



SIMI ANNUAL REPORT

2012-2013



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Mission Statement

SIMI is the national representative body for the Motor Industry in Ireland and is dedicated to:

Driving a business environment that supports industry growth

Implementing consistently high standards among Members

Delivering quality information and added-value services to Members

Communicating effectively with Members and being the voice of the Motor Industry

Contribution of the Motor Industry to Ireland in 2012

Employment

37,500 Direct employment across a range of sectors from distributors to vehicle recovery operators.



414 Apprentices



31 New businesses opened



All **26** counties and **377**

major cities and towns in Ireland have employment provided by SIMI members

Finance

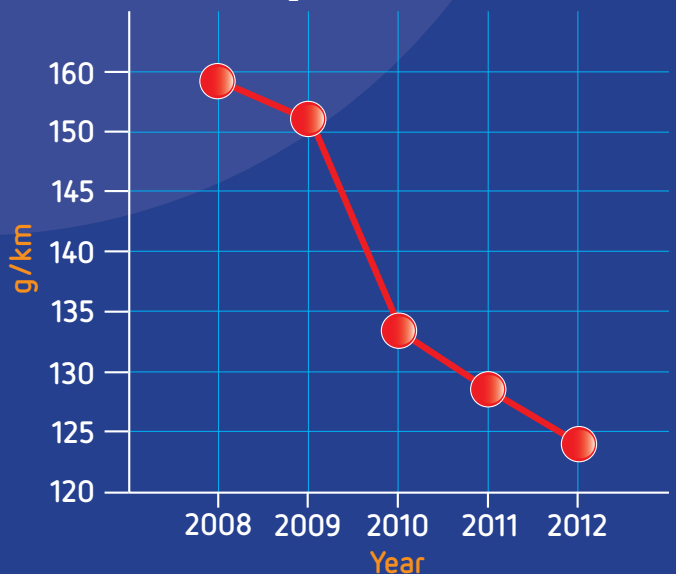
€4,568,000,000
of tax generated by the motor industry

3% of GDP

13%
of all taxes are generated by the Motor Industry

The Motor Industry generates **27%** of all indirect taxes

CO₂ emissions



Highlights of 2012

New Brands



Continental Car of the Year



Best selling Car of 2012



Budget



Increases in VRT



Announcement of new plate



Retention of incentives for electric cars, plug in hybrids and flexi fuel vehicles



Reduction in RT for electric cars



VRT export refund

53

New Vehicles launched

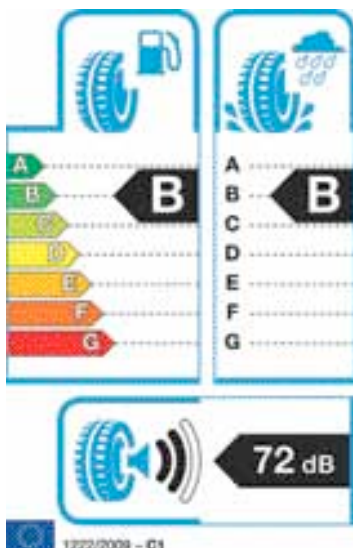
World Car of the Year



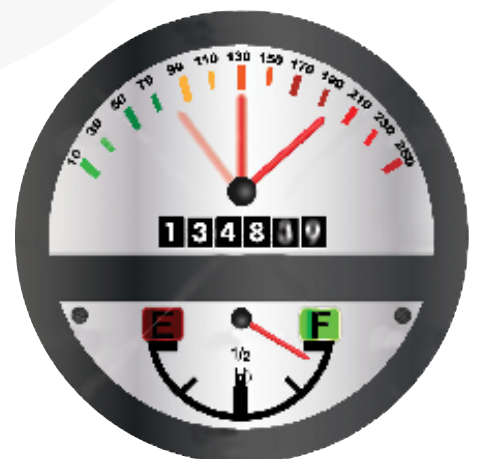
Womens World Car of the Year



New tyre labelling



Car clocking progress



*Study by Corporate Reputations.

Under new plans from the Department of Transport, cars will have their mileage cross-referenced with their NCT history every time they go in for the test.

Highlights of 2012

No 1 Car Brand



No 1 Commercial Brand



Best selling Van



Caddy



The newly elected President of the SIMI, Alan Lyons, receives his chain of office from immediate Past President Gerry Caffrey.



The SIMI Autosure Professional Register (SIMI APR) is a scheme to professionalise car servicing in Ireland. Pictured are CEO of the RSA, Noel Brett; SIMI Immediate Past President Gerry Caffrey, and SIMI Press Officer, Suzanne Sheridan launching the SIMI Autosure Professional Register.



