



# NSW Driver Trainers Association

## News October 2014

It has been since June that we have released a full newsletter, however we have sent out several mini newsletters in that time. The reason for the delay was to include reports on both our NSW conference and our National AGM in the one go.

It has been great though to be contacted by members asking when the next issue was coming out, which means people are reading it and seeing value in it. That makes writing them that much easier. Sometimes we send them out not knowing if people read them or not, so it's nice to have that feedback.

So sit back, have a read while you enjoy some quite time from lessons (maybe with an end of the week drink) and enjoy.

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### **NSW State Conference**

On August 22<sup>nd</sup> we led our second state conference at the Novotel, Darling Harbour. It was a great event and we had over 50 members attend, which given our member numbers we were very happy with. Also when you consider that it cost \$80 to attend, it was great to see people still see value in it. We also had a couple of non members come along, which was fantastic.

Our range of speaker on the day was great and showed a broad cross section of the areas of interest within our industry. A couple of last minute hiccups and changes to presenters didn't hinder things at all. In fact it was our first two speakers that were called up at the last moment to step in for someone else, and they did a great job.

Replacing Justin Hayes for PCYC was Jenny Davidson. Many of you may know Jenny through your involvement with the Safer Drivers Course, and this was a good chance for people to put a face to the name. Jenny gave us an update on where things are up to with the SDC and how the PCYC fits into the program around the state. It was great to hear that at the time the PCYC was running second across the whole state in terms of number of learners going through the program, with expectations that they will move to number 1 as more clubs come on line. Overall feedback has been good and there have been big improvements operationally over the last 12 months.

[jdavidson@pcycnsw.org.au](mailto:jdavidson@pcycnsw.org.au)

Our next guest was Brett Molesworth from The University of NSW. Brett was a late replacement for Teresa Senserrick who had unfortunately taken very ill just prior to the conference. Brett himself had only days before returned from an overseas holiday so it was very much appreciated that he could step in at the last moment. Whilst Brett works in the School of aviation within the Faculty of Science, many of his research projects cross over into road safety and in particular young drivers. Brett was able to give us an outstanding presentation on a project that looked at the way in which pilots learnt and the cognitive learning approach and how that transferred into driver training. It was interesting for us to see that whilst some of what we may have been doing for years is effective, there is room for change and development.

<http://www.aviation.unsw.edu.au/about/profiles/molesworth.html>

The next presentation blew the delegates minds. John Wall from the Centre for Road Safety opened our eyes to the wide range of technologies that are not just coming, but some of which are already here. Some of it might have made us feel as though we could be redundant in years to come, but it's the reality of the world we are living in and the world that is coming. Some of the most exciting stuff is the vehicle to vehicle communication and vehicle to infrastructure communication. These systems allow cars to talk to each other and/or the local infrastructure and warn of events etc to minimise risk of a crash, improve traffic flow and allow emergency services to respond quicker. An example would be where a car is approaching an intersection at a speed to great for them to stop, and cars approaching in adjacent directions would be warned of this danger. Or others where cars further down the road have communicated to following vehicles that traffic is slowing ahead, giving them more warning and the ability to slow down earlier. This technology is coming fast and we are going to see a big shift in the road safety landscape because of this. John also mentioned the recent release of the Speed Advisor app. This is an advisory intelligent speed adaptation app that warns you when your speeding and when the speed zone has changed. I have tried it myself and found it did change my driving style. It certainly curbed the inadvertent speeding that we would all be guilty of from time to time. It's free, and on both iPhone and Android. More details on the road safety website below.

<http://roadsafety.transport.nsw.gov.au/aboutthecentre/research/roadsafetytechnology/index.html>

Duncan McRae from YouthSafe followed John and delivered a presentation on Learner Driver Mentor programs. This great presentation explained how these programmes work and the need for them to exist. It also helped dispel the myth that these programs are taking paid work away from driving instructors, which has often been a fear we have seen expressed. The people that require the assistance of a mentor program are the people who would have been least likely to engage a driving instructor in the first place. Yet there is a place for us in these schemes and we have seen many instructors embrace them in their local areas. If you would like further information, please contact YouthSafe.

