



ACCIDENT REPAIR CENTRES

Chairman's message



Another financial year is over and I hope everyone had a profitable year, as we all know the next twelve months look like they will be challenging yet again. These past three months we have seen the brand being advertised and marketed in selected roadside areas around the suburbs and this has seen an increase in traffic on our website lifting our rankings, and over the next few months see a further increase of marketing. Excess Plus is up and running and is exclusive to the Car Craft Group, this is another tool to keep your customers. Lastly I would like to acknowledge all our preferred suppliers who support our group all year round, and I encourage all members to make sure you use the preferred suppliers as they are an important part of our Groups success.

General Manager's Update

Welcome to the last Carlines focussed just on WA, my first six months have been a sprint to say the least but I have thoroughly enjoyed it and I am excited by the future of the Car Craft Accident Repair Centres owners, both here in Western Australia and across Australia.

We have had huge interest from repairers, suppliers, insurers all over the country and some of these will be announced over the next six or so months as we keep a steady pace of expansion, and not rush into growth for growth sake.

Locally we have just finalised the preferred suppliers for the next three years and you should have all received the list of suppliers that must receive the support of all members of the group as by doing so everyone will benefit.

Some of these benefits have started to bear fruit with our partner IC Frith & Associates recommending to their clients Car Craft Accident Repair Centres across WA and the group has seen an extra \$175,000 worth of work through the doors, on top of that every policy renewal is receiving promotional material branded Car Craft Accident Repair Centres.

Recently the group has seen new businesses become part of Car Craft Accident Repair Centres and I would like to welcome the following shareholders, Como Panel and Paint (WA), Canberra Bodyworks (ACT/NSW), Kelley Bodyworks (ACT), Cooma Crash Repairs (ACT/NSW), Wilson and Rigby (Qld), Cooroy Smash Repairs (Qld) and Menzies Autocraft (ACT).

The next state to show incredible support is Victoria and along with Newcastle in NSW again we are rolling this out in a step by step way to ensure that all new states are successful and supported by the established states.

Members may have seen the roadside advertising across selected spots in Perth Metro while we have only invested in 10 spots the traffic on the website has spiked and I encourage all members to ensure you webpages have the Car Craft logo and a link back to the Car Craft webpage to keep the brand at the upper end of the google rankings, as with the increased recognition e-smash has seen increased traffic to members.

As mentioned at the top of the page the next Carlines will be a combination of all states and is envisaged to be a few more pages so keep an eye out around October/November for the new newsletter.

What's new

We have new promotional material for the national roll out, as some members may have seen we have National Strategy Booklet and we've recently released the Membership Features and Benefits Booklet.

Members would have started to see Business Development Manager Jason Hamling out and about a lot more, Jason will be seeing members approximately once a month and will also continue the excellent work in shop audits for AMBRA Shop grading and also dropping off Car Craft Accident Repair Centre signage the signs are 1.2m x 1m and it's been great to see how many have been put up already.



Congratulations!



Excess Plus Up and Running

As we go to print the exclusive Car Craft Excess Plus Policy is now being promoted within member's businesses. Excess Plus is a promotional marketing product exclusive to the network and is used as a free policy for your customers after they have picked up their vehicle and paid their excess on their current claim, valid for twelve months' customers can use the policy towards their next claim up to the value of \$500* *T&C's apply

Dave Watterson from AHG Trade Parts Centre was voted by Car Craft Members as the Parts Interpreter of the year.

Dave received a trip for two to the 2016 Singapore Grand Prix, which featured 5 Star

Accommodation, Grandstand seats for all three days, pre-race function at roof top bar and a Lamborghini Thrill Ride.

Congratulation Dave and thanks for your great service!

AHG Presentation Night

Our biggest preferred supplier has put on another huge presentation night for Car Craft Members at the AHG Offices in West Perth, the format was fantastic and gave everyone the opportunity to mingle and chat.

A big surprise on the night was AHG's generous sponsorship of Car Craft's 30th Anniversary celebrations on Hamilton Island in 2017, and it certainly put a big smile of the Chair of the 30th Anniversary organising committee Viv Ellis.

A big thank you to Chris Jack and Geoff Bailey and their teams for putting the night together.

Up Coming Events

Car Craft Annual General Meeting Car Craft House on October 4th

30th Anniversary Celebrations at Hamilton Island June 2017

Suppliers Cocktail Night on December 1st

Car Craft Christmas Party at Friends Restaurant December 10th



L-R Paul Smith & Mark Brady



L-R Adam Harvey, Chris Jack, Wayne Phipps



L-R Wayne Phipps & Carl Francesca



L-R Amanda Lombardi & AHG's Darrin Brandon



L-R Darren Templeton & Darrin Brandon



L-R Chris Jack, Darrin Brandon and Geoff Bailey



Welcome

Welcome to new Car Craft employee Leigh King, Leigh is now part of our Administration Team working part time Tuesdays to Thursdays.

Great Night Hosted by Valvoline

Great night at the South of Perth Yacht Club, hosted by new preferred supplier Valvoline, and I can hear your mind ticking straight away.....Valvoline don't they do Oil?

