

From The President

Hello and welcome to the first quarter of 2011 Newsletter. Yes it is tough trading out there. Whether the carbon tax will create a "carbon sink" or not is open to conjecture, but it will certainly sink your sales further.

Is anybody out there able to reduce their power usage? At the current price of electricity I know we all use as little as possible. The carbon tax will take more dollars out of the system and therefore take away more of your sales.

Our new Executive Officer Trevor Ranford is settling in well and we are very fortunate to have someone of Trevor's calibre working with HASA.

I am very concerned at the number of stores that do not have the HASA OH&S manual. If you do not have an alternative, you are breaking the law and heavy fines are imposed.

There is a lot more comment on the proposed South East plantation sale. I have been on the radio 3 times, TV once and there was an article in "The Advertiser". I also appeared before the Senate Committee inquiry on March 30th. Please action the letter I sent out and send emails to the contacts listed if you have not already done so.

Although the weather was terrible we had a successful golf day on which I report separately.

I am overseas in May attending the IHA Congress and Trade Fair in Las Vegas and will report on this in the next Newsletter.

As always please contact me if you have issues you would like to discuss.

Regards, **Rod Evins**



HASA EXECUTIVE COMMITTEE 2010/11

ROD EVINS, President
Banner Hardware
Mobile: 0409 747 819
rod@bannerhardware.com.au

GRANT ALLEN
Adelaide Sales & Marketing
Mobile: 0407 602 021
grant@adelaidesalesandmarketing.net.au

DAVID HERVEY
Bunnings Building Supplies
Mobile: 0419 715 754
dhervey@bunnings.com.au

MARIO CALABRESE
Home Hardware Tranmere
Mobile: 0407 611 647
mario@homehardwaretranmere.com.au

WAYNE PARTON
Assa Ablay
Mobile: 0401 709 438
wayne.parton@assaabloy.com

PAUL HOLTON
John Danks & Son
Mobile: 0408 480 442
pholton@danks.com.au

GEOFFREY FULLER
Nursery & Garden Industry SA
Mobile: 0438 838 031
gfuller@ngisa.com.au

PAUL STEWART
Barrow & Bench
Mobile: 0412 639 477
paul@barrowandbench.com.au

BRENTON THAIN
Gunnensen
Mobile: 0417 892 352
bjthain@gunnensens.com.au

CLIVE CROCKER
Impact Agencies
Mobile: 0417 864 303
clive@impact-agencies.com.au

LYN WOODRUFF
Dulux Group
Mobile: 0423 298 636
lyn.woodruff@dulux.com.au

VITO NOCERA
Mitre 10
Mobile: 0408 089 975
vnocera@mitre10.com.au

SECRETARIAT - DENISE ANDREWS
Telephone / Fax: 8254 2841
hasa2@ozemail.com.au

PO Box 557, Craigmore SA 5114

WEB: www.hasa.net.au

REPORT FROM EXECUTIVE OFFICER

As you would be aware I have taken on the role of part time Executive Officer of the Hardware Association of SA Inc. Some background on me can be found within this Newsletter. Part of my role is to keep you, the member, informed of the activities of the Association and one way will be through my report in the Newsletter. In addition I will use the website and e-mail networks to keep you informed of changes.

Over the coming months I will be on the road with the aim of calling on members to have an informal 'meet and greet'.

The following are some of the activities of the Hardware Association of SA Inc (HASA) over the past two months.

Website

The Hardware Association of SA website is currently being worked on and will be operational by the time you receive the newsletter. A new front page will welcome the members and the 'members only' page will become the important part of the website with new and relevant information.

If any member has any information/news that they would like added to the site – new products – new staff – new stores – then please send it through to me.

Forestry SA/Senate Inquiry

As you would be aware the South Australian Government is considering the forward selling of the South Australian Forests in the South East.

Through Senator Nick Xenophon a Senate review was undertaken. HASA prepared and submitted a submission to the Senate and the President of HASA, Rod Evins gave a verbal presentation at the Senate Committee hearing in Mount Gambier on the 30th March. Through Rod, the Association has gained strong media coverage for the position of HASA.

Robert Brokenshire from the Family First Party has been successful in placing the sale of the state Forests in front of a State Parliamentary Committee. HASA will prepare and submit a submission to this Committee.