<http://www.youthsafe.org/>

Our next presenter was Beth Cheal. Beth is a driver trained occupational therapist and licenced driving instructor and delivered a great presentation on the needs of many people that require professional assessment on their ability to drive. The issues surrounding this group of drivers are vast and cover problems from aging, to mental health and physical ability. There is a growing need for driving instructors that are qualified in rehab training and the occupational therapists are in great demand. An understanding of the various issues and limitations people have and how they affect their ability to drive safely is something that could benefit us all. If you are interested in becoming qualified, we would suggest you check out Beth's website for more information.

<http://www.rehabonroad.com.au/rehab-on-road--home.aspx>

A great follow on presentation from Beth's was Bill Georgas from Problem Management Engineering (PME). WOW! This session opened our eyes to the wide range of vehicle modifications that can be made to allow someone to continue driving, almost regardless of what physical limitations they have. Personally I felt inspired and moved by what we had seen. To see video of someone who has no arms still experience the freedom of driving was amazing. We often say that our job is one of the most rewarding jobs as we help people move into a different stage of life where they have freedom and independence, but I feel we have been beaten here. George would have to take the title on this one. To provide a service to people that gives them hope, normality and freedom would have to rank pretty high on the job satisfaction list.

<http://www.pmeautoconversions.com.au/>

Whilst it may sound boring, insurance was the topic of our next presentation. David Federici from our insurance broker, Focus Insurance, flew up from Melbourne to talk with us about what's happening with our insurance product portfolio. Admittedly it was like preaching to the converted as a show of hands revealed that everyone in attendance had PI/PL insurance, which is what we often expect. Those that attend these types of events are the ones who often run very professional operations and see the value in things like insurance, so we would expect most would already have it. The session was still informative as it helped them understand more about what they are covered for, what their premium pays for and the benefits of our product

over others out there. There is still just under half our membership that doesn't have PI/PL insurance and we couldn't recommend strongly enough that you think about getting some. We are hearing more and more reports of people having claims made against them, and whether a legitimate claim or not, you still have to defend it, which can often cost thousands of dollars. Seeing a solicitor just for 1 hour will cost more than the purchase of a policy and our policy covers defence costs. For more info, please visit: <http://www.focusinsurance.com.au/>

Our last presentation of the day was delivered by association committee member Nic Zappulla. Nic gave a great presentation on some technology that we can use in the running of our business and the delivery of lessons. This is often an area that either scares or excites people; however Nic made it as easy to follow as possible. He ran through a few different apps that we can use for both the IOS platform and the Android platform and gave some simple demonstrations on how we could be using them to improve delivery of lessons.

Our day finished with an open forum style discussion where delegates asked questions or raised concerns. This is always a good opportunity for people to be heard or to clarify an issue.

I would like to thank the PCYC for their support in sponsoring the event. It costs money to put these things on and without some help it wouldn't be possible to make it as professional as we strived for. It also shows the strength of the partnership between our two organisations.

Thanks also needs to go to Martin and John from Motor BlackBox who kindly donated a dashcam system and accessories with a total value of close to \$800 as a giveaway to a lucky attendee. It also gave them the chance to announce a new website and offer for our members which will be outlined later in the newsletter.

So if you didn't make it, please try and get there when we do this again in 2016. Once dates are confirmed we will let everyone know so you can get it in the diary.

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## NSW AGM

The NSW Driver Trainers Association Annual General Meeting is being held at Bankstown Golf Club (70 Ashford Avenue, Milperra) on Sunday 26<sup>th</sup> of October. Starting at 9.30 am, all members are invited to attend. At the AGM we discuss events or news from the year as well as outline what's happening in the future. We also have some time for general business and discussion from those attending, however there is also the formalities that need to occur, such as the tabling of a treasurers report, public officers report and presidents report as well as election of office bearers. A few weeks ago everyone was sent nomination forms to nominate anyone or themselves they think should be on the committee and fill the 4 open places this year. As the date for returning those has now closed, no new nominations will be accepted, unless insufficient nominees have been received, in which case nominations will be taken from the floor on the day.

