the launch of the New Slot NSS rotor range, a solution built for workshops and resellers who demand reliability, efficiency, and innovation.



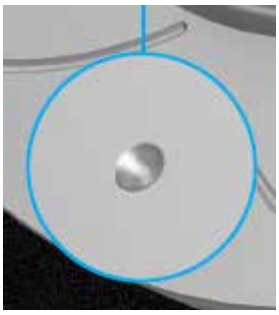
Designed for 4WDs, SUVs, and performance vehicles, NSS combines advanced engineering with practical benefits that make it the smart choice.

Bi-Directional Slot Design

Developed using multi-random CAD process, the unique S-group slot pattern optimises cooling, pedal feel, and brake torque. This design enhances fade resistance, out-gassing, and debris removal, delivering consistent performance on and off-road.

High Carbon Composition

Manufactured from specialised high-carbon cast iron, NSS offers superior thermal stability and reduced distortion under extreme heat. Combined with Z360 ultra-corrosion protection, it ensures durability even in harsh conditions.



Low Noise & Pad Wear

Road-tested for quiet operation and reduced dust, NSS minimises NVH issues while extending pad life, ensuring a smoother and cleaner braking experience.

Smart Dot® Wear Indicator

Integrated 100-point Smart Dot technology provides a clear visual analysis of rotor wear, without wheel removal. This saves time for technicians and improves workshop efficiency.

Additional features include:

- 100% Out-of-the-Box Performance
  No secondary treatment required
- Compatible with Ceramic & Metallic Pads
  Versatility for multiple vehicle types
- Australian Designed, Engineered & Tested
  Built for local conditions and customer expectations

To find out more goto www.protexparts.com.au

Maximise Vehicle Safety with SACHS Shock Absorbers

Vehicle manufacturers have optimised the design of their cars to handle most road conditions, while providing a comfortable and smooth ride. However, like any mechanical component, shock absorbers gradually wear over time, which can affect both handling and safety.

For this reason, the experts at ZF Aftermarket recommend that shock absorbers be inspected every 20,000 kilometres and replaced after around 80,000 kilometres.

When functioning correctly, shock absorbers help control a vehicle's handling, keep tyres firmly in contact with the road surface, and ensure a quiet and comfortable ride.

Visual signs of a defective shock absorber include uneven tyre wear, for example, if the tyres are unevenly worn on one axle, or a sawtooth formation on the tread.

As mechanics are aware, a defective, or worn, shock absorber can impair the vehicle's traction and stability on uneven roads or in curves. Not only that, it can create a risk of aquaplaning even at lower speeds meaning that safety systems, such as ABS, slip and stability control, may not be fully functional.

The braking distance can also be longer, meaning that the tyres are no longer as responsive as they used to be and another indicator is excessive wheel vibration, which could potentially lead to loss of control of the vehicle.

If unsafe handling behaviours, noises or tyre issues are reported, it is recommended that workshops inspect and/or replace the ride control components, when replacing shock absorbers and struts.

It is also essential that shock absorbers are always replaced in pairs.



SACHS Shock Absorbers

A brand of ZF Aftermarket, SACHS shock absorbers are distinguished by their original equipment quality and innovative technology and are now ranked the number one shock absorber in European car parc coverage.

With the ideal combination of performance and dynamics, SACHS shock absorbers ensure perfect road grip and cornering behaviour, no matter what challenges the road may present.

Locally, the SACHS range has over 3,000 shock absorber references, with a combination of mono-tube and twin-tube gas pressurised shock technology throughout the entire range.

In addition to traditional shock absorbers, the SACHS range now includes air struts and air springs to meet the growing demand for vehicles equipped with air suspension.

For more information visit www.zf.com/au or contact the ZF Customer Solutions Team on 02 9679 5555.

General CT™ Range Spearheads Bendix's Rotor Growth

Bendix's share of the disc brake rotor aftermarket continues to grow, led by increasing coverage of the revolutionary General CT™ range, along with strong ongoing support of favourites including Euro+™ and Ultimate 4WD™ rotors.

Bendix now offers rotors to suit up to 83 per cent of passenger vehicles* on local roads, with the range regularly expanding to cover more late model vehicles including many new Chinese makes.

While Bendix's rotor offering was well established for European marques with Euro+™ and for four-wheel drives through the Ultimate 4WD™ range – particularly as an upgrade option – it was the release of the General CT™ line-up in 2024 targeting 'everyday' non-Euro passenger vehicles, that saw widespread adoption by the industry thanks to its many benefits.



The award-winning General CT™ disc brake rotor range features high quality metallurgy that's developed for longevity and improved heat dissipation in demanding local conditions and applications.

For easy fitment, the range is also designed to be a direct replacement for OE rotors, meeting or exceeding OE specifications while delivering confidence and peace of mind for both workshops and vehicle owners.

And of course, General CT™ features Bendix's market-first SwiftCheck™ innovation, a machined feature that consists of tapered circular grooves on the rotor surface that narrow and disappear progressively as the rotor is worn, providing a fast and convenient visual indicator of rotor wear.

For more information free call the Bendix Brake Advice Centre on 1800 819 666 or email brakeadvicecentre@bendix.com.au or visit www.bendix.com.au

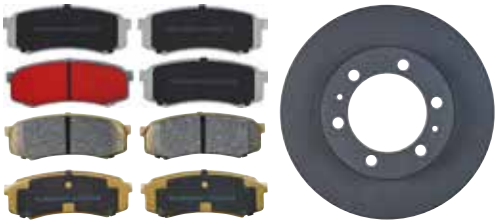
***2005 to 2025 models.**

RDA BRAKES

The RDA range of brake rotors, pads, drums and shoes is one of Australia's largest!

