

ISSUE 98: JUNE 2009

# DIESEL TORQUE

OFFICIAL MAGAZINE OF THE ASSOCIATION OF AUSTRALASIAN DIESEL SPECIALISTS INC. (AADS)

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## **AADS Board of Management**

<i>President</i>	Mike Hurley
<i>Immediate Past President</i>	Don Wilkey
<i>Treasurer</i>	Bruce Moffat
<i>Victoria/Tasmania</i>	Graeme Wilkinson
<i>New South Wales</i>	Neil Quick
<i>South Australia/NT</i>	David Miers
<i>Queensland</i>	Walter Vrbancic
<i>Western Australia</i>	Gavin Jones
<i>New Zealand</i>	David Kite
<i>Public Officer</i>	John Jamieson

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Technical information contained in this magazine is obtained from sources deemed reliable with in the industry. However, AADS accepts no responsibility for the accuracy of this information.

## President's Report



It was a great weekend at Royal Pines and it was great to catch up with friends again as always. I won't say old friends because I guess we all know that. We have a busy year ahead of us and the members have made it clear that

the Association's Constitutions needs to be looked at and revamped to fit what we are doing today.

Although we had a smaller attendance at Royal Pines this year I feel the Industry is still going strong and we all need to keep moving with technology and that means to keep investing in our business. I know this comes as the World is in a slow down, although I do feel that a lot of this has been brought about by the News Media and the way they have reported what is happening in the World today. Maybe we did have over supply and also maybe credit has been given too freely, and it is time to look at the market and the way it is going. But I am sure that if the News Media had kept to the facts rather than making a mountain out of this the markets around the World would have reacted differently and economies would not have slowed down as much as they have.

By the time you read this your Board would have had a meeting for the New Year and I am sure we will be well underway on the Constitution and also on The Convention for next year. We did mention at Royal Pines that next year there would not be a big trade display. We have some ideas for some different things so please keep an eye out for the dates and make sure you can attend as I am sure it will be a great event.

**Mike Hurley**  
President

## Treasurer's Report



**For the Year Ending  
31 December 2008**

Please find attached a copy of the Audited Financial Reports for the Year Ended 31 December 2008. The Audited Financial

Reports were accepted by the Annual General Meeting held at Royal Pines Resort on Sunday 10 May 2009. A copy of the Reports can also be found on the AADS website in the Members Only Section.

The Profit from ordinary activities for 2008 (\$5,529) was \$38,050 less than for 2007 (\$43,579). The main factors contributing to this were a loss on training activities for 2008, lower conference income, a lower increase in Branch funds, the cost of establishing the new website, increased Diesel Torque printing and postage expenses and a timing issue with some 2007 Board expenses (approx. \$5,000) which were incorrectly coded to 2008 conference prepaid expenses. On the other hand, subscriptions were over \$11,000 higher than 2007 and bad debts were more than \$11,000 lower.

The Balance Sheet reflects a higher cash balance, a halving of debtors and an increase in members' funds taking them to \$195,511. Almost half of the current liabilities figure relates to GST owed to the ATO in respect of the training courses held later in 2008.

The Reports reflect a healthy financial position for AADS.

Please do not hesitate to contact me if you have any questions about the AADS finances.

**Bruce Moffat**  
National Treasurer, AADS Inc.

**ASSOCIATION OF AUSTRALASIAN DIESEL SPECIALISTS (INC.)**

**A.B.N. 65 813 141 394**

**COMMITTEE'S REPORT**

The committee presents their report on the Association of Australasian Diesel Specialists (Inc.) for the year ended 31 December 2008.

**COUNCIL MEMBERS**

The names of the committee members throughout the year and at the date of this report are:

Don Wilkey – President  
Gavin Jones – Vice President  
Wayne Dunning Coopted Member (NZ)  
Andrew Kollosche (Vic/Tas)  
Graham Rudloff (SA/NT)

Bruce Moffat – Treasurer  
Mike Hurley – Past President  
John Jamieson (NSW)  
Walter Vrbancic (Qld)  
Lance Anderson (NZ)

**PRINCIPAL ACTIVITIES**

The principal activities of the Association and its Branches during the financial year were to provide members with training, information on the development of new equipment and technical advances and the opportunity for members to network.

**SIGNIFICANT CHANGES**

No significant change in the nature of these activities occurred during the year.

**OPERATING RESULT**

The Association and its Branches derived a profit from ordinary activities for the financial year amounting to \$5,529 (2007 \$43,579). There was no requirement to provide for income tax.