A committee meeting will follow the AGM, however this is only open to committee members as sometimes sensitive issues are discussed.

So please, if are planning on attending the AGM, please let Julie Kirby or secretary know ASAP for the purposes of catering the morning tea.

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## ADTA National AGM

As the NSW member of the ADTA National, we attended the AGM in Canberra on September 20<sup>th</sup>. Like our state AGM, this event allows for discussion on what's been happening around the states, the direction of the national body, reports to be presented and elections to take place.

We also had great presentations from Keith Wheatly from the Australasian College of Road Safety, John from Motor BlackBox and David from Focus insurance. A couple of bits of exciting news were released and will be discussed further in this newsletter.

One issue that did come out was that a couple of the smaller states are struggling with membership numbers. Whilst on the surface the problem seems the same, i.e. not many members, they face

different challenges. The Northern Territory for example has less than 30 driving instructors in the territory, so the number of potential members is quite limited. Other states have low numbers but more licenced instructors in the state, so we need to find out why they don't join and work out ways to help those states.

It was a very productive meeting that saw plenty of discussion around the way forward and the relevance of the ADTA in general. It was also great to hear that at several levels the ADTA national is being more recognised and considered an important stakeholder in national road safety.

We are also pleased to announce that your NSW Treasurer (Garth Bransgrove) and President (Anthony Cope) were re-elected unopposed in those same roles for the National association alongside Helen Skeggs (Tasmania) as Secretary.

A National Presidents report on the AGM will circulate shortly.

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## Cashless in car payments

Our industry has remained by and large a cash based industry for many years. Whilst some have moved into direct deposits, particularly for purchases of package deals etc, many instructors have still relied on the handover of cash for each lesson provided. Larger schools have started to incorporate eftpos into their payment options, however the cost of portable hand held eftpos machines has often proven cost prohibitive to the smaller schools. But now, through some great negotiation by our Victorian colleagues, we are pleased to announce a much more cost effective way of providing a card based payment system for all members of a an ADTA National association.

PayPal Here is a portable card machine that allows your clients to pay you using a credit or eftpos card directly into your PayPal account, with no ongoing monthly fees. There is an upfront cost of just \$139 to buy the unit, and then the only extra fee is the merchant fee, which we have been able to negotiate down to a rate of 1.75% per transaction.

The process is fairly simple. You first need to contact Brent from Force technology, and he will

organise the delivery of the handheld unit. He will then put you onto our contact at PayPal who will help you with the setup of your account. Your PayPal account needs to be a business account, not a private one as some of you may have for online purchases. When a client uses their card to pay you via the handheld unit, the funds will go directly into your account

The hand held unit is basically just a card reader and keypad for inputting a PIN, but this connects to your mobile phone via Bluetooth and uses the free app to set up the purchase (both IOS and Android). The app allows you generate and send invoices and receipts quickly via SMS or email and keep a track of payment history. For more information on the app and reader, go to:

<https://www.paypal.com/au/webapps/mpp/how-to-use-paypal-here>

The deal with the lower merchant's fee is only applicable to members of an ADTA nationally affiliated association, so only NSW Driver Trainers members in NSW, and can only be sourced by dealing directly with Force Technology. To contact Brent, go to:

<http://www.forcetechnology.com.au/>

or email him: [brenta@forcetechnology.com.au](mailto:brenta@forcetechnology.com.au)

or call: 0412420600

Remember to tell Brent that you're a member of the NSW Driver Trainers Association.

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## National Road Safety Forum

On Monday September 22<sup>nd</sup>, I was invited to attend the 3<sup>rd</sup> annual Road Safety Forum at Old Parliament House in Canberra. This is an invitation only event open to key stakeholders in road safety and we are proud to say the ADTA National was the only invited guest from the driver training area.