Alan Nolan, Director General SIMI and Noel Brett, CEO of the Road Safety Authority at the launch of the Certified Steel Standard.



Alan Nolan, Director General, SIMI; Cathy O'Sullivan, Marketing Manager, BeepBeep.ie; and Cathal Cremen, Commercial Manager at Done Deal.

NEW REGISTRATION PLATE
Expanded

IRL 131-D-12345

NEW NUMBER PLATES

Events in 2012

Regional Motor Shows



Pictured at the Wexford Motor Show: Alan Nolan, Director General, SIMI; Minister for Public Expenditure and Reform, Brendan Howlin TD; Tom Cullen, SIMI Director; and Mark Boggan of Hugh Boggan Motors Ltd, Wexford.



Pictured at the announcement of the Kilkenny Motor Show were: Henry Sheflin, Bank of Ireland; Kevin Morrissey, Morrissey Motors Kilkenny; Tom Cullen, Director SIMI; and Tommy Walsh, Bank of Ireland.

Franchise Dealers Conference

Practical advice and an evidence-based guide to the importance of maintaining optimism in the face of the difficulties ahead – these were the key elements in the SIMI National Franchise Dealers Conference 2012 held at the Killashee Hotel, in Naas, Co. Kildare.



SIMI President Alan Lyons addressing the Franchise Dealers Conference.

VTN Conference

At the Vehicle Test Centre AGM 2012, the VTC Committee for 2013 was ratified and delegates were briefed by Denise Barry, Road Safety Authority on the Commercial Vehicle Roadworthiness Reform Programme.



Denise Barry, Road Safety Authority, addressing the VTN members in Killashee.



At the Franchise Dealers Conference were Derek Dunne, ADP Dealer Services, Sponsor and Conference Speaker; Alan Lyons, President SIMI; Alan Nolan, Director General, SIMI; and Paul Linders, Deputy President, SIMI and Conference Chairman.



At the VTN Conference were Marion O'Malley, McCarthy's Garage/Test Centre, Miltown Malbay, Co. Clare; Alan Lyons, President SIMI; and Gerry O'Malley, also McCarthy's Garage.

Events in 2012

Apprentice of the year



Alan McKeon from Co. Longford won the title of SIMI Best Automobile Apprentice at the 55th annual National Skills Championships, hosted by Cork Institute of Technology. Pictured are Michael Ring, Ford Ireland with winner Alan McKeon and Henry Acheson, Chief Examiner, IrelandSkills.

New SIMI staff member



The Society was delighted to welcome back a familiar face to Members, Seamus McCormack, who was appointed as the Society's Membership Services Executive.

EVs Promotion



SIMI promoted electric vehicles at the Citigroup Sustainability Expo event in Dublin. The SIMI team at the EVs promotion was Lydia O'Donnell, Suzanne Sheridan and Teresa Noone.

NEC Meetings

Discussion and decisions on a range of vital Industry issues took place at NEC meetings throughout the year.



National Executive Council Top Table: Alan Lyons, President, SIMI addresses a meeting.



James Brooks, Honorary Treasurer, SIMI and Eric Bassett, Renault Ireland.



Nigel Pratt, VBRS Section Committee Member and Brian Murphy, SIMI Trustee.



Adrian Cole, Universal Honda; Michelle Rowley, Cassidy Motors; Michael McBarron, Suzuki Ireland; and Colin Watchorn, Newcastle Garage Ltd.