Signed in accordance with a resolution of the Committee of the Association.

  
Don Wilkey – President

  
Bruce Moffat - Treasurer

Dated this 15<sup>TH</sup> day of MAY 2009



**INDEPENDENT AUDIT REPORT  
 TO THE MEMBERS OF**

**ASSOCIATION OF AUSTRALASIAN DIESEL SPECIALISTS (INC.)**

**Scope**

We have audited the attached special purpose financial report comprising Balance Sheet, Income and Expenditure Statements and accompanying notes to the financial statements of the Association of Australasian Diesel Specialists Inc for the year ended 31 December 2008, as set out in pages 4 to 8.

**Committees' responsibility for the financial report**

The Association's committee is responsible for the preparation and presentation of the financial report and have determined the accounting policies used and described in note 1 to the financial statements are appropriate to meet the requirements of the Associations Incorporation Act NSW and are appropriate to meet the needs of the members. The committee's responsibility also includes establishing and maintaining internal controls relevant to the preparation and fair presentation of the financial report that is free from material misstatement, whether due to fraud or error, selecting appropriate accounting policies; making accounting estimates that are reasonable in the circumstances.

**Auditor's responsibility**

Our responsibility is to express an opinion on the financial report based on our audit. No opinion is expressed as to whether the accounting policies used, described in Note 1, are appropriate to meet the needs of the members. We conducted our audit in accordance with Australian Auditing Standards. These Auditing standards require that we comply with relevant ethical requirements relating to audit engagements and plan and perform the audit to obtain reasonable assurance whether the financial report is free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial report. The procedures selected depend on the auditor's judgment, including the assessment of the risk of material misstatement of the financial report, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial report in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the Committee, as well as evaluating the overall presentation of the financial report.

The financial report has been prepared for distribution to the members for the purpose of fulfilling the requirements of the Associations Incorporation Act NSW, to prepare financial statements. We disclaim any assumption of responsibility for any reliance on this report or on the financial position to which it relates to any person other than the members, or for any purpose other than that for which it was prepared.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

**Qualification**

As is common of organisations of this type, it is not practicable for the Association to maintain an effective system of internal control over conference receipts and other income items until their initial entry in the accounting records. Accordingly, our audit in relation to these items was limited to the amounts recorded in the books.

**Audit Opinion**

In our opinion, except for the effects on the financial report of the matter referred to in the qualification paragraph, the financial report presents fairly in accordance with the accounting policies described in Note 1 of the financial statements the financial position of the Association of Australasian Diesel Specialists Inc as at 31 December 2008 and the results of its operation for the year then ended.

*Spencer*  
**SPOONER TINWORTH & CO**  
**CHARTERED ACCOUNTANT**

*Mark Tinworth*  
**MARK TINWORTH**  
 North Sydney, 1st May 2009

Level 5, 66 Berry Street  
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## ASSOCIATION OF AUSTRALASIAN DIESEL SPECIALISTS (INC.)

A.B.N. 65 813 141 394

## STATEMENT BY MEMBERS OF THE COMMITTEE

The Committee have determined that the Association is not a reporting entity and that this special purpose financial report should be prepared in accordance with the accounting policies outlined in note 1 to the financial statements.

In the opinion of the members of the Committee of the Association the financial report, as set out on pages 5 to 8:

1. Presents a true and fair view of the financial position of the Association of Australasian Diesel Specialists (Inc.) as at 31 December 2008 and its performance for the year ended on that date.
2. At the date of this statement, there are reasonable grounds to believe that the Association of Australasian Diesel Specialists (Inc.) will be able to pay its debts as and when they fall due.

This statement is made in accordance with a resolution of the Committee and is signed for and on behalf of the Committee by:

  
Don Wilkey - President  
Bruce Moffat - Treasurer

Dated this

1ST

day of

MAY

2009

**ASSOCIATION OF AUSTRALASIAN DIESEL SPECIALISTS (INC.)**  
**A.B.N. 65 813 141 394**  
**INCOME AND EXPENDITURE STATEMENT**  
**FOR THE YEAR ENDED 31 DECEMBER 2008**