This year's forum took on a different structure from previous years in that instead of 4 concurrent sessions running during the day, each focusing on a different area of road safety, this was set up with all guests together being involved in various sessions and presentations focusing on the National Road Safety Strategy 2011-2020.

There were many very interesting presentations and some great discussion amongst the delegates and what came out of this is the need to look

further at how we reduce the risk to vulnerable road users. Vulnerable road users are defined as those people using the road network without being enclosed in the body of a vehicle. These include pedestrians, cyclists and motor cyclists. What was discussed was that even though these three groups are clumped together; the challenges of reducing their risk are very different.

What also was discussed at length was that we have often focused on fatality reduction, with the expectation that casualty rates will reduce also. And while this is partly true, it has come out that the types of crashes that result in a fatality are often very different from those that result in a casualty, and that the approach to reducing both of these needs to be different.

For further information on the forum and a copy of the presentations, and a link to the previous forums, please follow the link below.

<http://www.infrastructure.gov.au/roads/safety/nrs/f/index.aspx>

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## New RMS website

Many of you will have found that the RMS has launched their new look website and that some of the features we used to use have moved. One such regularly moved function is the reporting of older driver assessments. We have finally had contact back from RMS regarding how you now access this.

Follow these instructions:

Click on	Business & Industry
Go to	Do it Online
Then click	Business Partners - online tools
Then click	Older driver assessors

<http://www.rms.nsw.gov.au/>

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## Motor BlackBox

John and Martin from Motor BlackBox have been great in working with our association and providing a substantial 20% discount off their products when purchased directly through them. To help with this process, they have set up a website specifically for our members. When you follow the link below you will be asked for an

access code. Enter the below code and you will be eligible for the 20% discount.

**nswdta14**

<http://nswdta.motorblackbox.com.au/>

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## Heavy Vehicle Cameras

As of December 1<sup>st</sup>, all vehicles used in heavy vehicle final assessments and competency tests will be required to have a high definition audio and video recording device (dash cam) fitted. This has come out of a recent ICAC inquiry and will assist with the auditing of these assessments.

Unfortunately the deadline was set when there wasn't a unit available on the market that met all of the criteria required by the RMS. To assist all heavy vehicle assessors, the NSW Driver Trainers Association has worked closely with both the RMS and John and Martin from Motor BlackBox who have another division called Guardian, in development of a camera that will meet these needs. In a very quick turnaround time, they have been able to develop this camera that meets, and in some cases exceeds, the minimum requirements as set by the RMS.

These units needed to be trialed, and we were fortunate enough to have a couple of units available to be installed and evaluated alongside other cameras that came close to meeting the criteria. We are pleased to say that this new camera came out of the trial very well and the report sent to the RMS has recommended its use.

All heavy vehicle assessors that are members of the association have been kept up to date with all of this information as things have progressed and we are proud to have taken the lead in this area of compliance. I would like to thank our public officer, Russell Oats for all of his efforts in getting this moving.

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## Restricted P1 Licence Trial

During the development period of the safer driver's course for learner drivers, one of the issues that came out of the discussions was the difficulty for young people in remote areas to obtain the minimum number of driving hours prior to sitting the driving test. In a bid to try and help these learners, the RMS is trialling a

restricted P1 licence for young drivers in selected remote areas.

These licences only require them to get 50 hours of logged driving before applying for their licence. They will then have special restrictions placed upon them for the first 6 months, after which the standard P 1 licence restrictions apply. During these 6 months, aside from normal P1 conditions, these drivers will only be allowed to drive to and from their place of education, work or work opportunities and medical services.

The trial will run for 2 years after which it will be evaluated. For more information on this trial, please visit the link below.

<http://www.rms.nsw.gov.au/roads/licence/driver/p1.html>

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## Membership Renewals

It's coming up to that time of year again when your membership will need to be renewed. Membership expires at the end of December, except for those new members that joined sometime during this year, who will have membership currency until the end of 2015.