The following is a short abstract from our submission to the Senate Committee:

"The Hardware Association of SA is the peak industry body representing retailers and suppliers within South Australia.

The Association represents 130 retailers and 68 suppliers who employ between 8,000 and 9,000 people.

The GVP of the Hardware Industry within South Australia is worth \$2.5 billion.

One of the major activities of our members is the supply of timber – wholesale and retail – to the South Australian public. It is estimated that 25% of the trade for the Hardware industry is within timber and much of this is softwood timber supplied from the South East of South Australia.

The Hardware Association of SA Inc is extremely concerned at the planned decision of the South Australian State Government to forward-sell the state's \$2.8 billion timber assets. We believe that this is a short-sighted decision with no long term benefit to the state's economy.

The viability and profitability of many South Australian businesses is under threat as a result of the planned decision of the South Australian State Government to sell off forward rotations of timber products harvested from the softwood plantations managed by Forestry SA. This will have an enormous impact on the economy of South Australia, the South Australian Hardware industry and the South Eastern regions or the 'Green Triangle.'

The full submission has been placed on the website for members to access.'

Graffiti Legislation.

A discussion paper on possible changes to Graffiti Legislation was received by HASA and a submission prepared and submitted.

While HASA has given support to some of the proposed changes it has so only on the basis that it does not add further cost and impost to hardware stores and their management and staff.

The issue of buying graffiti material over the internet was addressed within the HASA Submission.

Again a copy of the full submission has been placed on the HASA website.

Product Safety updates

The issue of member's responsibilities on product information and safety have been raised with HASA by one of the members.

To assist members to understand their roles and responsibilities HASA is preparing relevant product safety information sheets drawn from the ACCC Product Safety website.

Information leaflets have been prepared on

- Carbon Monoxide
- Formaldehyde
- Stone Tiles
- Straps.

More will be prepared over the coming period.

A full suite of information will be available in the 'members only' section of the website.

If at any time members have an issue raised with then by a customer and/or the authorities HASA would encourage you to report this to the Executive Officer so that appropriate action can be taken.

The best way to support members is to understand the issues being faced by others.

Small Business Commissioner

The State Government has proposing the establishment of a Small Business Commissioner through a new Parliamentary Bill – Small Commissioner Bill 2011.

The Roles of the Commissioner will be to:

- Ensure Small businesses are treated fairly in their commercial dealings
- Receive and investigate complaints from small businesses regarding unfair market practices
- Mediate between parties
- Assist in resolving retail tenancy disputes
- Assist in resolving other disputes
- Promote efficient, productive and professional business practices
- Develop effective relationships between small businesses and government agencies.

The Commissioner will be independent from Government

HASA prepared and submitted a submission giving support to the concept but seeking assurance that the Commissioner would be truly independent and funded for a minimum of 10 years.

Again a copy of the submission has been placed on the HASA website.

Other topics

Other topics of interest have been included as specific articles within the Newsletter.

If any member wishes to contact me please call me on 0417 809 172 or use my current e-mail address of sahort@bigpond.com

**Trevor Ranford. B.Sc., Dip MP (AIMSA), CPMgr.
Executive Officer**

GALA AWARDS NIGHT - 5th NOV 2011

Remember the 5th of November 'cos that's the date of this year's Gala Awards Night, and we fancy doing something a little different.

A little different also is the way we propose to judge the salesperson of the year. This category will not be voted on by supplier representatives this year, but nominees will be interviewed by non-retailer members of the Awards Sub-Committee and the person judging the stores. With this change it is felt the outcome will be fairer as some country stores may not receive the same coverage by representatives as metropolitan stores.

When voting forms are issued for the supplier categories in August, we would encourage all retailers to take the time to participate thereby increasing the number of returns.

The Adelaide Convention Centre offers the best facilities for our function so do put the 5th November in your diary and we will communicate further details a little later in the year.

BEVAN MCDONALD AWARD

We are seeking nominations for this year's Bevan McDonald Award and provide the criteria below.

