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## Special Presentation

# Update from "Down Under"

Presented by:
David Newton-Ross, Consulting Editor,
*"The National Collision Repairer"*

# The Market

- **Australia:**
- 24.1 million + population
- 18.8 million Total car parc,
- 14.1 million cars
- 3.4 million light trucks
- 2 Major Insurers, IAG and Suncorp
- Under 3400 shops and declining rapidly

# The Market

- **New Zealand:**
- 4.7 million + population
- 3.98 million Total car parc,
- 3.28 million cars *
- 700,000 million light trucks, trucks and buses
- Major Insurers is IAG (73% plus)
- Under 1000 shops and declining rapidly
- * *Only 2400 electric vehicles!*

# The Future of the Industry… The Challenges

***Our challenges are the same as yours!***

* Technology of Motor Vehicles
* Consolidation
* Insurer and OEM involvement
* Recruitment, especially of young people

# Technology

- Rapid rate of change-more than ever
- Need for specialized OEM and I-CAR training
- Need for specialized shops
- OEM procedures need to be followed
- Past experience no longer good enough
- Electric and Autonomous vehicles?

# Consolidation

- AMA Group
- Smart Shops
- Fix Auto
- Various groups eg Sheen, Car Craft
- This is not the end of the independent!

# Insurer and OEM Involvement

- Major insurers...IAG and Suncorp
- Online insurers
- OEM Networks

# Attracting Future Leaders

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# I am retiring/retired!

- Sale of The National Collision Repairer
- My background in and with the USA
- Thank you to CIC and my peers who have helped our industry in Australia
- What do I miss about the industry?
- What am I going to do now?

# The National Collision Repairer magazine

- 12 years ago...
- Thank you to John Yoswick, Russell Thrall, Joel Gausten and John Huetter for your help and for sharing information with me
- A new and bright future with Joe and Josephine McFadries the new owners

# Thank you also to...

- Scott Biggs
- Jeff Hendler
- Jordan Hendler
- Aaron Schulenburg
- Aaron Clarke
- Barry Dorn
- Gary Wano
- Andy Dingman
- And also Tom Williamson and Don Long

# Scott Biggs

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# Jeff Hendler

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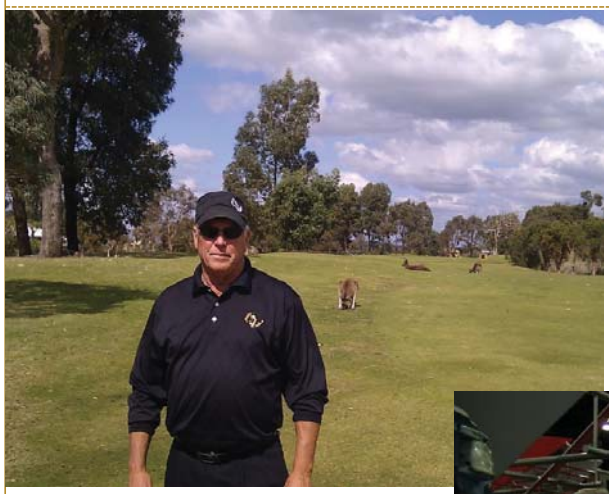
# Jeff Hendler and Friends



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# Americans “Down Under”

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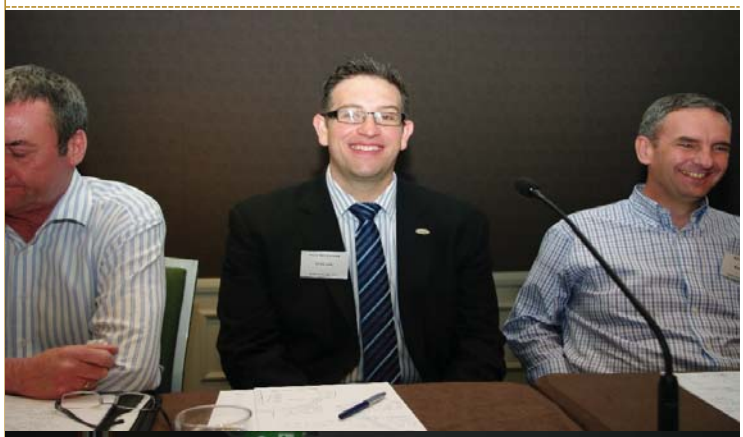

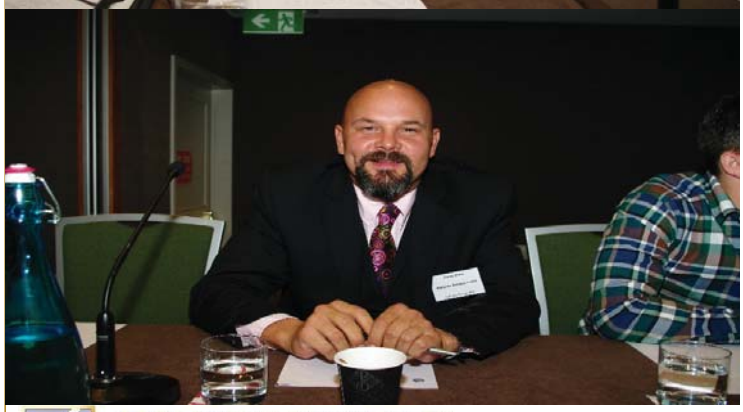

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# Gary and Barry

# Don Long and Tom Williamson

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# What do I miss?

- Events such as CIC meetings, SEMA and the networking and friendship

# What am I going to do now?

- Spend quality time with my wife Vanley and our sons and daughter and their spouses and our six grand children
- Learn to play better golf and guitar
- Travel
- No more deadlines!

# Family Time, Music and Golf

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# Especially Family Time!

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# “The Team”

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Thanks for everything over the years and have a great SEMA and every success for the future

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