Renewal notices will be sent out during November and there is likely to be a small price rise, however an early bird rate will apply.

It has been pleasing to see some steady growth in membership numbers over the last 18 months and for the most part people seem to be happy with what we are doing. There is still the odd issue with payments and so forth and we hope to be able to iron some more of those out. We have looked at setting up an association PayPal account to streamline payments, however it is a very complicated process for not for profit organisations to get set up and takes a long time. We will be investigating other ways around this and may even be able to use the PayPal Here app and reader to process card payments if we can find an easier way of getting it set up. But for now the same payment methods apply.

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## Research Partnership

We have been contacted by the University of Adelaide who are applying for funding to start a research project titled is '*Cycle Aware: Driving with Bikes*'. They have asked the ADTA National to join them as a partner organisation in this

project, and to then use our membership base in the implantation of the project with learner drivers.

The association would be used during phase 1, along with other partner organisations, in the information and knowledge gathering stage in terms of what is happening out there around educating drivers in being cycle aware.

We would be used again in stage 3. An overview of that stage is copied below:

The final stage of the project translates findings from *Stages One* and *Two* into a package of '*cyclist aware*' knowledge and skills to be implemented in the driver licence attainment process and beyond. The first phase in this stage is the development of a package of *Cycle Aware* knowledge and skills required by all drivers for safer interaction with cyclists. Gaps in the driver education, training and testing will be identified by contrasting existing driver materials (Stage One) with the *practice base* created in Stage Two. The second phase involves creating and testing a *Cycle Aware* module that will be specifically targeted at Learner Drivers. An international expert in driver training and education will travel to Australia to provide expert input into the module and it will be refined through feedback with Partner Organisations. The module will use the discourse analysis findings from Stage One to ensure the representation of road users, practices and contexts do not operate to marginalise or undermine particular groups of road users. Once finalised, the module will be trialled in a pilot project facilitated by Partner Organisations – RAA, RACV and the Australian Driver Training Association. Learner drivers will be randomly selected for inclusion in the pilot and they, along with a control group, will be asked to self-evaluate their *Cycle Aware* knowledge and skills and they will be 'tested' by driving instructors. The practical evaluation of the module will be accompanied by an analysis of the module using the Poststructuralist informed 'What's the Problem Represented to Be?' approach to policy and program analysis.<sup>2</sup> This approach provides a second line of interrogation to determine a) whether the practices recommended in the module align with the stated intentions of the module, and b) the potential unintended consequences of the module. Evaluation of the module using each of these methodologies will be used to revise and enhance the module. It is anticipated the module will be incorporated into the existing driver instructor

curriculum within the module *TLIC3036A Apply Safe Car Driving Behaviour*, included in ongoing professional development programs for driving instructors and made available to learner drivers through Partner Organisation websites. It is beyond the scope of the current project to develop materials for each level of the Graduated Driver Licencing System but such further development will be the subject of a subsequent ARC Linkage application.

So basically we will need your help when the time comes. This is a great opportunity for our members to be involved in a project of this scale. Instructors in the other states will also be required at that time, so you really will be part of a national initiative to make a change.

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## Road Safety Website

If you're looking for great information and some of the latest statistics in relation to road crashes and safety, you should visit the below website. This sort of information could greatly increase your knowledge of the situation out there on our roads, as well as inform you of various campaigns and programs that are trying to improve our crash rate.

<http://roadsafety.transport.nsw.gov.au/index.html>

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## Skills for Learner Drivers

Continuing with our new section of skills to teach learner drivers, we are moving into reversing. Remember these are some of the skills we often see either overlooked, or taught incorrectly by either parents or previous instructors of our clients. We are trying to provide an outline of the things you should be teaching and some ideas as to how you could teach them. As always, if you have a particular way of teaching something, let us know and we can share it around to benefit more learners.