- Must have worked within the hardware industry for a minimum of 15 years
- Must have contributed to the growth of the industry outside of his/her position within the company by whom they are employed
- Their association with the growth of the industry must be for a minimum of 10 years
- Must be a well respected person and of high moral standing

This award is strictly South Australia based and if you would like to nominate anyone who fits the criteria please provide details to Denise Andrews on (08) 8254 2841 or e-mail, hasa2@ozemail.com.au

WOULD YOU BE READY FOR A SAFEWORK SA WORKSITE AUDIT?

From experience you will need to demonstrate that you have systems in place to effectively manage OHS issues that may arise or require regular monitoring.

The audit will focus on 5 key elements which constitute the OHS Continuous Improvement Model.

These elements are:

- Commitment & Policy
- Planning
- Implementation
- Measurement & evaluation
- Management systems and improvement

The evaluator will use an assessment document which focuses on the key elements in the above sections. Each section will have up to 22 different questions which are to be addressed.

You must be able to provide documented evidence that satisfies the evaluator to have each point signed off. The audit will focus very clearly on systems, training, documentation and evidence that consultation on safety matters is being carried out.

Be ready to show that you are keeping records such as regular Work Site Inspections (WSI), safety meeting minutes, electrical test & tagging, forklift and vehicle checks etc.,

TRAINING ACADEMY DATES 2011

10th May Woodcare Fundamentals
11th May Dulux Interior
12th May Dulux Innovation

21st June Woodcare Exterior
23rd June Dulux Colour Solution

5th July Selleys Advanced
6th July Woodcare Interior
26th July Woodcare Exterior
27th July DuluxExterior
28th July Dulux Interior

24th August Selleys Advanced
25th August Woodcare Fundamentals

20th September Dulux Interior
21st September Dulux Innovation
22nd September Woodcare Exterior

11th October Selleys Introduction
13th October Dulux Exterior

8th November Dulux Interior
10th November Dulux Eye Matching

VENUE: DuluxGroup
3-7 Francis Street,
Port Adelaide

TO REGISTER CONTACT: Ben Higgins 0434 609 882
Christian Van Day 0412 821 656
Lyn Woodruff (08) 8440 2341

and importantly that you have systems in place to recognise, assess and address risks at your worksite and that you have a culture of continuous improvement .

The HASA OHS manual is a very valuable resource tool in this process, if you read through the manual and act as stipulated then you will develop the necessary systems that SafeWork SA will be looking to assess. The manual is a very important investment for your business.

After the first meeting with the assessor you will receive a copy of the assessment sheet and an Improvement Plan which will be an action plan for you to assist in complying with any shortcomings from the review.

You will be required to advise SafeWork of your timeframe for rectifications and address any notices issued promptly.

Typically the process will take 6 months with 3 to 4 meetings. SafeWork SA staff will be supportive and offer practical assistance to assist you to build a safer workplace.

If you do not have the HASA manual order one today, work through section by section measuring your systems and identifying the gaps, involve key staff, hold tool box meetings, look for an OHS champion from the team, adapt the forms in the manual for your business.

Be safety ready.

Bill Hudd, Staff Development Manager, Banner Hardware

3rd Annual Hardware Retailers & Suppliers Group Golf Challenge

WEDNESDAY 23RD MARCH 2011

The wet and windy conditions only put a slight "dampener" on the day.

Most of the 87 pre-booked starters turned out to play in what one player, Darryl Scott, described as the worst conditions he has ever played in.

Anyway most of us pulled through it and some remarkable scores were achieved despite the inclement weather.

Retail Winners from Warooka Hardware were:

Scotty Hilliker
Fred Hendry
Stan Hendry
Rod Pridham
With an off the stick score of 67 and a nett of 55 5/8 well done boys.

2nd place went to Bunnings Woodville:

Wayne Sheehan
George Forrest
Simon Barr
Wayne Hodgkinson
Off the stick 65 and a net 56 1/4

3rd Place went to Bunnings Noarlunga on a count back:

Wayne Doig
Peter Stratton-Smith
Tom Hicks
Pat Young

Supplier Winners from Selleys/Yates were:

Jeff Doyle
Rob Meich
Ben Higgins
Michael Doyle
With an off the stick of 72 and a net 60, well done.