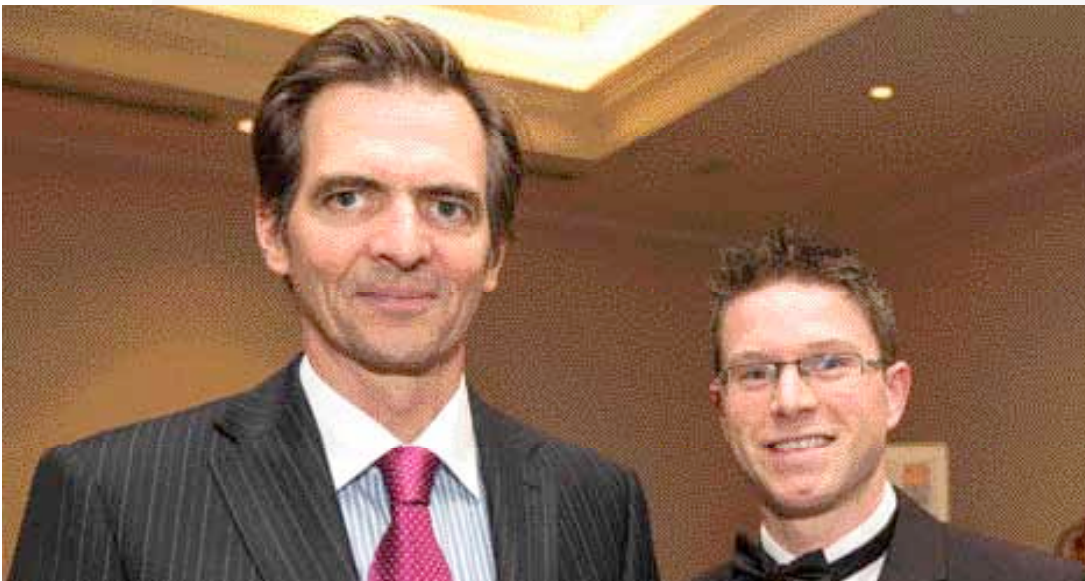
Events in 2012

SIMI Annual Dinner 2013

There was a terrific turnout of over 500 at this year's SIMI Annual Dinner and, in the wake of last year's highly successful link-up, the event again incorporated the SIMI Annual Motor Industry Awards.



Anne Marie Lambe, Association Secretary, Irish Tyre Industry Association; Gerry Caffrey, SIMI Past President; and Simon Elliott, Managing Director, Volkswagen Group Ireland Ltd.



Bernard Lycke, Director, CECRA and Alan Lewis, Lewis Motors.



Michael Hegarty, President of the Vehicle Leasing Association of Ireland; Bernard Feeney, Director, Aecom Ireland; Brian Fanning, SIMI Past President and Trustee; and Mark Teevan, After Sales Director, Toyota Ireland.

Events in 2012

SIMI Irish Motor Industry Awards



The winner of the Bodyshop of the Year Award was Denning's Cars. Pictured are Former Irish international footballer Niall Quinn, Guest Speaker at the Awards; with Liam Denning, Siobhan Denning, John Denning and Pat Denning, all of Denning's Cars.



The presentation of the Franchised Dealership of the Year Award. Pictured are Alan Lyons, SIMI President and Colm Quinn, Dealer/Principal, Colm Quinn Ltd.



The presentation of the SIMI Outstanding Achievement Award. Brian Cooke, Deputy Director General, SIMI; John Morrissey, John Morrissey Motors, accepting the award on behalf of the SIMI Kilkenny Members; Alan Lyons, SIMI President; and Paul Smith, Head of Castrol in Ireland.



The presentation of the Independent Retailer of the Year Award. Brian Cooke, Deputy Director General, SIMI; Kevin Egan, Kevin Egan Cars; Alan Lyons, SIMI President; and Paul Smith, Head of Castrol in Ireland.



President's foreword

As I look back over the last 12 months, it continues to be a testing time for our Industry. The economy is still struggling and we in the Industry have seen first-hand the effects of the collapse in consumer confidence and spending. It's hard to believe that we are now in the sixth year of this deep recession, with many well-respected members closing their doors during that time. It has to be also said that many Members, across all sectors of the industry have re-focused, re-invested and driven their businesses forward. This year, we have seen new businesses open up, which is hugely positive.

Despite the drop in business, our Industry still collects over €4.5bn in taxation, while at the same time employing over 35,000 people, covering many professions and trades around the whole country – urban and rural, supporting and playing a major role in their local communities. Clearly, the Motor Industry is a vital part of the Irish economy and society. Since I first joined the SIMI Management Board, I have noticed an increased level of constructive engagement with Government

and Officials, and this process of engagement must continue into the future. However, despite this, the increase in VRT and Motor Tax in the Budget, at a time when car sales continue to be depressed, was ill-timed. SIMI warned Government that this was not the time to increase taxes and this increase has undoubtedly dampened demand. As we have continuously argued, the only way for the Government to significantly increase its tax take is to encourage increased vehicle sales, servicing and repairs.

Looking forward, there needs to be a focus on stimulating business. The Society has commenced work on its Budget Submission 2014, which will include practical and constructive proposals and the Government needs to engage with us now to help kick-start a real recovery.

Of course, this year finally sees the long-sought introduction of the second registration plate and, hopefully, this will give us an opportunity to re-launch our sales efforts in the middle of the year. I do anticipate, however, that the real benefits of this change will be seen

in years to come as both consumers and the Industry get used to it. On SIMI itself, I'm often asked, what does the Society actually do? Well, a lot of the work the Society undertakes is done quietly behind the scenes. On a typical day, the Society will deal with hundreds of queries from Members, Government Agencies, Consumers and Media. The topics are as varied as Taxation Matters, Legal and Regulatory Issues, Employment Advice and Representation, Technical & Type Approval Queries, Registration & Testing Issues, Training, Apprenticeships the list goes on and on. SIMI also liaises with other Industry bodies both in Ireland and Europe as well as managing SIMI Member projects such as BeepBeep.ie, Car History Check, the Group Insurance Scheme and administering and supporting the Industry's Independent Standards Tribunal.