	Note	2008	2007
<b>Income</b>		<b>\$</b>	<b>\$</b>
Interest received		569	2,046
Subscriptions – NSW/ACT		20,293	17,582
Subscriptions – New Zealand		13,443	11,679
Subscriptions – Queensland		11,006	15,527
Subscriptions – SA/NT		4,771	3,373
Subscriptions – Vic/Tas		13,768	7,416
Subscriptions – WA		5,995	4,866
Subscriptions – Overseas		7,066	4,606
Annual convention		260,138	173,041
Training income		20,352	6,182
Net branch fund income for the year		1,466	5,615
Diesel Torque subscriptions		-	157
Advertising Diesel Torque		9,900	9,448
Sundry income		511	102
<b>Total Income</b>		<b>369,277</b>	<b>261,640</b>
<b>Expenditure</b>			
Website hosting & maintenance		4,616	391
Audit fee		1,837	3,000
Bad debts		1,100	12,626
Bank fees		4,184	1,189
NZ Industry Training Board		5,100	5,500
Conference		226,421	123,304
Depreciation expense		645	759
Insurance		2,722	1,541
Postage		2,702	2,333
Printing & stationery		1,209	2,195
Diesel Torque printing & postage		37,177	25,296
Secretarial fee		33,667	33,507
Archive storage		-	23
Subscriptions		-	98
Sundry expenses		41	998
Telephone		913	1,854
Training courses		32,343	-
Travel, accommodation & teleconferences		9,071	3,447
		<b>363,748</b>	<b>218,061</b>
<b>Profit (loss) from ordinary activities before income tax</b>		<b>5,529</b>	<b>43,579</b>
Income tax expense	1	-	-
<b>Profit (loss) from ordinary activities after income tax</b>		<b>5,529</b>	<b>43,579</b>
Retained profits at the beginning of the financial year		71,209	27,630
Retained profits at the end of the financial year	8	<b>76,738</b>	<b>71,209</b>

**ASSOCIATION OF AUSTRALASIAN DIESEL SPECIALISTS (INC.)**  
**A.B.N. 65 813 141 394**

**BALANCE SHEET**  
**AS AT 31 DECEMBER 2008**

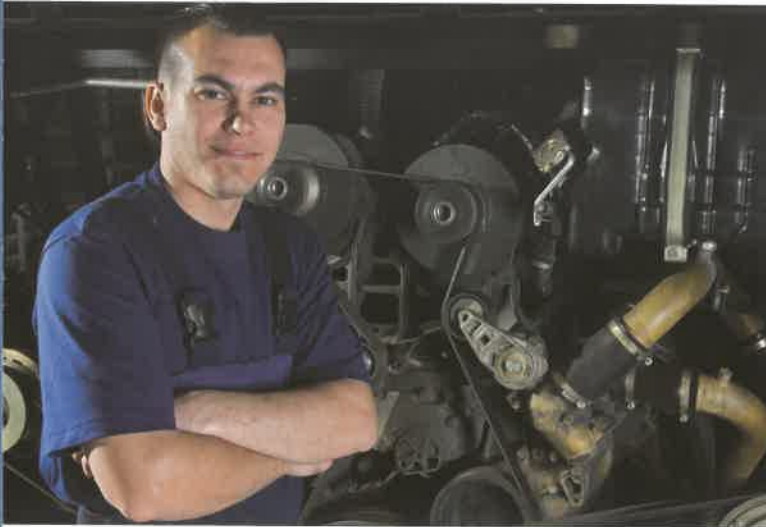
	Note	2008 \$	2007 \$
<b>CURRENT ASSETS</b>			
Cash			
Receivables	2	143,788	108,639
Other	3	15,765	33,142
	4	<u>49,042</u>	<u>47,591</u>
<b>TOTAL CURRENT ASSETS</b>		<u>208,595</u>	<u>189,372</u>
<b>NON-CURRENT ASSETS</b>			
Fixed Assets	5	3,656	4,302
<b>TOTAL NON-CURRENT ASSETS</b>		<u>3,656</u>	<u>4,302</u>
<b>TOTAL ASSETS</b>		<u>212,251</u>	<u>193,674</u>
<b>CURRENT LIABILITIES</b>			
Creditors & Accruals	6	16,740	3,692
<b>TOTAL CURRENT LIABILITIES</b>		<u>16,740</u>	<u>3,692</u>
<b>NET ASSETS</b>		<u>195,511</u>	<u>189,982</u>
<b>MEMBERS' FUNDS</b>			
Reserves	7	118,773	118,773
Retained profits	8	76,738	71,209
<b>TOTAL MEMBERS' FUNDS</b>		<u>195,511</u>	<u>189,982</u>