The three-tier brake pad range accommodates different vehicle types and driving styles, from everyday general performance to light-commercial vehicles. All RDA brake pads are backed by an 18-month/30,000km warranty.

The robust RDA Brakes range also includes standard replacement rotors incorporating features you would see in OEM manufactured rotors. RDA's standard replacement rotors are finished with the brand's Gen 3 Anti-Rust Coating, which is formulated to increase surface-rust resistance on non-braking areas.



To compliment RDA's Standard Brake Rotor Range RDA has a wide range of Slotted and Dimpled Rotors available. The range has been developed to meet the needs of the Australian driver. The directional slotting surface of RDA rotors is a formidable weapon against the dreaded brake fade. By countering "out-gassing," a phenomenon triggered by the gas produced from the brake pad bonding agent. The result is a reduction in brake fade, ensuring consistent performance during demanding driving conditions.

All RDA Rotors come with a 12-month or 20,000km warranty.

RDA Brakes full range of brake drums suit small passenger vehicles to light commercial. RDA's brake drums also incorporate features that you would see from OEM manufactured drums like bearings and ABS Rings as standard.

The RDA Brake Shoe range has been specially formulated to ensure low noise, low dust and maximum stopping power. RDA also carries a range of Banksia handbrake bands which contain the minor hardware for faster fitment.

The full range of RDA Brakes are available from NAPA Australia. RDA Slotted and Dimpled Rotors are now also available from Repco Nationwide.

KYB Steering Components

With over 60+ years of experience designing and manufacturing steering components for OE customers, this extensive experience has enhanced the development and quality of the KYB aftermarket range.

KYB Steering components are developed and tested to OE specification as a minimum – ensuring any part users purchase matches OE quality or better. Every detail is engineered for superior durability and simple installation, and all components are subjected to advanced quality testing methods prior to production. These tests include:

- Hardness Control
- Material Load
- Ball Pin Strength
- Rotational Torque Testing
- Link Rod Pull



Within the Australian aftermarket, KYB initially introduced four Steering categories: Ball Joints, Tie Rod Ends, Rack Ends, and Stabilizer Links. Since their release, these product groups have earned significant popularity within the aftermarket, with each range continuously expanded to meet the demands of customers.

KYB also offers a range of Control Arms. "Designed to withstand substantial stress and impact, KYB Control Arms are meticulously manufactured to ensure unparalleled quality and longevity. KYB has perfected the art of suspension technology with each control arm undergoing rigorous durability testing to meet exacting standard. This means reliability users can trust" explained Larry Coulthard, Group Product Manager for KYB. "Each KYB Control Arm is laser-etched branding for easy traceability, features electrophoretic deposition plating for corrosion prevention, and includes natural rubber bushings to ensure supreme control and comfort".

KYB Control Arms' exceptional performance and reliability is backed with a market leading warranty statement of 6-years or 150,000km, which applies to all KYB Steering and Suspension automotive products (excluding heavy commercial shock absorbers).

To view the full listing of products please visit www.kyb.com.au

The Payroll and Rostering Mistakes That Could Cost More Than $100 Million

By John Girardi

In September 2025, the Federal Court delivered a landmark decision that sent shock waves through the world of Human Resources. In that case, the rostering arrangements for salaried employees at Woolworths and Coles were found to have resulted in many of these employees being underpaid, even though they appeared to be on good salaries. The ramifications of this decision is likely to cost hundreds of millions of dollars in back payments.

This isn't a supermarket problem. It's a compliance risk that all business owners need to be aware of.

With salaried employment contracts, salaries are usually stated in annual terms. For example, an employee might be paid an annual salary of $80,000 plus superannuation. The salary is designed to compensate the employee for things like overtime rates, shift penalties, and annual leave loading. It doesn't mean the employee isn't paid these entitlements – legally they have to be paid – but they are rolled up into the salary.

Having worked in the Human Resources field for more than 30 years, I've assisted many employers with drafting salaried employment contracts. When I've thought about these contracts and how they work, I've always thought in terms of the annual amount paid to the person. But this recent Federal Court decision makes it clear that we need to think of the salaries paid to employees in terms of the pay periods they are paid in. For example, if you pay your employees fortnightly, you need to think of the salary in terms of what it covers for each and every fortnight.

The Federal Court decision makes it clear that employees must receive their full award entitlements in each pay period—not averaged out over the year.

The Federal Court rejected the idea that the salary paid over an entire year could be used to pay for any shortfall that occurred in any single pay period (i.e. in each pay fortnight or in each pay week). This means that if an employee works a lot of extra hours in a particular pay period, for example because you are short staffed, the pay they receive for that pay period needs to at least be equal to or above what they would have been paid under the Award. You can't rely on the fact that they are ahead of the Award when looked at for the entire year.

Each pay period needs to stand alone. Employees must be paid at least as much as, or more than, they would have been paid if paid at Award rates, including overtime and shift penalties, in every pay period. Basically, overpayments in one pay period cannot be used to fix underpayments in another pay period.

Why This Matters in the Automotive Industry

This goes directly to common industry practice in many industries, including the automotive industry, such as:

- Flat hourly rates for technicians
- Salaries for service advisors
- "All-in" salary packages for managers

Many of these arrangements rely—often unknowingly—on the exact logic that the Federal Court has rejected.

The Death of "Set and Forget" Salaries

A key problem identified in this case was that employers did not track or reconcile what employees actually worked against what they were paid. There was a lot of criticism of the record keeping, which made it difficult to determine if underpayments had occurred.