New projects include Autosure and CSS (the Certified Steel Standard). Autosure was set up last year in order to professionalise car servicing in Ireland and to combat the large increase in the number of illegal operators servicing

people's cars without the qualifications or skills to do so. The Autosure project is a long-term one and our aim, with all Members adhering to Autosure's guidelines, is for the car-buying public to recognise the Autosure logo as a stamp of quality and an assurance that their car was serviced to the highest possible standard.

CSS (Certified Steel Standard) is a voluntary standard which was developed by the VBRS (Vehicle Body Repair Specialists) Committee of SIMI, after two years of hard work. CSS was created to raise the standards of structural repairs within the bodyshop sector in Ireland. In order to achieve the standard, bodyshops must pass an independent audit. We have just had the first eight bodyshops receive CSS accreditation, with many more engaged in the application process. By 2014, we hope to have a nationwide network of CSS-approved repairers.

In the Vehicle Testing sector, Testers are moving from the old, County Council system to a new 10-year licence system under the RSA. There are still detailed negotiations ongoing and serious decisions will be made in the

coming months.

Information to members is a key issue and we publish regular Newsletters, industry updates and our magazine – and only recently launched our new weekly e-zine.

Much of the coverage in the media and in our own press releases tends to focus on new car sales but SIMI is an industry-wide organisation. On the commercial vehicle side, we have very active HGV, LGV and Testing Committees. Recent statistics confirm that the average age of a car is now nine years, so used car sales, servicing and parts have become even more central to our industry. The aftermarket is my own sector – so to me it has always been the heart of our industry. And the aftermarket also includes very active tyre, windscreen and recovery Sectors, each with their own challenges, while our Members in Fuel Distribution and Retailing continue to face increased activity in fuel laundering, on top of the reduction in volumes.

SIMI represents all sectors of the Irish Motor Industry and this is a major strength when dealing with

Government and all other groups, as we speak with one voice. In all matters, the Society strives to provide the best possible service to its Members and is, I believe, rightly recognised as one of the best representative Trade Organisations in Ireland.

The Management Board has recently commenced a strategic review in order to ensure the Society continues to provide you, the Members, with the best possible service going forward. Even more than that, the SIMI Logo is recognised as a symbol of Standards and Ethics in the Motor Industry. What differentiates SIMI Members is their dedication to quality, customer service, fair and ethical trading and their commitment to the long term.

I would like to thank my fellow Board Members, the NEC and all those Members who give up their own time to support their Society. Our Industry continues to be remarkably resilient, something in which we should all take great pride.

Alan Lyons
President, SIMI.



Director General's Report

The past year has been an extremely difficult one, both for the Society and for our Members. Immediately following last year's AGM, the Society entered Budget mode, engaging with Revenue, as well as the Departments of Finance, and Environment & Local Government in the context of the Government's stated plan to adjust both the VRT and the Road Tax systems in last December's Budget.

The Society strongly advised against any increases in VRT or any significant increase in the Road Tax burden in the current economic downturn. The Motor Industry was already suffering closures and job losses and any increase at that stage would only add further to these problems. The State position was that these adjustments had been signalled as part of the four-year bail-out plan and needed to be addressed.

During the process, although fighting strongly against any increase, the Society also worked to ensure that any restructure would, at least, be such that it would not destabilise the marketplace. The experience of VRT and Road Tax Band changes impacting on used car values in July 2008 could never be allowed to happen again. Although Ministers implemented increases in the Budget, the process of engagement and the willingness to listen to the Industry's arguments were both very welcome.

While increases in taxation were inevitable, we did make some significant gains. The original structure

of the Road Tax bands decided by Government would have put even more of a burden on those motorists who made environmentally sound choices by buying low emission cars. We urged the Government to readjust the bands to make it fairer for motorists while still achieving the same amount of revenue from our Sector. In addition, the willingness of the Government to change the registration system to introduce two new Registration Plates per year was a good outcome from a number of years' hard work by SIMI. While it would have benefitted us short term had it been brought in when sales were at more normal levels, its introduction means that, in the future, the Industry will see the benefits of the spread in sales and a resolution to the unfair seasonality issue.