### **Reversing**

Should going backwards be just as easy as going forwards? Well on the surface it would seem so, but too many learner drivers, and even experienced drivers, that's not the case. There is also more danger in reversing due to poor vision and space perception. Every year we hear of children being reversed over in driveways etc and

it is these occurrences that highlight some of the difficulties when going backwards.

But it's not just observation that is the big issue. For many novice drivers, just simply controlling the car and turning the wheel the correct direction is a challenge the gear lever is in the R position. So let's break reversing down into some smaller chunks.

### **Reverse gear**

The reverse gear in cars, both automatic and manual, has a lower ratio than forward gears. This reduces the maximum potential speed in that gear and would mean that travelling at a higher speed would cause the engine to over rev. In fact trying to travel faster in reverse usually results in a loud "whining" sound. So slow is the way to go. If the car doesn't want you to travel fast backwards, then don't.

### **Seating position**

When reversing, most of the observation should be directed out the rear window of the car. This is difficult if your body is still facing forward, so we need to turn around in our seat as much as possible, while still maintaining control over the pedals and wheel.

To help with this, it is quite acceptable to put your left hand behind the passenger's seat. This forces you to turn your shoulders around and look backwards more while still being able to steer with your right hand. It is quite legal to steer with one hand whilst reversing.

### **Steering**

This is often the hardest thing for learners to get their heads around when going backwards. Many think they have to turn the wheel in the opposite direction to what they would if they were driving straight ahead. But that's not really the case. There is also often an issue when thinking about left and right which can lead to steering issues.

If reversing in a straight line, it's a good idea to keep your hand glued to the top of the wheel. This helps with referencing when the wheel is straight or not. If it's at the top, it's straight. If not, then it's turned one way or the other. Any corrections to car direction can then be small movements either way with the hand returning to the top to continue in that direction. Many learners don't realise that a car will respond more to steering

input when reversing compared to when going forward. To help with this understanding, it can be a good idea to find a very quiet street (maybe a cul de sac) or even a car park and let them practice just trying to reverse in a straight line for a set distance. Once mastered, change it up and get them to move the car a metre or two in one direction and then back again to the original position on the road. To assist them, remind them that however much they turned the wheel in one direction; they will need to turn it an equal amount in the other direction.

It took me years to work out why some learners confuse left and right when reversing, and it wasn't till a client said something that it made sense to me. When he looked forward I asked which way was left, and he pointed left. He then turned around and I again asked which way was left and he pointed the other direction. When I asked why, he said quite matter of factly that was the side his left eye was on so it must be left. Fair point. So now to avoid confusion I don't refer to left or right but simply towards the gutter or away from the gutter. If in a car park we might say my side or their side, meaning my side of the car or their side of the car. This seems to work for most of my learners, but you may find another way of avoiding this left/right confusion.

Then we have the issue of which way they should turn the wheel. As mentioned before, many think it must be the opposite of when going forward. A simple way of thinking about this issue is this:

*When going forward, we look forward, we direct the front of the car and we turn the wheel in the same direction we want the front to go.*

*When going backward, we look backward; we direct the back of the car and we turn the wheel in the same direction we want the back to go.*

So if wanting to move to the kerb, we turn the wheel towards the kerb, regardless of whether we are going forward or backward.

### **Observation**

Due to the often restricted nature of the amount we can see out of the rear of a car, observation is a massive issue when reversing. If getting into a car that you are about to reverse, it is highly recommended to walk around the car first to check what's around it. Relying on cameras and sensors to pick up what is behind a car is not foolproof. Whilst these driving aids are great, they should not be relied upon solely when reversing. There is no substitute for looking yourself.

Once in the car, a full 360 degree scan should be performed ensuring all blind spots have been covered before moving the car backwards. Once the car is moving, whilst most of the looking should be done out the rear window, the other areas should not be ignored and checks should be made as you go. There is nothing wrong with stopping the car while doing these checks and it may alleviate some of the issues of speed control and steering direction.