Yes, they do but they also do a huge range of Car Care products, that all smash repair shops use, such as detailing fluids, glass cleaner, windscreen wiper detergent and trans and brake fluids and of course let's not forget coolants.

General Manager Mark McClure flew in from Melbourne for the night along with local State Manager Wayne Macdonald and Perry Holland, good food, good wine and a good opportunity for members to take advantage of and save.

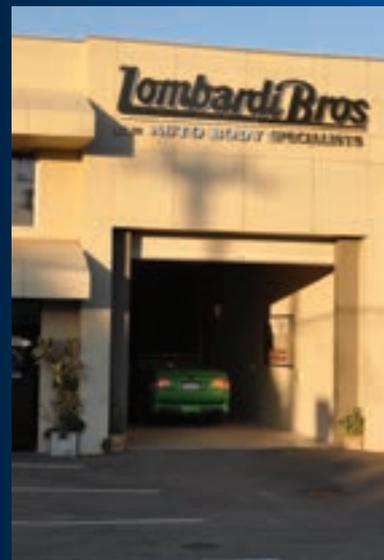


A Big Thank You!

The 2016 AHG Presentation night was a fantastic celebration of the lasting relationship between Car Craft Accident Repair Centres and the Automotive Holding Group led by Geoff Bailey, Chris Jack and Darrin Brandon who surprised everyone with a \$10,000 sponsorship

of the groups 30th Anniversary Celebrations on Hamilton Island in June 2017. Celebration organising committee Chair Viv Ellis said 'this is a fantastic surprise and I can't thank Geoff, Chris, Darrin and the whole team at AHG enough for their support.

Red, White and Blue Blooded



John Lombardi of Lombardi Bros. topped the charts for 2015/16 for parts purchases, closely followed by Mark and Dollar Brady at Mandurah Panel and Paint and Allan McCarthy at McCarthy's Panel and Paint, your support of our preferred suppliers has seen the group benefit greatly.

A big thank you to John McEntee who has independently arranged some new deals where Car Craft gets a rebate to share amongst the group, John has made these arrangements with his suppliers directly who are not part of the preferred supplier network.

New Car Craft Members



A lot has happened since our last newsletter, Car Craft NSW Southern Region is up and running with four businesses, in Queensland three new businesses and of course in Western Australia a big welcome to Adam and Jason of Como Panel and Paint.

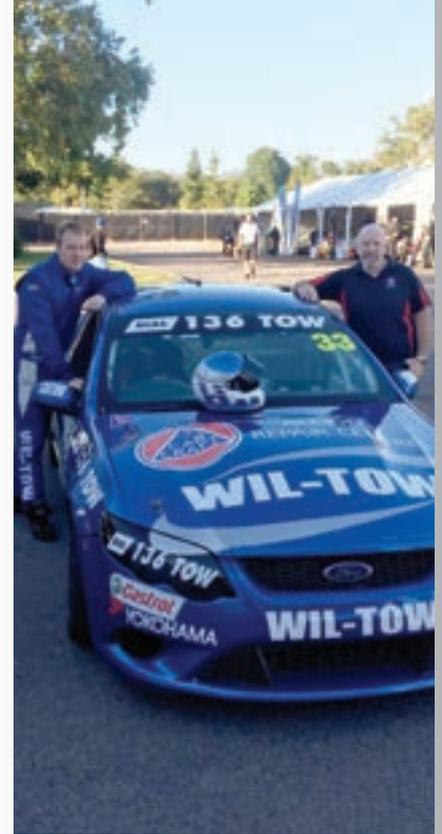


Young Guns

It's been another tough year and the challenging times Darren Templeton is driving this excellent initiative for the younger members and siblings, this is a way the next generation can get together and network, contact Darren for more information.

Car Craft V8 Utes

Townsville



The Car Craft Accident Repair Network were lucky enough to get an invite to the V8 ute race at the Townsville 500 meeting in July and the Car Craft Accident Repair Centres were proud to support in conjunction with Car Craft Queensland Preferred Supplier Wil-Tow, Steve Wilson and his excellently presented V8 Falcon Ute.

It was a tough weekend for the number 33, as I'm sure everyone knows in this highly competitive category where they pretty much take no prisoners and if you're in the way, look out!

The Car Craft Accident Repair Centre Network continues to grow with interest in Queensland keeping State Manager Ben Chesterfield busy all over the state fielding inquiries from many interested business owners looking to join the nation's number one network.

Advantage Solutions WA

The Finixa brand keeps going from strength to strength and is now receiving wide support from the members and also non-members, since Sarah Martin has taken over the role and 'ownership' of the business

Advantage Solutions WA has had its best twelve months and we would like to thank everyone who has supported the business.

Keep an eye for Sarah's monthly specials as they can save members \$\$\$\$\$.



FINIXA ONE STEP POLISH PASTE 1L - POL 10

- Unique product for the professional bodyshop worker.
- Based on the nanotechnology, this paste can polish not only very fast from coarse to very fine, but it also brings back the gloss degree of 95%.
- Paste stays "wet" for a long time and minimises the risk on dry powder rests.
- Can be used on old points and fresh points, also on all 2K products and the newest generation of ceramic points.



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