What became clear is that, if challenged, employers need to have records that can defend against an underpayment claim. They need to be able to show:

A. The hours worked and how these hours are categorised, such as ordinary hours, additional hours, and hours attracting penalty rates.
B. If challenged, the employer will need to show how the hours worked would have been paid if strictly following the Award, compared to how they were actually paid – so that any underpayment can be clearly identified.

The Court found that employers cannot pay a fixed salary, then ignore the actual hours worked and assume that the salary will cover everything.

Record-Keeping: The Silent Liability



One of the most overlooked parts of the decision relates to record-keeping.

The Court identified failures in:

1. recording overtime hours properly;
2. recording penalty rates and allowances; and
3. maintaining accessible, interpretable payroll records.

Critically, rosters and clock-in data were not enough to defend against the claims of underpayments. Records must clearly show how entitlements were calculated – basically the records need to be categorised into ordinary hours, shift hours, and overtime hours, etc.

Importantly, where there are failures in record-keeping, the employer faces a reverse burden of proof—meaning that the employer must disprove the underpayment claims. Basically the claims of underpayment will be accepted unless the employer has records that help disprove the underpayment claims.

What Business Owners and Managers Should Do Now

This decision is likely to be appealed, but in the meantime, in light of this decision, employers should:

1. **Audit your salary arrangements**

You should ensure that your salaries are covering award entitlements in each pay period and take special notice of the weeks where employees are working additional hours for no extra payments.

☞

WA Report Reinforces Need For Practical, Evidence-Based EV Repair Regulation

The Australian Automotive Aftermarket Association (AAAA) has welcomed the Western Australian Government's measured approach to the future regulation of electric vehicle (EV) repair work, following the release of its consultation outcome report on certification of repairers under the Motor Vehicle Repairers Act 2003 (WA).

The report recommends that a new EV repair class and related qualification requirements not be introduced at this time, and instead proposes a further review in the first half of 2027.

AAAA Chief Executive Officer Stuart Charity said the WA process had delivered a practical outcome at a time when governments are still considering how best to support a safe transition to EV servicing and repair.

"Western Australia has taken a careful, evidence-based approach," Mr Charity said.

"This report reinforces a key point the aftermarket has been making: if governments move too early to impose mandatory EV licensing, they risk worsening skills shortages, increasing costs for workshops, and reducing repair availability for motorists."

The WA report acknowledges that existing safeguards already apply, including work health and safety obligations, Australian Consumer Law requirements, existing training and standards, and manufacturer-led training. It also notes strong stakeholder concern that duplicative mandatory requirements would impose unnecessary costs and create barriers for repair businesses, particularly while the EV repair market is still developing.

Mr Charity said the report should be seen as an important precedent for other jurisdictions, noting it confirms that introducing mandatory EV licensing too early can worsen skills shortages, create costs, and reduce repair availability — a significant finding that deserves close attention across Australia.



AAAA said it now expects other jurisdictions, including New South Wales, to take note of the process undertaken in Western Australia.

The WA report was provided to AAAA by the WA Department of Local Government, Industry Regulation and Safety, which confirmed it includes recommendations and findings on the possible future regulation of EV repair work.

Of course this is one of the main purposes of salaries. Salaried employees are expected to work "reasonable additional hours" for no additional payment. They are paid what should be "good salaries", that compensate them for working additional hours. However, it is a good idea to do some spot checks from time to time, to make sure that the additional hours your employees are working are not making them worse off when compared to what they would have been paid if paid strictly according to the Award.

And you need to look at each pay period individually.

2. Fix record-keeping gaps

Importantly, if you receive an underpayment claim, your rostering and pay records need to be able to clearly identify where overtime, shift penalties, allowances, and loading would have been paid. You need this information to be able to demonstrate that the salaries you are paying are in excess of the Award.

3. The particular problem of Leave Loading

An important thing to check is Leave Loading. Many employers do not pay Leave Loading as a separately identifiable amount. This is not a problem, providing that 1) your salary is high enough to cover the leave loading, and 2) you have a clause in the employment contract that makes this clear. Under the Vehicle Repair, Services and Retail Award 2020, you have an obligation to pay Leave Loading to employees when they take annual leave.

A potential problem is that the salary you pay may cover all Award entitlements in all pay periods, except in the pay periods when the employee takes annual leave. Leave Loading is 17.5%, which means in the weeks where an employee takes annual leave, they need to either 1) be paid the Award rate plus 17.5%, or 2) be paid a salary that is equal to or exceeds this amount in the pay periods that the employee is on annual leave.

The Federal Court decision is sobering and has caused many of us to think differently about salaried employment, and to wonder if everybody should be on employment contracts that specify hourly rates. For me, salaried employment contracts will always have their place, but, given this recent decision, employers need to be mindful of how their salaries work and how they compare to Award entitlements. They also need to keep records that demonstrate that the salaries they pay are above the Award in every pay period.

About John Girardi



John Girardi is a Human Resource consultant who runs Girardi Human Resources. He works with a number of employers in the automotive industry to provide outsourced human resource support, including providing Fair Work advice, drafting employment contracts, performance management, management training, and recruitment.

You can find out more about Girardi Human Resources here:

www.girardi.com.au

email: john@girardi.com.au

mobile: 0421 085 546

GIRARDI HUMAN RESOURCES

BUYER'S GUIDE/FEATURE





Battery & Ignition

Smarter Battery Fitment Solutions

Century Yuasa Batteries (CYB) has announced a major enhancement to its industry-leading Battery Lookup System, partnering with Haynes Pro to deliver an advanced level of battery fitment intelligence that better supports technicians, fitment specialists, and parts professionals.