**ASSOCIATION OF AUSTRALASIAN DIESEL SPECIALISTS (INC.)**  
**A.B.N. 65 813 141 394**

**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 31 DECEMBER 2008**

	2008	2007
	\$	\$
<b>2 CASH</b>		
Cash at bank	103,665	77,319
Cash at bank - Branches	<u>40,123</u>	<u>31,320</u>
	<u>143,788</u>	<u>108,639</u>
<b>3 RECEIVABLES</b>		
Sundry debtors	<u>15,765</u>	<u>33,142</u>
<b>4 OTHER CURRENT ASSETS</b>		
Prepaid conference & other expenses	<u>49,042</u>	<u>47,591</u>
<b>5 FIXED ASSETS</b>		
Plant and equipment - at cost	18,220	18,220
Less accumulated depreciation	<u>(14,564)</u>	<u>(13,918)</u>
	<u>3,656</u>	<u>4,302</u>
<b>6 CREDITORS &amp; ACCRUALS</b>		
Sundry creditors	9,122	974
Accrued expenses	-	1,413
GST payable	<u>7,618</u>	<u>1,305</u>
	<u>16,740</u>	<u>3,692</u>
<b>7 RESERVES</b>		
General reserves	<u>118,773</u>	<u>118,773</u>
<b>8 RETAINED PROFITS</b>		
Retained profits at the beginning of the year:	71,209	27,630
Operating profit (loss) for the year	<u>5,529</u>	<u>43,579</u>
<b>Retained profit at the end of the year</b>	<u>76,738</u>	<u>71,209</u>



## Preparing your business for sale: *There's no time like the present*

It has been widely publicised that a significant number of businesses may swamp the market in the coming years as baby-boomers look to sell their businesses. This increased supply is likely to make selling your business more difficult than it may have been in the past. Perhaps more than ever before it will be important that businesses are well presented for sale.

The following are four practical suggestions to enable you to start preparing your business for sale on today's environment.

**Prepare a formal succession plan.** Before you can determine what sort of preparation or grooming your business requires it is important to clearly establish your succession plan and exit strategy. If your succession plan involves a progressive sell-down to key employees then a strong shareholders agreement. By contrast, if your exit plan involves a complete sale then a share holder's agreement may be unnecessary. A formal succession planning document should include:

- Your goals and objectives
- Intended exit strategy (includes a Plan B)
- Indicative timeframes – this will enable you to tailor and plan your sale preparation initiatives accordingly.

**Obtain a valuation of your business** at this stage might seem premature, however, a formal business valuation prepared by a credible valuer will likely form a key part of your succession plan. Amongst other things, a business valuation will:

- Enable you to assess whether your lifestyle goals and objectives will be met by the sale of your business.
- And identify the key drivers of value in your business which will provide an important focus for your business grooming initiatives and identify areas where you can improve value.

Business valuation is a specialist area. It is important to ensure that the valuer you choose has the appropriate expertise and experience.

**Document key business processes,** any potential purchasers will consider the ongoing assistance that is likely to require from you as vendor to operate the business processes going forward. Well documented business processes will minimise the required handover period and will also maximise the conversion of personal goodwill to business goodwill. As a bonus, well documented business process will also aid the induction and training of new employees.

**Clean up the financials,** one of the most important sets of documents upon which a potential purchaser will base their decision is your businesses financial statements. Not only might these determine whether or not a sale takes place at all, but they will also have a significant bearing on the value you are likely to realise. It is essential therefore to ensure that your businesses financial statements are as clean as possible, which will include:

- Ensuring any personal expenditure is not included within the Companies accounts.
- Paying fair market salaries to shareholders and family members.
- Paying fair market rents for premises owned by associated persons.

The process of preparing a business for sale is unfortunately something most business owners do not consider until it is far too late. By the time your business is placed for sale there are a limited number of options for improving its value. By contrast, good planning and preparation now will ensure you extract maximum value when you decide it is time to exit.

# MTQ



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# Branch Updates



## Dave Miers *SA/NT Chairman*

As this is my first report, I would like to thank Don Wilkey for his valuable input and support over the many years he has been involved in the AADS and in particular his term as President. Congratulations are extended to Mike Hurley as the new President.

The SA/NT branch have been in a transitional phase over the last six months, and have seen new members join and some of our long standing members review their commitment to the AADS and put their membership on hold. Whilst it is disappointing to see this, I am sure that they will renew their membership in the near future and see the value of our association and its worth in these tough and challenging times. As a group of specialists it is important to communicate and keep abreast of industry trends and directions and our association is the best forum to make this happen.