If in doubt about space to around the car while reversing, there should be nothing stopping the driver securing the car and getting out and having a look. This may take a few seconds but is much better than damaging your car or hurting someone.



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[james@barnesdrivecentre.com.au](mailto:james@barnesdrivecentre.com.au)

## Joke(s) of the month

Murphy's wife borrowed his car and parked in the supermarket car park. Just as she came out laden with shopping, she saw a young lad break into the car, hot wire it and drive off. Naturally she reported the matter to the police.' What did he look like? The sergeant asked. 'I don't know she replied, but I got the licence plate'.

## Apps of the month



Google Drive

This app allows you to store all your documents, files, photos etc and make them available across

all of your devices regardless of operating system.



Service M8

This IOS only app allows you keep a track of all jobs, contacts payment history as well as email, invoice and sms all from within the app.



Microsoft Office products are now available on Iphone and Ipad. Word, Excel and PowerPoint can now all be used on IOS devices.

## YouTube must see videos of the month

Pretty sure this is not how you're supposed to clean the inside of your car.

[https://www.youtube.com/watch?v=J\\_FtEmkPIMk](https://www.youtube.com/watch?v=J_FtEmkPIMk)

A great video from VicRoads

<https://www.youtube.com/watch?v=qBnTBypr98E&index=63&list=FL0nHM93FShtYIPYEKJQJI7w>

Come on rev heads...you know you want one

<https://www.youtube.com/watch?v=tAaOuS4UW5Q&list=FL0nHM93FShtYIPYEKJQJI7w&index=7>

# Management Committee

## President:

Anthony Cope (cars Sydney south)  
[anthonycope@nswdrivertrainers.com.au](mailto:anthonycope@nswdrivertrainers.com.au)  
Mob: 0409 531 016

## Treasurer:

Garth Bransgrove (cars Sydney south)  
[garthbransgrove@nswdrivertrainers.com.au](mailto:garthbransgrove@nswdrivertrainers.com.au)  
Mob: 0401 139 190

## Secretary:

Julie Kirby (cars Hunter region)  
[juliekirby@nswdrivertrainers.com.au](mailto:juliekirby@nswdrivertrainers.com.au)  
Mob: 0402 657 429

## Committee:

Len Balk (Post licence training)  
[lenbalk@nswdrivertrainers.com.au](mailto:lenbalk@nswdrivertrainers.com.au)  
Mob: 0416 105 096

Peter Jude (cars mid north coast)  
[peterjude@nswdrivertrainers.com.au](mailto:peterjude@nswdrivertrainers.com.au)  
Mob: 0431 376 983

Dave Kennedy (Cars Riverina)  
[davekennedy@nswdrivertrainers.com.au](mailto:davekennedy@nswdrivertrainers.com.au)  
Mob: 0412431106

Keith Payne (media liaison, training & assessing)  
[keithpayne@nswdrivertrainers.com.au](mailto:keithpayne@nswdrivertrainers.com.au)  
Mob: 0408 212 003

Paul Cooper (cars north west, post licence training)  
[paulcooper@nswdrivertrainers.com.au](mailto:paulcooper@nswdrivertrainers.com.au)  
Mob: 0418 665 503

Nic Zappulla (cars inner west)  
[niczapulla@nswdrivertrainers.com.au](mailto:niczapulla@nswdrivertrainers.com.au)  
Mob: 0411748494

Richard Day (cars Sydney South)  
[richardday@nswdrivertrainers.com.au](mailto:richardday@nswdrivertrainers.com.au)  
Mob: 0418 446 057

## **Contacting the association's office:**

PO Box 680 Campbelltown NSW 2560  
Russell Oats - Public Officer  
[members@nswdrivertrainers.com.au](mailto:members@nswdrivertrainers.com.au)  
www.adta.asn.au 02 4228 9939 (tel b/h M-F) 02 4647 6010 (fax)

Enquiries  
[enquiries@nswdrivertrainers.com.au](mailto:enquiries@nswdrivertrainers.com.au)