For decades, accurate battery fitment has been the cornerstone of workshop efficiency and customer satisfaction. Yet as vehicles become more complex – particularly with the rise of hybrid, plug-in hybrid, and electric vehicles (EVs) – the need for precision guidance and up-to-date data has never been greater.

Haynes Pro, part of the Infopro Digital Automotive Group, is widely respected for its OE-sourced technical data used by thousands of workshops worldwide. Their catalogues span ICE, hybrid, and EV segments – including newer European models – offering an ideal fit for CYB's goal to future-proof its Battery Lookup System.

"This isn't just a backend upgrade," said Andrew Bottoms, Marketing Manager at Century Yuasa Batteries. "Users will immediately notice the difference in both speed and usability. The previous reliance on PDF downloads is gone – replaced with dynamic, browser-based instructions that load instantly on desktop and mobile devices.

"The interface has been refreshed with step-by-step guidance and procedure-specific reference images, making the process more intuitive for users of all experience levels. Whether fitting a battery in a family sedan or navigating reinitialisation procedures of electrical components after battery reconnection in a Euro hybrid, the instructions are clearer and more actionable."

"By partnering with Haynes Pro, CYB can provide a more intelligent user experience with greater vehicle coverage," he added.

Unlike many other web-based battery finder platforms, Century Yuasa's Battery Lookup System stands apart as a complete fitment solution, which allows users to quickly and accurately identify vehicles using rego, VIN, or make and model search. Once selected, it presents all compatible battery replacement options along with an estimated fitment time, helping technicians plan and manage jobs more efficiently.



More importantly, it also provides the necessary detailed fitment instructions, including steps for reinitialising electrical systems and programming the battery management system, to ensure every installation is completed to a professional standard.

"Century's Battery Lookup System is just one example of how CYB are making it easier for workshops to deliver quality service with confidence. From intelligent data integration to real-time support, Century Yuasa remains committed to empowering their trade partners with practical tools that streamline everyday operations."

To see the upgrade in action, contact your Century Yuasa representative on 1300 362 287.

NTK: STANDING APART FROM THE REST



NTK has more than 40 years of experience in the sensor business and is arguably Australia's leading ignition and sensor supplier.

What makes NTK's premier status within the industry possible is its unwavering commitment to its four competitive differences – range, availability, tech support and OE standards.

Testament to NTK's unique offering to the Australian aftermarket is its latest new sensor ranges, which are already proving popular within the Australian aftermarket with distributors, workshops and end-users.

Following success in Europe and the USA, NTK added to its already extensive catalogue of Oxygen Sensors, Exhaust Gas Temperature Sensors and Air Fuel Ratio Monitors last year by releasing four new products:

- **Engine Camshaft Position Sensor** – these sensors report camshaft rotation timing and speed. A vital component of the ignition system and vehicle computer communication, the engine camshaft sensor determines the exact position and speed of the camshaft(s) to ensure the proper timing of fuel injection and ignition as well as VVT operation.
- **Engine Crankshaft Position Sensor** – these sensors report crankshaft rotation timing and speed. Like the Camshaft sensor, the Engine Crankshaft Position Sensor plays a vital role when it comes to the ignition system and vehicle computer communication, determining the exact position and speed of the crankshaft to ensure the proper timing of fuel injection and ignition while also providing misfire monitoring.
- **MAP Sensor** – these sensors determine the intake manifold pressure or vacuum. These sensors are a major contributor to fuel injector pulse width and ignition and valve timing, reporting engine load to the engine's computer and ensuring proper air/fuel ratios.
- **ABS Wheel Speed Sensor** – these sensors monitor the vehicle wheel speed. The ABS control module uses the information received from the ABS wheel speed sensors for several systems such as anti-lock brake, traction control and stability control systems. Sensors can be found at each wheel as well as at the differential or transmission tail shaft housing.

Niterra Australia, NTK Product Manager, James Henson added, "NTK have always been the sensor specialists you can count on, and this is now even more true thanks to our significantly expanded range.

"There is no doubting that with these new offerings, which provide excellent Australian vehicle parc coverage and open up further OE replacement opportunities for aftermarket customers, our position as a world-leading ignition and sensor manufacturer has been cemented."

To support these new ranges, NTK has now released educational marketing materials with an informative YouTube video and complementary advertising artwork helping to spread the message about these exciting new products.

"Our new marketing materials aim to educate consumers on the importance of using quality sensors in their vehicles to ensure their vehicle's brain – the ECU – has the best and most reliable sensors powering it as possible, while also noting that quality sensors also mean faster diagnosis in times of trouble, which equals less downtime, lower costs and happier customers."

For more information, call Niterra Australia on 1300 55 40 59 or visit www.ngk.com.au

GOSS Chinese Vehicle Coverage

Goss has expanded its range in key product segments to suit the growing Chinese vehicle segment. The range expansion includes ignition, thermal, fuel and engine management solutions.





Goss are leading the way in providing high quality and cost effective genuine alternative repair solutions.

All Goss products are sourced from global leading OEM and OES manufacturers, designed to meet OE quality, fitment and performance. The latest range covers popular applications such as the MG3, MG ZS, Haval Jolion, GWM Tank. LDV D90 and more.



Visit goss.com.au to access the full range.