So, where are we now? Clearly the increases in VRT and Road Tax, on the back of the previous year's VAT increase, did not help, but the economy remains extremely depressed and this is the key factor impacting on business. With 300,000 Public Sector workers still in limbo with regard to the final level of proposed reduction in their take-home pay, retail spending has continued to remain very weak.

We're looking at a market of 70,000 new cars this year with a commercial vehicle market that's down on last year. Members across the various sectors have highlighted the continued importance of the Aftermarket for businesses all around the country. Even here, the unwillingness, or inability, of consumers to spend has been highlighted by reduced vehicle maintenance, which is beginning to worry the RSA. We have also seen a strong growth/revival in Black

Economy activity in the Sector and the Society's focus in recent months is now very firmly on forcing the relevant State Agencies to ensure a fair and level playing field for businesses in our Sector.

We have already started to engage with Government in preparation for Budget 2014 and have met with Department Officials to communicate how bad things are in the Industry. Our focus with the various Departments over the coming weeks and months will be on increasing vehicle sales and bringing much needed stability to our Industry. The Budget submission process is often complex and this year is no different. In addition to our recent nationwide Centre meetings, we will be liaising with Members on the various Sector issues over the next few weeks. It has been, and continues to be, a very tough, difficult business environment that has been so long-lived that businesses are exhausted by the struggle. We have been experiencing depression, austerity and burden-carrying long enough. It is time for the Government to begin to instil some hope and stimulation into the home market in Ireland. Increased sales and increased employment are a better way to solve the taxation shortfalls that still need to be dealt with. In our own Sector, the tax and employment benefits to the State will be enormous, if they are prepared to change direction and kick-start the economy again.

I'd like to thank you for your support in 2012 and your continued support through this year.

Alan Nolan
Director General, SIMI

SIMI Management Board 2012/2013

Alan Lyons



President

Paul Linders



Deputy President

James Brooks



Honorary Treasurer

Gerry Caffrey



Immediate Past President

Jonathan Meade



Chairman Franchise Committee

Steve Tormey



Chairman Vehicle Importers/Distributors Committee

Alan Greene



Chairman Wholesalers Committee

Chris Fleming



Chairman Independent Retailers Committee

Aubrey Armstrong



Chairman VBRS Committee

Dr Frank Bergin



Petrol/Oil Companies' Section

James McCarthy



Importers/Distributors Committee

Alan Nolan



Director General

SIMI National Executive Council 2012/2013

HONORARY OFFICERS

Alan Lyons

President
Auto Diesel Electric Ltd
Dartmouth House
Dartmouth Industrial Centre
Kylemore Road
Dublin 10

Paul Linders

Deputy President
Linders of Chapelizod
Chapelizod Road
Dublin 20

James Brooks

Honorary Treasurer
Kia Motors Ireland
Unit A8 Calmount Park
Calmount Rd
Dublin 12

Gerry Caffrey

Immediate Past President
Gerry Caffrey Motors Ltd
106/112 Terenure Rd.
North Dublin 6W

VEHICLE IMPORTERS/ DISTRIBUTORS SECTION

Steve Tormey

Chairman Vehicle Importers/
Distributors Committee
Toyota Ireland
Toyota House
Killeen Road
Dublin 12

Eddie Murphy

Henry Ford & Son (Sales) Ltd
Elm Court
Boreenmanna Road
Cork

Tony Maher

Gowan Distributors Ltd
Gowan House
Naas Road
Dublin 12

James McCarthy

Nissan Ireland
Nissan House
PO Box 910
Naas Road
Dublin 12

Mr Eamon Farrell

Motor Distributors Ltd
Naas Road
Dublin 12

Simon Elliott

Volkswagen Group Ireland
Ltd
Block C Liffey Valley Office
Campus
Liffey Valley
Dublin 22

Wayne Doolan

Suzuki Cars Ireland
57 Broomhill Drive
Tallaght Industrial Estate
Dublin 24

Stephen Gleeson

Hyundai Cars Ireland
Hyundai House
John F Kennedy Drive
Naas Rd
Dublin 12

Adrian Cole

Universal Honda
302 Brownsbarn Drive
Citywest Business Campus
Naas Rd, Dublin 24

John Ives/Michael Nugent

BMW Group Ireland
Swift Square
Santry Demene
Santry
Dublin 9

Paddy Magee

Renault Ireland
Block 4
Dundrum Town Centre
Sandyford Road
Dundrum, Dublin 16

WHOLESALEERS SECTION

Alan Greene

Chairman Wholesalers
Committee Origo
Magna Drive
Magna Business Park
Citywest
Dublin 24