Speaking of this, I have to mention the AADS Conference on the Gold Coast. Whilst the numbers were down on last year's all time record, the Delegates that attended, reported that they found it worthwhile and beneficial this year as they had the opportunity to see the suppliers, discuss their needs and feel free to spend time with them, and our suppliers felt the same.

We have not finalised our meeting agenda for this as yet, however the committee will be doing this and contacting our members in the near future.

## Neil Quick *NSW Chairman*



Hi everybody, I would like to introduce myself to those of you who do not know me. My name is Neil Quick and I am the incoming NSW State chairman. I have been employed at Sheppard's Diesel Service for 21 years and bought the business from the founder – Clive Sheppard a strong advocate of the AADS – five and a half years ago. My shop is situated on the Central Coast of NSW (God's country). Also on the committee is the ever reliable Warren Soares and new Vice-chairman Ross Worgan of Dieselequip in Inverell NSW and I hope to have a successful term in office with the help of these two gentlemen.

There is not a lot to report as John made the last report in the March issue and no meetings have happened since then. On behalf of the NSW branch I would like to congratulate John on the great job that he did as chairman for the last four years and the vice-chairman job before that. I think the NSW branch has benefited from John's role on the committee and I hope to continue his work as successfully – hopefully with the support of all branch members.

I would like to share with everybody an addition to the Quick family, and that is the first grandchild to me and my wife Leonie. The picture is of Leonie, daughter Jacqueline and me with her son Jace Sidney born 15th January weighing in at 10lb 5oz. I'm glad it was my daughter and not me with that one.



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# Branch Updates



## David Kite NZ Chairman



Since the last Diesel Torque I have learned a lot about how the AADS works. Man those Aussies are hard work!! (HAHA) But hold that thought, now there's a New Zealander at the top.

Congratulations Mike Hurley on accepting the Presidents Job. Believe it or not the board actually works very hard to try and make the association work for all the members. ( You Aussies aren't that bad after all)

At the Conference in Australia there was a lot of discussion whether or not to have a conference every year or bi-yearly. I think that we should give this a bit of discussion time at our New Zealand Annual General Meeting. We all pay into the AADS, you really need to go along to the conferences to get the best value for your money. The NZ Conference is coming along well, we should have registration forms out by early June.

Thanks to the helping hand from Aaron, Brent, Elwyn, Kevin and Mike. The conference is going to be on the 11-13th September at Central Auckland Airport hotel. For those who are flying into Auckland the hotel is close to the Airport, taxi ride won't be too expensive.

I have also been to Wellington to catch up with MITO. Apprenticeships!! This is something that people over the years have spent a lot of time and effort to get it where it is today. So don't forget if you find yourself in a position that you could take on an apprentice, Ring MITO 0800 882121. You may get a pleasant surprise how easy it all is.

MITO are going to have a representative at the conference to update us with the latest happenings With that I look forward to seeing you all at the NZ Conference.

Feel free to contact me if you wish to discuss anything.

## Graeme Wilkinson VIC Chairman



I would like to introduce myself to those who do not know me. I am the new Chairman of the Victorian Branch. My name is Graeme Wilkinson, I have been in the industry for over thirty years. I did my apprenticeship with John Treller Motors who

later purchased Warragul Fuel Injection Service in 1977. In 1994 they divided into two separate identities and I brought into what is now known as Warragul Fuel Injection & Diesel Service P/L. In 1997 John Treller retired and I purchased the remaining share. I have been a member of the AADS for the past fifteen years, and attending meetings for many years before that. I have got a lot out of our meetings and look forward to organizing many more informative, social events for all to enjoy. I am joined on the committee by Raelene Fry who will take over the role of treasurer and Tim Ayres who will take over the role of secretary. Both of whom are employed at Warragul Fuel Injection. We still have the position of Vice Chairperson to fill if anyone would like to join the committee. Our aim is to include family because most of the smaller businesses are family run.

We are in the planning stage for the next meeting. It will be held at Warragul Fuel Injection & Diesel Service on the 11th July 2009 at 2:30pm. We will announce a guest speaker shortly. Please keep this date in mind, I look forward to meeting members and potential members. Can all VIC/TAS members please send updated contact details to [wgldiesel@dcsi.net.au](mailto:wgldiesel@dcsi.net.au)



## Walter Vrbancic

### QLD Chairman



Hi everyone, firstly perhaps you may be wondering why I am writing the editorial for Queensland. Due to a change in business commitments, Ross Fisher is no longer a member of the AADS and is unable to effectively hold the Chairperson's position, but offers

his whole support to the Qld Branch if and when required. I have again taken on the responsibility and will do so until we find another willing person to do the job. We still need a Vice Chairman and if anyone is interested please contact me.