Part Number	Product Category	Application
C720	Ignition Coil	MG ZST
C728		LDV D90, MG GS/HS
C730		Haval H6, H8, H9
C731		GWM Cannon, Tank300 Hybrid, Tank 500 Hybrid
C732		MG MG3
C737		Haval Jolio, Haval H6 Hybrid
C739		Chery Tiggo 7, Jaecoo J7
CH149	Thermal Management	MG ZS, MG MG5
AM116	Engine Management	MG ZS, MG MG3
CS951		MG ZS, MG MG3
CS952		MG ZST
EP105		MG ZST
K1621		MG ZST
MP288		MG ZST
OX937		MG ZS
OX938		MG ZST
SC641		MG ZS, LDV D90
TIH027	Engine Parts	MG ZST
TIH028		MG ZST
GE706	Fuel Management	MG MG3
GE707		MG ZS 1.5L
GE708		MG ZS 1.5L
WS513	Wheel Speed Sensor	Haval Jolion
WS514		Haval Jolion

High-Performance Portable Jump Starting

Reliable power delivery is critical in workshops. Modern diesel engines, large-capacity batteries, and increased electronic loads demand robust starting solutions–and that's exactly what CTEK's RB4000 high-performance portable jump starter delivers.

Engineered for professional use, the RB4000 provides an impressive peak current of 4000A, capable of jump-starting even the largest 12V batteries found in trucks and other heavy vehicles. Unlike traditional jump starters, the RB4000 combines raw starting power with advanced safety and intelligent electronics, ensuring rapid, reliable engine starts without compromising vehicle systems.

Built for real-world workshop conditions, the RB4000 features spark-free operation, reverse polarity protection, and overload protection, giving technicians confidence when handling high-capacity batteries under pressure. Its durable housing and heavy-duty clamps are designed to withstand repeated use in rugged environments, while integrated temperature compensation ensures consistent performance in extreme hot or cold conditions.

The RB4000 isn't just for jump-starting. With multiple USB outputs, it doubles as a portable power bank, supporting diagnostics, lighting, and small tools when off-grid. A multi-mode LED flashlight adds further versatility for roadside repairs or early morning starts.

For workshops and mobile technicians, the RB4000 represents a single solution for heavy-duty battery emergencies, combining unmatched starting capacity, intelligent safety features, and versatile power delivery in a compact, transportable design. By integrating this high-performance unit into their toolkit, professionals can minimize downtime, improve vehicle uptime, and deliver the reliability their customers expect.

To find out more about the entire range of CTEK products visit www.ctek.com.




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Your most powerful free marketing tool is probably sitting idle.



By Melanie Cahani, 3 Little Birds Marketing

If I asked you to name your most valuable marketing asset right now, you'd probably say your reputation. And you'd be right. But here's the thing, there's a free tool sitting right under your nose that either amplifies that reputation or quietly undermines it, every single day. It's your Google Business Profile.

For most tyre and workshop businesses, the Google Business Profile is the first impression.

Before a customer calls, before they check your website, before they ask a mate, they've already Googled you. What they find in that moment determines whether they pick up the phone or scroll to your competitor.

The good news? You have more control over that moment than you might think.

Start with the basics

If you haven't claimed your Google Business Profile yet, that's step one. Go to business.google.com, search for your business and follow the verification steps. It takes about ten minutes and costs nothing. Once you're in, check that your trading hours are accurate, including public holidays. Nothing erodes trust faster than showing up to a closed workshop that Google said was open. Add your full services list. If you do wheel alignments, tyre fitting, mechanical repairs and air conditioning, say so explicitly. Google uses this information to match you with searchers, so vague is costly.

Photos do more than you think

Businesses with photos on their Google profile receive significantly more clicks and direction requests than those without. You don't need a professional shoot, a clean shot of your workshop exterior, your team, your equipment and a few completed jobs is plenty.

Use the Q&A section

Most business owners don't realise they can post and answer their own questions here. Think about what customers ask you every week "Do you do same-day tyre fitting?" "Are you open Saturdays?" "Do you need a booking for a wheel alignment?" Answer them yourself before a stranger does it inaccurately.

Posts are free advertising

Google lets you post updates directly to your profile, seasonal offers, reminders about winter tyre checks, new services, even just a prompt to book ahead of the long weekend. These posts appear in search results and cost you nothing but ten minutes.

And the reviews? We'll get to those in more detail next month, but respond to all of them. Every unanswered review, positive or negative, is a missed opportunity. A quick "Thanks for coming in, it was great to meet you" on a five-star review shows prospective customers that there's a real person behind the business. That matters more than most people realise.

Your Google Business Profile isn't a set-and-forget exercise. Treat it like the front counter of your digital shopfront, keep it tidy, keep it current and make it easy for people to like what they see.

It's free. It works. And right now, your competitors probably aren't making the most of it either.

If you need assistance, just holler, visit us at www.3littlebirds.com.au

Polestar Reduces Cobolt In Batteries

Polestar cars has announced plans to recycle batteries for its Polestar 2 and Polestar 3 batteries and includes at least 50% recycled cobalt.



Circularity at Polestar extends beyond material sourcing. During the vehicle use phase, a key focus is to extend battery life and retain the battery's value for as long as possible, which benefits both the environment and the customer experience.

Polestar partners with Volvo Cars battery centres to refurbish high-voltage batteries. At these facilities, Polestar 2 and Polestar 3 vehicles that require a battery replacement receive a refurbished battery, resulting in a circular flow. Customers receive refurbished replacement batteries with an equivalent state-of-health, improving battery value retention while reducing overall environmental impact.

Polestar is also establishing recycling partnerships across all its markets to meet producer responsibility requirements while extending battery lifecycles and maximising material recovery.

Polestar says it aims to design premium electric performance cars that favours circular material choices with lower impact across its models, some examples being recycled aluminium and steel, base carpets and inlay carpets based on ECONYL® polyamide, and yarn made from PET waste. Combined with a strong focus on reducing material complexity, modular design, mono-material solutions and circular use, this enables customers to choose a more responsibly built car, one that lowers its impact on people and the planet without compromising performance or safety.