Brian Fanning

Serfac Limited
Hilary House
Belgard Road
Dublin 24

Fergus Murphy

Hella Ireland Ltd
Unit 6.1 Woodford Business
Park
Santry
Dublin 17

Paul Warren

Strongline Autoparts
Units B9-B11 South City
Business Centre
Whitestown Way
Tallaght, Dublin 24

Greg Howard

B & R Howard Ltd
Unit 2 Abbey Business Park
Baldoye Industrial Estate
Dublin 13

RETAILERS SECTION

Jonathan Meade
Chairman Franchise
Committee

Hutton & Meade
Unit 600 Northwest Business
Park
Ballycoolin, Blanchardstown
Dublin 15

Chris Fleming
Chairman Independent
Retailers Committee
Chris Fleming Cars
Sussex Terrace
Upper Leeson St, Dublin 2

Carlow
Michael Howard
High Precision Motors
Products Ltd
Dublin Road
Tullow
Co. Carlow

Cavan
Cathal O'Reilly
Jacksons Garage Cavan Ltd
Unit 1 Poles Business Park
Poles, Co. Cavan

Cork
Bob Clarke
Bandon Motors
Clonakility
Co. Cork

Gerard O'Sullivan
Ardfallen Motor Care
Ballycurreen Industrial Estate
Kinsale Road
Co. Cork

Dublin
Hugh Quigley
Autostation
40 Heather Road
Sandyford Business Estate
Dublin 18

Michael Tynan
Michael Tynan Motors
Newlands Cross
Dublin 22

Peter Mongey
Mongey Plunkett Motors
North Road
Finglas
Dublin 11

Tom Murphy
Murphy & Gunn Ltd
Rathgar Ave
Rathgar
Dublin 6

Joe Clarke
Westbrook Motors
Parkgate St
Dublin 8

Laurence Harrigan
Highland Motors
Mountain Top
Letterkenny
Co. Donegal

Galway
James McCormack
Western Motors
Ballybrit
Galway

Kilkenny
Seamus Farrell
Railway Garage
Castlecomer
Co. Kilkenny

Limerick
Noel Daly
O'Mara Motors (Limerick) Ltd
Tipperary Road
Limerick

Longford
Frank Kane
Longford Motors
Strokestown Road
Longford

Monaghan
John Bogue
John Bogue (Monaghan) Ltd
Dublin Road
Monaghan

Mayo
Michelle Rowley
Cassidy Motors
Charlestown
Co. Mayo

Kevin Connolly
Kevin Connolly Car Sales
Dublin Road
Ballina
Co. Mayo

Sligo
Kevin Egan
Kevin Egan Cars Ltd
Carrroe
Sligo

Tipperary
Gerry Pierse
Pierse Motors Ltd
Limerick Road
Tipperary Town

Joan Buckley
Liam Buckley Car Sales
Moneygall,
Co Tipperary

Brian Mordaunt Jnr
Brian Mordaunt & Sons Ltd
Davis Road
Clonmel, Co. Tipperary

Wexford
Cormac O'Leary
O'Learys Garage
Dublin Road
Enniscorthy, Co. Wexford

Mark Boggan
Hugh Boggan Mortors
Arklow Road
Gorey, Co. Wexford

VEHICLE BODY REPAIRERS SECTION

Aubrey Armstrong
Chairman VBRS Committee

Armstrong Body Repairs
Ballinaclough
Rathnew
Co. Wicklow

Nigel Pratt
Pratt's Autobodyshop
Hacketstown Road
Bennekerry
Co. Carlow

HGV DISTRIBUTORS SECTION

Bruce Archer
Chairman HGV Distributors
Committee

DAF Distributors
Naas Road
Clondalkin
Dublin 22

VEHICLE TESTERS COMMITTEE

Charlie Rogers
Chairman Vehicle Testers
Committee

Rolor Commercials
Slieverue, Waterford

SPECIALIST TRADE REPAIRERS SECTION

John Ryan
Autoglaze Ltd
39/41 Crumlin Road
Dolphin's Barn,
Dublin 12

VEHICLE RECOVERY OPERATORS SECTION

Eamon Kelly
Chairman VRO Committee
Kelly Towing
Sharavogue
Kilmacanogue
Co. Wicklow

PETROL/OIL COMPANIES SECTION

Frank Bergin
Topaz Energy
Topaz House
Beech Hill
Clonskeagh
Dublin 4

Des Duffy
Maxol Limited
3 Custom House Plaza
IFSC
Dublin 1

CO-OPTED MEMBERS

Paddy Murphy
Semperit Ireland

Michael Fennell
IMI, Irish Region

Kevin Farrell
I.T.I.A.