I am writing this at the conclusion of another annual convention and although the numbers were down from previous years it was a quality event. The global recession had an effect on our convention and numbers were down. Our exhibitors had an excellent display and the speakers were excellent and gave just the right amount of technical information as to not send us off to sleep. It was interesting to note that the technical content was very different to previous years which made it worth coming along to get the newest information available. Keep yourself informed, make your decisions in business count, you can't afford to waste money in tough times and this is where information is freely given relevant to our industry. Turbocharger content was also excellent and we must realise that we need to work together as they are an important part of the diesel engine to get power to the wheels.

Diesel Centre Gold Coast proudly donated four training courses valued at over \$300 each for "Common Rail Systems". It is a full day at their premises and the winner's were, Ross Worgan from Dieselquip Inverell, Matthew Luke from QDAD, Tim Elloy from Diesel Injection Technology, Bundaberg and John Moir from Bunbury Fuel Injection. I have been to this course, it contains some theory and on vehicle diagnosis, and can highly recommend it. Thanks for your support of this event.

I had the task of organising the fishing trip which was on board "Wahoo Charters" big boat, comfortably fishing the 10 of us. The trip started very well, we were informed



QLD Winner of the Denso jacket, John Harland-White

of the safety features and drinks on board as well as a supply of seasick tablets if required. The weather for the day was warm and sunny with light winds. Edward Hardiyanto from DENSO was on board as the sponsor representative and it was his first off shore trip, apart from being slightly sick for a short while he came good later in the day and fished side by side with the rest of us. There was a prize of a DENSO jacket for the largest fish for the day and my first fish, a large parrot fish, would have won it until the last 2 minutes of the day when John Harland-White from the Gold Coast won it with a Pearl Perch. Congratulations to him for a great fish. I would like to thank DENSO for their sponsorship of the event.

We will soon be announcing our next meeting date and time and it will be posted on the website. There will be a few changes with the convention next year and details are yet to be worked out. Lastly I would like to thank Nell and Francis from Conference Action for the organising of the Convention as it ran very smoothly. Until our next meeting

# AADS Victoria Branch

## Come and meet your new committee Members

### Chairman: Graeme Wilkinson



As most of you would know Graeme has been in the industry for over thirty years. He owns Warragul Fuel Injection & Diesel Service. Graeme has been a member of the A.A.D.S for over ten years and associated with them for many years before that.

He would like to see the Victorian Branch of the A.A.D.S return to an informative and social group that can benefit its members.

### Secretary: Tim Ayres



Tim has been in the industry for over ten years. Tim did his apprenticeship at B&M Diesel in Shepparton before moving to Gippsland. Tim has worked at Warragul Fuel Injection & Diesel Service for the past six years. Tim is looking forward to catching up

with all the current and potential members.

### Treasurer: Raelene Fry



Most will not know me (Raelene), I have been working at Warragul Fuel Injection & Diesel Service for the past eight years. I have learnt many things about the diesel industry over that time and with my business skills hope to be able to support members

and potential members. I would like to see our meetings be informative to all members and employees of the workshops.

My husband Scott who some would know also works with me, we have two boys so for us and I know for a lot of others it is very much a family thing. I would like to extend a warm welcome to the family members and we would like to invite you along to the meeting. For those who have children our premises are child friendly. We will be going out to dinner if anyone is interested. Brandy Creek Wines is a relaxing, family friendly dining experience I'm sure you will enjoy as much as our family has. If you would like to stay down for the weekend I will give you the names of some accommodation.



**Brandy Creek** WINES  
& View Café

**Venue:** Brandy Creek Wines & View Café  
check it out at <http://brandycreekwines.com.au>

**Time:** 6:00pm onwards

**Cost:** To be covered by you

There will be no cost involved in the meeting. We will serve finger food and refreshments. All we need to know from you is how many people will be attending.

**Company:**

**Member name:**

**Number of persons attending meeting:**

**Number of persons to be booked in for dinner at Brandy Creek Winery:**

**Directions:** Take the second Warragul exit when coming from Melbourne, turn left and head towards the town. You will come to a T intersection turn right and head down there until you see a Toyota Dealership. Turn into the service road and we are about half way down there.