2nd Place went to Impact Agencies (supported by Peats Soil & Garden Supplies and Bunnings):

Greg Dobrovic
Garry Coombe
Adrian Wood
Morris Lamacchia
With an off the stick of 71 and net 60 7/8

3rd Place was another Garden Supplier (obviously spending lots of time on the green), Brunnings Garden Products:

Darren Adey
Simon Galpin
Tony White
Mandy Kirk
With an off the stick of 73 and a net 61 7/8



Supplier Team Winners - Selleys/Yates
From left to right Ben Higgins, Michael Doyle, Jeff Doyle (Team Captain) and Rob Meich all representing Selleys/Yates

Nearest the pins went to:

Wayne Doig
Wayne Sheehan
Rod Pridham
Rod Evins

Nearest pin and 2 were:

Scott Hughes
Darryl Scott

Long drive was:

Brad Anderson

Encouragement award went to the Gunnersen team of:

Brenton Thain
Daniel Myet
Wayne Parton
Lawrie Lewis
With an off the stick of 77 and a nett of 65 5/8

Thank you to Wayne Parton and Grant Allen for being part of organizing the day. We also thank Adelaide Shores for a splendid golf course.

I look forward to seeing you all next year.

Rod Evins



EVENT SPONSORS



CERTIFICATION OF MEASURE

The area of measurement and certification is covered by the National Measurement Institute.

The following are their details:

National Measurement Institute SA Office:
8 West Thebarton Road, Thebarton SA 5031
Phone: (08) 7002 1100
Web: www.measurement.gov.au

Measures of Length

Section 18G of the National Measurement Act 1960 makes it an offence for a person to use, a measuring instrument for trade unless that instrument bears the mark of an inspector or the mark of a licensed verifier.

Also, a person commits an offence if the person:

- (a) uses a measuring instrument for trade and,
- (b) does so in such a way, or under such circumstances that the measuring instrument gives an inaccurate measurement or gives other information (including a statement as to price) inaccurately.

Further, the supply of a measuring instrument that gives an inaccurate measurement or gives other information (including a statement as to price) inaccurately is also an offence.

A measuring instrument must not be installed or supplied for trade use unless it is of an approved pattern.

Sections 18GA (1) and (2) of the Act require all measuring instruments in use for trade to be verified.

Sections 18GA (4) and (5) define when a measuring instrument is presumed to have been used for trade.

Section 18GG of the Act defines the term verified.

You can use any ruler that complies with the National Measurement Act 1960 and the requirements of the National Measurement Institute General Certificate of Approval for Simple Length Measures 1/0/A (www.measurement.gov.au)

Rulers that may meet the requirements include the:

- Toledo 1000M model,
- Rulex Standard ruler
- Rabone & Chesterman 1 metre ruler

(A list of Supplier stores in South Australia can be obtained from the HASA Executive Officer on sahort@bigpond.com or 0417 809 172.)

1 metre rules will be adequate for trade once a serial number is engraved or is permanently marked on each ruler and an Inspector or a licensed instrument verifier will then verify each ruler and mark them with a mark of verification.

The maximum length for rigid measures of length is 2 metres. Rigid measures shall be made from materials of adequate strength, stability and rigidity.

Measures of length used for trade must only have metric markings. Measures in both imperial and metric units are not permitted.

Only the following unit symbols shall be used:

- Metre m
- Centimetre cm
- Millimetre mm

To find the legislation covering measures you need to go into publications - certification of approval - general certification - simple length measurement.

<http://www.measurement.gov.au/Publications/CertificateOfApproval/GeneralCertificates/SimpleLengthMeasures/Pages/default.aspx>

Certification of measure equipment can be done by an inspector at the National Measurement Institute by appointment.

Acceptable Practice:

A store can have a certified measurement ruler fixed to a counter that is in an area accessible by your customers that they can verify any measuring tape or rule against.

IMPORTANT PHONE NUMBERS

www.business-sa.com



BUSINESS ADVISORY CENTRE

Call: **08 8300 0101** in Adelaide (8:00am to 5:00pm) or 1800 088 105 toll-free from anywhere in SA
Email: bac@business-sa.com

Business SA's Advisory Centre is available to all members free of charge. It is the first place you should call for assistance in relation to any day-to-day workplace issue.

BUSINESS SA CUSTOMER SERVICE

Call: **08 8300 0103** (8:30am to 5:30pm)
Email: customerservice@business-sa.com

Business SA's Customer Service line is available for general enquiries and further information on any of our products and services.