Polestar 2 was the first car to feature blockchain-traced cobalt, setting a new benchmark for supply chain accountability. These initiatives are part of Polestar's broader sustainability strategy, which sees electrification as only the starting point. More recently, the company has introduced smart charging integration and reduced relative CO_2 emissions per vehicle by 25% since 2020, while launching four new models.

MEET MANDATORY EV ACCREDITATION REQUIREMENTS WITH TESTO EQUIPMENT



From June 1, 2026, Victoria will introduce mandatory "EV" Accreditation for Licensed Vehicle Testers performing roadworthy inspections on Electric and Hybrid vehicles, a change strongly engaged with by the Australian Automotive Dealer Association (AADA) and implemented by VicRoads. Similar EV Accreditation programs will follow across the rest of Australia to ensure a universal level of EV safety standards.

In order to gain EV Accreditation, automotive workshops servicing or inspecting EVs must comply with safety standards (specifically AS 5732:2022) and ensure that the following are available:

- Safety Equipment: Insulated gloves (1,000V minimum rating), insulated mats, boots, and face shields.
- Fire Safety: Class D fire extinguishers, lithium fire blankets, and water mist systems.
- Detection & Testing: A CO metre (35 ppm capable), thermal imaging camera (20°C–400°C), and AED on-site.
- Workshop Layout: A dedicated, clearly marked high-voltage safe zone with proper signage, and lock-out/tag-out kits for de-energising vehicles.
- Charging Capability: Level 2 (7kW – 22 Kw) and Level 3 (50Kw) chargers to support servicing demand
- Technician Training Standards: The industry is moving towards stricter adherence to Australian Standard AS 5732:2022, which governs how technicians safely service EVs.

Testo is a global leader in the design and manufacture of portable and stationary measurement and testing equipment, founded in Germany almost 70 years ago. The company provides high-precision instruments for many industrial applications, including Electric Vehicle (EV) component testing and evaluation.

It is recommended that workshop owners review their Licensed Vehicle Tester (LVT) conditions, commence or continue training for their technicians and ensure that they have the correct EV Testing and maintenance equipment well ahead of the June 2026 deadline.

Testo offers the latest tech EV testing equipment as required by the new EV Accreditation requirements.

1. Thermal Imaging: The "Internal Eyes" of EV Diagnostics

- Requirement: VicRoads mandates a range of 20°C to 400°C for Battery /HV systems.
- Solution: The Testo 883 Thermal Imager (The Gold Standard): Features 320 \times 240 resolution (expandable to 640 \times 480) to see individual failing cells clearly.



- Smart Fusion & ScaleAssist: Testo technology overlays thermal data onto real world images (crucial for customer reports) and automatically adjusts the scale to prevent false alarms on due to hot temperatures.

2. Gas Analysis: Testo 340 (Industrial Grade)

- Requirement: Licensed EV testers need a CO meter capable of 35 ppm for hybrids.
- Solution: The Testo 340 Flue Gas Analyser: It handles up to four sensors (O2, CO, NO, NO2).
- Workshop Durability: Unlike cheaper meters, the Testo 340 has an automatic dilution feature. This protects sensors from poisoning caused by high exhaust spikes, ensuring that this is a workshop tool that lasts a decade, not just a season.

Testo has a team of Australian based experts ready to assist and ensure that your workshop gains not just the new Australian standard, but a world class standard of EV Testing Accreditation.

To find out more, contact Testo Australia Customer Service– 03 8761 6108 or visit Testo online at www.testo.com

UK SPEEDING FINES INCREASING



Speeding fines across the UK have hit a four-year high, as new data shows millions of drivers are being caught out on the roads they use most.

The figures, obtained by road safety technology company OOONO show a sharp rise in enforcement activity and highlight the regions issuing the highest number of penalties.

Nowhere is the rising trend more pronounced than in London, where a total of 778,600 speeding tickets have been issued. In the capital, the rapid expansion of 20mph zones–alongside increased camera enforcement–is driving a significant rise in fines.

More than half of London's roads are now subject to a 20mph limit, with 21 of 33 boroughs adopting it as the default. While 20mph zones are designed to improve road safety, many drivers are struggling to adapt to lower limits–particularly on familiar routes.

Enforcement is also intensifying in urban areas, with cameras increasingly positioned on residential streets and busy commuter routes. This shift means drivers are no longer just being caught on motorways and A-roads–but close to home.

With penalties starting at £100 and three points–and rising significantly for more serious offences–the financial impact on drivers is substantial. Analysis suggests that some roads are generating hundreds of thousands, if not millions, of pounds in fines each year.

Engine Claim Rejected – Incorrect Use Of Vehicle



By Clinton Brett

The diesel engine has been claimed as one of the most economical engines. Unfortunately, with stringent emissions laws, rising fuel prices and a change in the demographics of diesel owners, service costs have increased and no longer meet some driver's expectations.

Since starting Diesel Help Australia 13 years ago, my time dealing directly with diesel owners has been greatly reduced. But that's not to say I don't know how they operate. I am an observer, a people watcher, particularly diesel owners.

These observations combined with thousands of diesel diagnostics in my career, have led to an obsession with diesel and the individual humans' perception of their beloved fuel efficient, awesome towing capacity, yet now what is becoming a costly purchase.

But what if you could reduce the cost for your customers simply by educating the correct treatment of their diesel vehicle. How to drive and a personalised service schedule.

Diesel Driver Profiles (DDP)

What started out as a personal tool to assist with creating hundreds of technical bulletins and training, has become a tool I use daily to reduce diagnostic time for members. I have established several trends that can also be a helpful guide for your diesel owner customers.