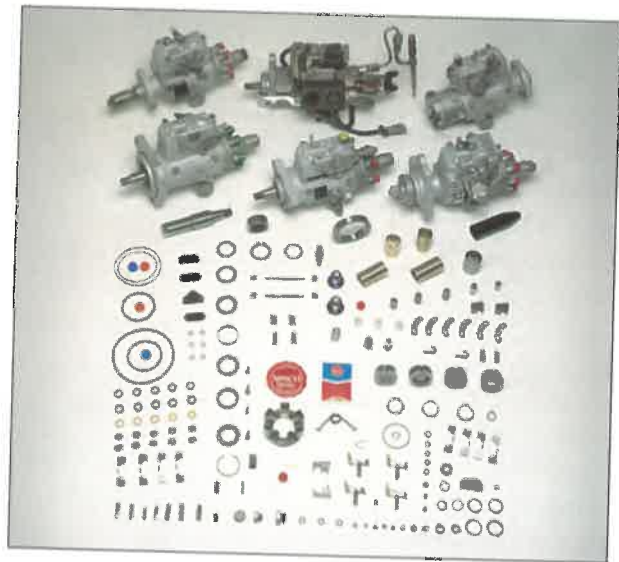
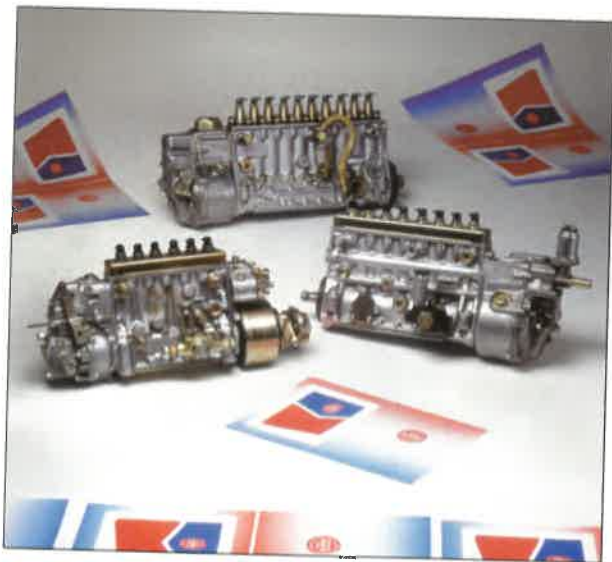
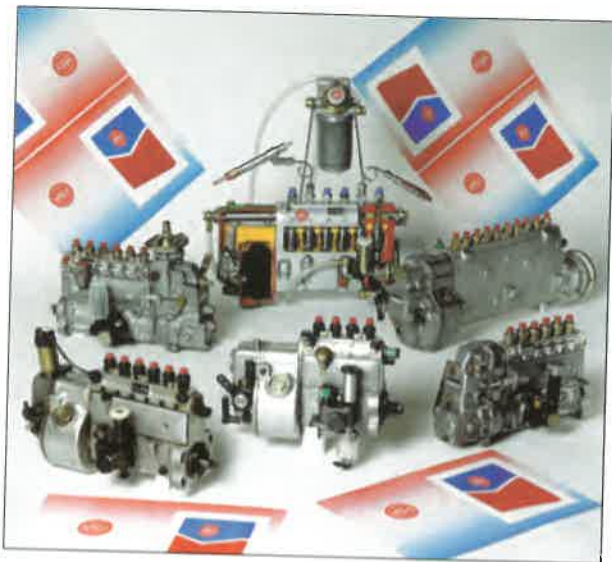
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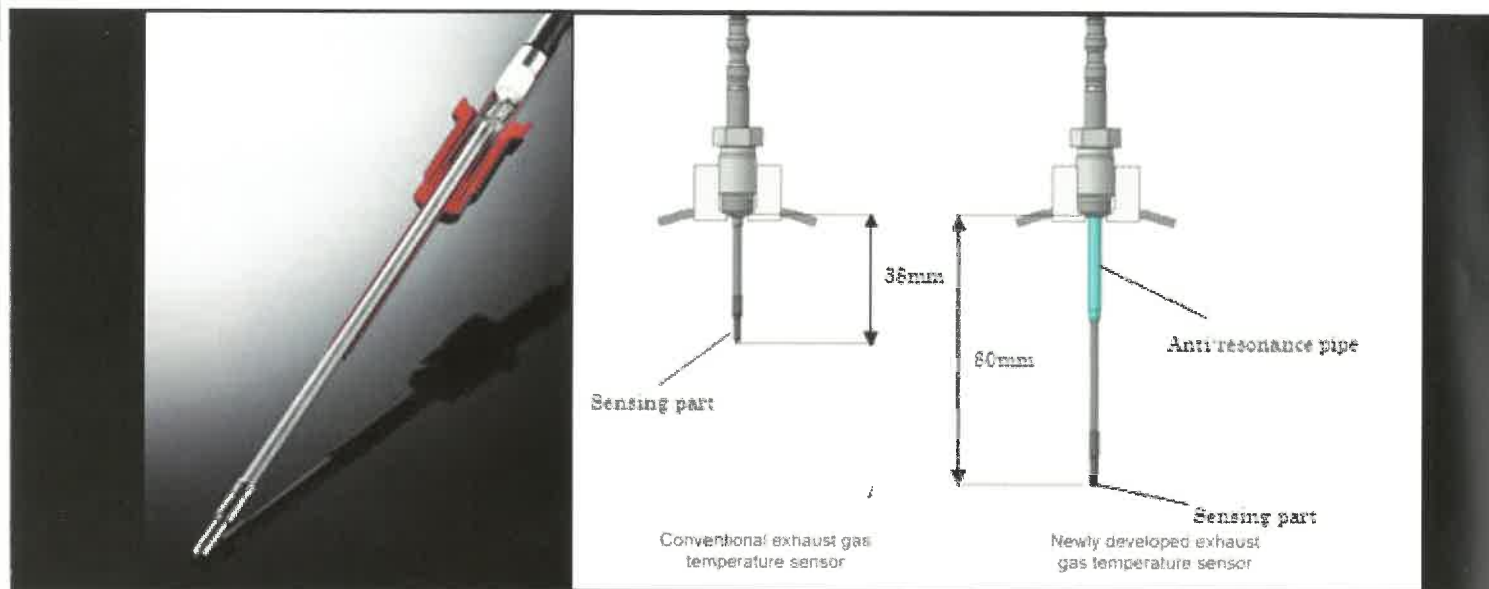