Michael Hegarty
President VLAI

Dermot Eagney
Chairman BEN

Paul Redmond
Car Rental Council of Ireland

TRUSTEES

Brian Fanning
Brian Murphy
Eugene Cranley

Retailers - Centre Chairmen

Carlow

Ray Flynn
Flynn's Garage
Dublin Road
Tullow
Co. Carlow

Cork

Robert Cogan
Cogan's Garage Ltd
Cork Road
Carrigaline
Co. Cork

North Cork

Sean Browne
Newmarket Motor Works
Main Street
Newmarket
Co. Cork

Donegal

Daniel McGinity
DMG Motors
Clan Road
Donegal Town
Co. Donegal

Galway

Tony Barbour
Higgins Motorpark
Headford Road
Galway

Kerry

David Randles
Manor West Retail Park
Tralee
Co. Kerry

Kilkenny

Kevin Morrissey
Kevin Morrissey Motors
Smithlands Retail Park
Waterford Road
Co. Kilkenny

Limerick

Noel Kearney
Singland Motors
Dublin Road
Castletroy
Co. Limerick

Frank Hogan

Frank Hogan Ltd
Dublin Road
Limerick

Louth

Nicky Smith
Smiths of Drogheda
North Road
Drogheda
Co. Louth

Longford/Westmeath

Ed Tyrrell
Grange Motors (Mullingar) Ltd
Lough Sheever Corporate
Park
Mullingar
Co. Westmeath

Meath

John Malone
Malones Garage
Whistlemount
Kells Road
Navan
Co. Meath

Offaly

Keith Colton
Colton Motors
Clara Road
Tullamore
Co. Offaly

Tipperary

Eugene Ryan
Donal Ryan Motor Group
Limerick Road
Nenagh
Co Tipperary

Waterford

David Dickenson
Daewoo Waterford t/a
Chevrolet Waterford
Waterford Business Park
Cork Road
Waterford

Wicklow

Colin Watchorn
Newcastle Garage Ltd
Newcastle
Co. Wicklow

SIMI Executives

Alan Nolan



Director General

Brian Cooke



Deputy Director General & Secretary

Tom Cullen



Director

Con Dalton



Manager Membership & Events

Margaret O'Shea



HR & Training Manager

Emma Mitchell



Operations Manager

Teresa Noone



Communications Executive

Maeve Dowdall



Office Manager

Yvonne Slincy



Careers & Training Executive

Seamus McCormack



Membership Services Executive

Suzanne Sheridan



Press Officer

Lisa Joyce



Statistics Officer

Orfhlaith Nolan



Customer Services Officer

Lydia O'Donnell



Administration

Priorities by sector

Vehicle Manufacturers

The key issue for Vehicle Manufacturers is the continued poor demand for new vehicle sales, both passenger cars and commercial vehicles, which impacts on their own profitability and that of their franchise networks. The sector gave key input to the Society's Submissions on VRT and Road Tax, and the Registration Plate. The Sub-Committee on End of Life Vehicles made a detailed Submission to the Department of the Environment in the PRI review on Waste Management in 2012, with the results and proposals arising from this review due shortly. 2013 also saw the commencement of the updated Block Exemption regime for Vehicle Sales. It also saw a focus on the July introduction of the second number plate and the need to convince Government of the necessity to stimulate new car sales.

Franchise Retailers

Franchise Retailers are impacted negatively by activity in new car sales and servicing, which continues to be at 50% of normal sustainable levels. On used car sales, the poor number of registrations since 2009 has depleted the level of trade-ins available to retail, with UK imports making up some of this shortfall. VRT, Road Tax and the Registration Plate were again key issues for this Sector, and the Committee had major input to the Society's policy in this regard. Well attended Centre Meetings in the Spring of 2013 underlined the difficulties facing Franchise Dealers, with items such as NCT, Autosure, VRT Export Repayment and VAT/VRT Treatment of imports figuring highly on the agenda. A continuing concern was the apparent increase in Black Economy activity particularly in the aftermarket. The Committee ran another successful Conference in November 2012, "A Year of 2 Halves". Motor shows were held in Drogheda, Kilkenny and Wexford, while Colm Quinn in Athlone was the winner of the Franchise Retailer of the Year at the Castrol-sponsored SIMI Motor Industry Awards.

