A.E.A.

3rd ANNUAL REPORT

THE AUTOMOTIVE EXHIBITORS ASSOCIATION OF S.A.(INC.)

A.E.A.

THE INTERNATIONAL MOTOR SHOW ADELAIDE

executive committee

I.F. Ullett, President

N.F. Schutze, Vice President

I.F. Barr

J.A. Crawford

J.H. Ellers

J.S. Freeman

K.G. Simmons

A.G. White

The Automotive Exhibitors Association of S.A. (Inc.)

Registered Office:

276 Pulteney Street, Adelaide, 5000

AUTOMOTIVE EXHIBITORS ASSOCIATION OF S.A. (INC.)

THIRD ANNUAL REPORT

I am pleased to be able to report that the period 1971-72 was again a most successful one for our association.

It is with pleasure I welcome associate members to this years Annual General Meeting.

Tremendous support was given by everyone connected with the industry to both promotions developed to display our products to the motoring public. Retailers and manufacturers co-operated enthusiastically to ensure successful presentations.

During the period of the 1971 Royal Show the Motor Pavilion was completely filled with a comprehensive display of every make of motor cars, station wagons, light commercials and also some heavy commercial units.

The International Motor Show which is the most important event in our calendar again attracted tremendous support from all areas of the industry, and in style and presentation was superior to the 1971 International Motor Show.

Displays were presented in the Centennial Hall, International Pavilion, Walter Duncan Hall and the Motor Pavilion.

Displays not only covered static presentations of vehicles but added attractions, such as the General Motor's ice show on the stage in the Centennial Hall drew many to the International Motor Show.

Over 50,000 people passed throught the turnstiles and exhibitors reported that actual business which resulted from the show totalled 65 orders with 445 genuine prospect recorded for future follow up. This represented a total sales potential of $2,000,000 worth of automotive products.

The Adelaide International Motor Show has become established and provides opportunity for buyers of automobiles to have a good look at one time at the complete availability in South Australia.

Gross profits from the International Motor Show were $9,466.00, $5,000 below budget. This downage was brought about by indiscriminate use of complimentary tickets and it was estimated that approximately 7,000 people passed through the gates with tickets which had not been collected by gate keepers as instructed.

Action has been taken by the committee to ensure that a similar situation does not arise in 1973.

There has been a request from the commercial vehicle operators to give consideration to the development of a separate commercial show designed to cover the following areas;

Trucks, Truck Chassis, Truck Bodies
Bus Chassis or Bodies
Transport Refrigeration
Trailers, Tippers
Tyres, Batteries
Lubricants, Accessories, Components
Engines, Transmissions
Freight Handling Equipment
Any specialist service (Including Finance and Leasing facilities) to the Road Transport Industry.....

A special committee has been appointed to investigate this and the recommendation for 1973 is to open the Adelaide International Motor Show with a 2 day Commercial Vehicle Exposition prior to the 6 day period of the Adelaide International Motor Show which will be held from Saturday 17th February to Thursday 22nd February inclusive.

If the commercial vehicle section does not consider the exposition approach in 1973 to be the answer to their needs, then further investigations will be carried out as to where, when and how to promote a fair designed to give maximum benefit to the commercial section.

The nett income for the association for 1971-72 was $663.00. This was lower than forecast owing to downage of gate receipts at the International Motor Show and three non-recurring items of expenditure for which provision had not been made. They were $1,500.00 to the R.A.H.S. to cover the cost of widening doors at the rear of the Centennial Hall to allow easy entry of motor cars, $1,000.00 as a contribution toward the "White Paper" being produced by A.R.C.A.I., and $419.00 legal expenses.

Full details of the financial situation for the year in review are included with this report.

The ultimate objective of the association is to see the building of a completely new motor pavilion in the showgrounds. It is considered that the time has now arrived when approaches should be made to the R.A.H.S. and possibly the Government for finance to erect a building which will not only be of immense value to the Show Society but will enable the automotive industry to present its products in a manner second to none in the Commonwealth.

A project of the type we envisage could cost up to $500,000.00. In the interests of the industry this is the area where Government finance should be made available.

So far as the total market was concerned a drop of approximately 5% in total registrations in 1971 as compared with 1970 was forecast in my last report. A slight upturn in business over the last part of 1971 saw a levelling

out of registrations and the downage for 1971 as against 1970 was 3.5%.

Unfortunately the first seven months of 1972 has not shown any improvement and the falling off in registrations for the first seven months of the year is 2.3% compared with the same period for 1971.

In conclusion I would like to make reference to the work done and the support given me by Mr. A.E. Brooker, Executive Director of the Association, and the Secretary, Mr. G.L. Mill. Without their support, many duties required of me would have been very difficult of fulfilment.

Gentlemen, I thank you for your confidence in appointing me to the position as President for the past year. The association with all of you has been most pleasant and the experience I have gained has been most rewarding.

I.G. Ullett
August, 1972

AUTOMOTIVE EXHIBITORS ASSOCIATION OF SOUTH AUSTRALIA INC.

STATEMENT OF INCOME AND EXPENDITURE FOR THE YEAR ENDED 30TH JUNE, 1972

1971 $	Income		
900.00	Entrance Fees		$ 1,400.00
	Motor Pavilion (net)		
1,944.39	1971 Royal Show	$816.28	
4,569.92	1972 International Motor Show	9,330.25	10,146.53
809.23	Interests Receivable		791.15
8,223.54			$12,337.68

	Expenditure	
6,000.00	Payment for Executive Director's Services	6,000.00
623.22	Director's Expenses, Travelling & Meeting	778.05
1,059.72	Office Expenses	348.09
205.00	Entertainment	95.32
	Bank Charges	10.60
Insurance 24.67	Legal Expenses	418.96
	Contribution to White Paper	1,000.00
Receipts Duty 48.73	Alteration of Doors(R.H.S. charge)	1,500.00
	Income Tax	1,523.67
7,961.34		$11,674.69
262.20	Excess of Income over Expenditure	662.99
8,223.54		$12,337.68

BALANCE SHEET AS AT 30TH JUNE, 1972.

1971		
	Accumulated Funds	
19,913.19	Balance as at 1st July, 1971	$20,175.39
	Plus	
262.20	Excess of Income over Expenditure	662.99
20,175.39		20,838.38
Fidelity 219.52		
20,394.91		
	Represented By:	
	Current Assets	
8,245.77	Cash at Bank - Cheque Account	6,497.49
2,149.14	Cash at Bank - Savings Account	2,235.10
-	Debtors from International Motor Show	2,105.79
10,394.91		10,838.38
	Investments	
	Debentures	
3,000.00	Finance Corp. of Aust Ltd. (7¾% Maturing 31.10.75)	3,000.00
3,000.00	Australian Guarantee Corp.Ltd. (7% Maturing 31.12.72)	3,000.00
3,000.00	General Motor Acceptance Ltd. (7% Maturing 15.10.72)	3,000.00
		9,000.00
	Deposit Stock	
1,000.00	Savings Bank of S.A.5¼%	1,000.00
20,394.91		$20,838.38