Based on several stereotypes of diesel owners/drivers and created the Diesel Driver Profile. Most manufacturers have 2 types of servicing- Normal and severe. I believe there is a need to provide owners with more service options to assist with budgeting and how long they want to own the car. Witnessing certain failures, faults or worn components, I have linked them to–

- Driving style
- Distances and time travelled
- Family status
- Employment status
- Social network
- Hobbies
- Destination
- Location
- Temperature
- Altitude
- Type of holidays/recreation
- Gender
- Unique habits

I'll share an extreme case recently provided by one of our members. Without knowing exactly what their diesel Ute was used, based on the information provided, I imagine the owner to be a Bunnings gardener "greenthumb" maybe using the vehicle on weekend use only, average 20km distance, rarely exceeding 60kmh.

Vehicle: Mitsubishi Triton 2025



Odometer reading: 300kms

Location: Country Victoria. Annual daily temperatures average around a max of 17.5C and a minimum of 7.1C. Elevation around 435m above sea level.

It was reported to have been used for one year since its purchase brand new and involved stop start idling in and out of the driveway and the occasional short trip to nearby shops.

This is what I consider inappropriate diesel engine use. Extended idle, short trips and no load put on the vehicle. A misfire became evident, and the owner booked the vehicle into the dealership, expecting the new car warranty to cover it. As soon as the dealer workshop had established the operating conditions, the claim was rejected as the car has been operated inappropriately.

As a diesel fuel injection specialist for over 30 years, it's not uncommon to witness this. Cold corrosion which is the result of poor chemical reaction from the oxygen and the diesel fuel. It's as damaging as hydrochloric acid in the engine. This is when sulphur in diesel fuel doesn't work because the engine conditions are not met!

It's too cold too often.

Diesel, a thermal combustion engine, meaning increased temperatures, effective and efficient burn takes place. When the engine is rarely operated under load conditions, rather than burning clean from the exhaust, the atomised fuel remains in the cylinder as a liquid on vital metal components. Overnight, temperatures drop, and that's when the equivalent of hydrochloric acid intervenes.

Unfortunately, this is not service advice you could provide to the customer. I would only advise reconsidering owning a diesel and look at purchasing a PHEV type vehicle. A diesel is not the right choice for this style of use.

Outcome of this case- The engine was replaced at the dealership, at the customers expense.

For more info about our services to vehicle workshops, visit www.dieselhelp.com.au







TRITON VALVES

Leading Industry Role For WA Tyre Stalwart

As managing director of Peel Tyre Service in Mandurah – a coastal city about 70 kilometres south of Perth – it would be fair to assume Robyn Cook's demanding day to day working life leaves very little time for additional industry pursuits.



Yet her long record of industry advocacy has culminated in her recent election as President of the Motor Trade Association of Western Australia (MTA WA), a position she has pursued out of both passion for the industry – and the tyre sector in particular – and a strong desire to help it grow.

Robyn is just the second woman in the organisation's 91-year history to be elected to the role.

She has served on the MTA WA Board for eight years, including several as Treasurer, has sat on a number of its committees and also regularly engages with local community groups to promote industry initiatives and career pathways.

Her leadership credentials extend nationally. Robyn was the first woman in Australia appointed to the National Tyre Committee as a member of the Australia Tyre Dealers Retread Association (ATDRA) and she has received numerous awards and accolades for her contribution as a female leader in industry.

"Managing Peel Tyre Service keeps me very busy but I also want to use my experience and knowledge to help make the motor trades as a whole better and, in particular, to encourage more women to enter the industry," Robyn said.

"We need more women, and I'm encouraged that more than 25 per cent of recent graduates from MTA WA Training are female, reflecting a positive shift in the industry pipeline.

"Gender should be no barrier. The industry needs skilled, knowledgeable and passionate people – both male and female – to address the ongoing skills shortage and I support any initiative that promotes greater inclusion."

Robyn established Peel Tyre Service over 29 years ago with her husband Matthew, moving from Mildura with their young family to establish a new life in Western Australia.

"Mandurah in the late 1990s had a population a fraction of what it is today but we could see all the development occurring and the potential for considerable growth," Robyn explained.

"With Matthew's experience as a tyre fitter and my background in administration, opening a tyre store was a natural step."

Beginning as a husband and wife team, the business has grown to employ 11 staff, including two members who have just finished their traineeship.

"Every year I look to train at least two young tyre fitters and even though I feel like sometimes we are just training for the mining industry, it's vitally important we continually develop skilled people to future proof the sector," Robyn said.

She also mentors a local school student through weekly work experience.

"Although I'm already busy enough, I feel it's very important to encourage enthusiasm for the automotive industry and to give young people an opportunity to get started."

While training is central to her commitment to the industry as a whole, Peel Tyre Service's success as an independent tyre retailer is grounded in its connection to the local community.

"We counter the buying power of the bigger franchise stores by focussing on personalised old-fashioned service to our mum and dad clientele and I think that really sets us apart," Robyn said.

Further to this, as the only local retailer servicing the tyre needs of Mandurah's commercial, manufacturing, industrial and agricultural businesses – including training staff in this specialised area – Peel Tyre Service also has a unique and very important role in keeping the wheels of industry turning.

"People don't always pay too much attention to tyres but I think they are the most vital aspect of a vehicle," Robyn said.

"There's nothing particularly glamorous or sexy about them but without tyres – and the skilled people who supply and fit them – nothing moves."

Note: Please notify our office when items are sold and to be removed from the FREE Buy & Sell. This service is free to all subscribers. Maximum 30 words please. Ad will run for 2 issues.