Independent Retailers

The Independent Sector, similarly, is suffering from the depressed economy, impacting both sales and servicing. The Sector's key issue for the Society's Budget Submission was the anomaly created by having a 2-tiered Road Tax system, which continues to mitigate against pre-2008 cars. The sector was dismayed that an opportunity was missed again, with another increase in Road Tax (7.5%) on pre-2008 cars only exacerbating the problem. NCT and limited availability of finance continue to be issues for Independent Retailers. Kevin Egan Car Sales in Sligo was the winner of the Independent Retailer of the Year Award at the SIMI Motor Industry Awards, sponsored by Castrol.

Vehicle Body Repairers (VBRS)

Standards is the name of the game for VBRS members, with the Committee drawing up a new standard for structural body repair work, CSS (Certified Steel Standard). This standard was presented to a general meeting of VBRS members, at which it received near unanimous backing from the 80 companies in attendance. Already 8 bodyshops have attained this standard, and it is hoped that a national network of CSS bodyshops can be established over the next year. Dennings Garage in Dublin was the winner of the Bodyshop of the Year at the Castrol-sponsored SIMI Motor Industry Awards.

HGV Distributors

The HGV sector is no different from other vehicle sales sectors in that sales activity is well below normal levels. Other issues on this Committee's agenda include type approval issues, Vehicle Weight changes to 6-axle vehicles and the Euro Emissions Directive.

Petrol/Oil Sector

Petrol/Oil Companies and their retailers were relieved to see no additional carbon taxes added in December's Budget, while welcoming the new excise rebate for commercial hauliers commencing from July 2013. Reduced volumes are again a feature of their businesses, while fuel laundering remains a big issue of concern. Some Revenue successes in this regard were acknowledged and welcomed.

Wholesalers

The Wholesalers sector has, like retailers, been impacted by the downturn in the aftermarket business. Concerns about re-using of secondhand/worn parts or substandard parts continue to be an issue in an economy where people are seeking to save money wherever they can. The development of CSS and Autosure are of interest to the sector as are potential developments in relation to Post Registration Modifications which might impact on customers wishing to modify/personalise their car.

Windscreen Replacement Specialists

The Windscreen Sector has also been focused on the importance of standards and their further development. The issue of training and the potential for the development of specific formal qualifications under the National Qualifications Framework was also discussed.

Commercial Vehicle Testers

The transformation project on Commercial Vehicle Testing, which has now seen the transfer of responsibility from the Local Authorities to the RSA, is continuing to gather pace. The long process has seen the VTN members act in unison with one voice, and this has undoubtedly led to the retention of this work within the Industry. The annual VTN AGM was held in November 2012, and yet again there was near full attendance from the Sector, with over 150 delegates attending. This very open meeting saw many differing views expressed but that attendance unanimously supported the approach taken by the VTN Committee in its negotiations with the RSA over the last 5 years.

Membership by numbers

Members at
end of 2012

1,115

(6% decrease
on 2011)

Membership

The Society's Membership continues to be impacted by the negative economic climate. A number of Members have reactivated their Membership since the Society's year-end of December 31, 2012. In response to the economic climate, we have set up flexible payment plans for many Members.

Note on Numbers: Many SIMI Members cross over a number of categories. For instance, a Franchise Dealer may also operate a Filling Station and a Body Repair Shop. Similarly, many Vehicle Testers are also involved in other Sectors. The numbers in this chart are based on what the Member entered as "Main Business Activity".



Financial Position

Due to the current economic climate and the reduction in Membership, the financial accounts of the Society show an operating deficit. The level of deficit has been reducing over the last four years and the Society's balance sheet and reserves continue to be strong.

The Society is grateful for the time and effort provided by Honorary Treasurer, James Brooks, in overseeing the financial position of the Society during the last 12 months.

Services to Members

Free tax advice

Free legal advice

Free HR advice

Representation at Labour Court

Free access to beepbeep.ie vehicle statistics, regular & ad hoc stats
for Members

Magazine

Newsletter

Social media

Media representation

Free complaints service

Order forms

Updates on new legislation, data protection etc

Garage insurance scheme

Credit card scheme

Face-to-face contact

Local centre meetings

Regional meetings

Tailored industry courses

Awards

Annual dinner

CSS

Autosure

Sectoral representation

Representation at Government level

Representation at European level

Car History Check

Golf

BEN

Networking opportunities



Bankers

Allied Irish Banks, 1-3 Lwr Baggot St, Dublin 2

Auditors

Ernst & Young, Harcourt St, Dublin 2

Solicitors

Hayes Solicitors, Lavery House, Earlsfort Terrace, Dublin 2

Insurance Brokers

Willis, Grand Mill Quay, Barrow St, Dublin 4

Publishers

IFP Media, 31 Deansgrange Road, Blackrock, Co. Dublin

Website

www.simi.ie

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