FOR SALE: Hoffman Monty 3300-24 tyre changer , Hoffman Geodyna wheel balancer, M&B wheel balancer WB255N. Full details phone Mike 0427 583563 . (AWMa25)

FOR SALE: Ravaglioli Rav 4402 4 post 4 tonne hoist hardly used. $2500.00 ono . please call Leonard 0431 811175 . John Blair Automotive Moorabbin (AWMk25).

STAFF WANTED Auto electrical workshop based in Albany WA. Specialising in auto electrical repairs/ installs and air conditioning repairs. Cert 3 in automotive electrical technology and 3 years post trade experience required. Full time position available. Contact admin@ albanyautolec.com.au.

FOR SALE Equipment with business (see advert Power Drive Auto) or sold separately. Too much equipment to list includes car and truck Safe-T-Stop brake tester (in floor), car shocker tester (in floor), Ravaglioli 6 column mobile heavy truck hoist (5.5 tonne at each column), 3 x Molnar 2 post hoists (1 is 3 tonne, 2 are 4 tonne) and 1 x Molnar 4 post hoist (4 tonne) tyre changer, wheel balancer, John Beam wheel aligner, air conditioner service station, scan tools G-Scan, Scan Pro, Snap On and more! For full details contact Carol on 0410 410970 or carolalbisser@optusnet.com.au.(awm1024)

NTAW Inks Exclusive Multi-Year Agreements

Brisbane-based NTD (parent of National Tyre & Wheel Holdings Pty Ltd) has secured four exclusive multi-year supply agreements with global tyre manufacturers, bolstering its major position in Australia and New Zealand's $11+ billion wholesale and retail tyre distribution market.

The agreements with Radar Tyres, Giti/ GT Radial, Cooper Tires and Mickey Thompson Tires deepen long-standing supplier relationships and cover key tyre segments including passenger vehicles, SUVs, 4-wheel drives, EVs, light trucks, commercial fleets, agriculture and mining.

NTD's Chief Executive Officer Warwick Hay said the partnerships are central to NTD's growth strategy and reflect the Group's focus on partnering with brands that deliver strong supply chain performance, commercial flexibility and long-term market development.

"Multi-year exclusivity allows deeper collaboration with manufacturers across product development, supply planning and brand development. It also means more reliable product availability for our dealer network and customers."

NTD is the largest independent tyre and wheel importer and distributor in Australia and New Zealand, servicing more than 4,000 business customers through a network of distribution centres and retail outlets in both countries. The company also manufactures retread tyres and provides commercial fleet operators with tyre performance management systems.

"Our customers operate across a wide range of sectors, so maintaining a broad and reliable product range is critical,"





he said. "This includes meeting the increasing demand for eco-friendly tyres, smart tyres and EV tyres."

Two of the new agreements cover American brands Cooper Tires and Mickey Thompson Tires, both owned by Goodyear.



NTD introduced Cooper Tires to Australia in 1989, where the brand has established a strong presence in the SUV and light truck market.

Pietro Saletta, Goodyear's Vice-President for Consumer Asia Pacific, said: "Cooper has built a strong reputation for durability and performance over more than a century. Together with NTD, we're focused on strengthening the brand and supporting further growth in Australia and New Zealand."

Fellow Goodyear stablemate Mickey Thompson Tires specialises in tyres for high performance and off-road applications in Australia. Legendary racer Mickey Thompson founded the company on innovation, speed and safety–evident today in its tread patterns and compounds.

Tom Gerity, VP of Sales at Mickey Thompson Tires said: "NTD is a true believer in our brand. Its dedication and



expertise have made a powerful impact on our growth, and we're excited to continue building momentum together."

The other two agreements are with Singapore-based companies: Radar Tyres, owned by Omni United, and GT Radial, part of the Giti Group.

Radar Tyres has gained traction in Australia with value-focused passenger and all-terrain tyres and is globally recognised as the world's first carbon-neutral tyre brand.

Omni United's Chief Executive GS Sareen said: "Our strategic partnership with NTD has been a key driver of Radar Tyres' expansion in Australia. With renewed focus from both companies, we're investing further in brand development, retail expansion and customer engagement."

Giti Tire offers a wide range of premium tyres for cars, SUVs, 4x4s, light trucks and trucks. However, it has invested heavily in the electric vehicle passenger market and has expanded from supplying Asian original equipment manufacturers including BYD, GWM and Chery, to leading global brands including Mini, Peugeot, Audi, Chevrolet and–more recently–Tesla.

Chris Bloor, Executive Director of International Sales and Marketing at Giti Tire said Giti's partnership combined its global manufacturing capabilities with NTD's national distribution network. "Together we're focused on ensuring reliable product availability and strong dealer support across Australia and New Zealand," Mr Bloor said.

Auto Electrical Business In the city of Casey South Eastern Suburbs of Melbourne

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JAP TRUCK DIAGNOSTICS

ADBLUE, DPF, EGR & FUEL SYSTEM COMMON FAULTS & TESTING STRATEGIES

DUBBO, NSW	- TUE 19 MAY 6PM-9:30PM
SHEPPARTON, VIC	- TUE 26 MAY 6PM-9:30PM
MOUNT GAMBIER, SA	- WED 3 JUNE 6PM-9:30PM
ADELAIDE, SA	- TUE 9 JUNE 6PM-9:30PM
BEGA, NSW	- TUE 30 JUNE 6PM-9:30PM
TAMWORTH, NSW	- WED 8 JULY 6PM-9:30PM
BRISBANE, QLD	- TUES 14 JULY 6PM-9:30PM

SCAN FOR MORE INFORMATION

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