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# DENSO Develops Exhaust Gas Temperature Sensor



DENSO Corporation has improved the temperature detection accuracy of its newly developed diesel exhaust temperature sensor. The new sensor, which is located in front of the diesel particulate filter (DPF) and used to control temperature for DPF regeneration\*, helps reduce harmful diesel emissions and improves fuel efficiency. The product will be installed on heavy duty and medium duty diesel vehicles sold in the U.S. in Fall of 2009. It will also be installed to vehicles sold in Japan and Europe in 2010.

To improve the sensor's temperature accuracy, DENSO increased the probe length to almost twice that of the conventional product and extended the sensing tip into the exhaust pipe. The company achieved this by developing a vibration-resistant structure with an anti-resonance pipe to support the probe, or sheath pin, at its optimal position. Also, while the temperature of DPF regeneration needs to be controlled under 650 degrees Celsius for the DPF to maintain its capability, the sensor is equipped with a newly developed thermistor, or sensing element, which improves detection accuracy to plus or minus 10 degrees Celsius compared to that of the conventional product of plus or minus 30 degrees Celsius. These two developments improved the sensor's temperature detection accuracy of the most intensely heated part of the DPF, its core.

With the improved temperature detection performance, the new sensor helps regenerate DPFs more efficiently, resulting in cleaner emissions, as well as increased fuel efficiency due to less fuel required in the DPF regeneration process. In addition, because less fuel is needed for DPF regeneration, less fuel is mixed in the engine oil, which helps prevent the engine oil from deteriorating.

"With more stringent emissions regulations and increasing environmental awareness, DENSO expects an increase in requirements to improve diesel exhaust after-treatment technologies, which also will increase the demand for highly precise and extended exhaust gas temperature sensors," said Masahiko Miyaki, managing officer responsible for DENSO's Powertrain Control Systems Business Group.

In addition, DENSO also expects an increase in gasoline-powered vehicles with turbochargers to meet the demand for higher engine power as downsizing progresses. To help control the turbocharging system's temperature more precisely, the company plans to apply the new vibration-resistant technology to a gasoline exhaust temperature sensor that can withstand heavy vibrations when mounted near the turbocharger.

\* The process of recovering the DPF's filtering capability by burning the particulate matter (PM) trapped in the device through catalytic reaction.

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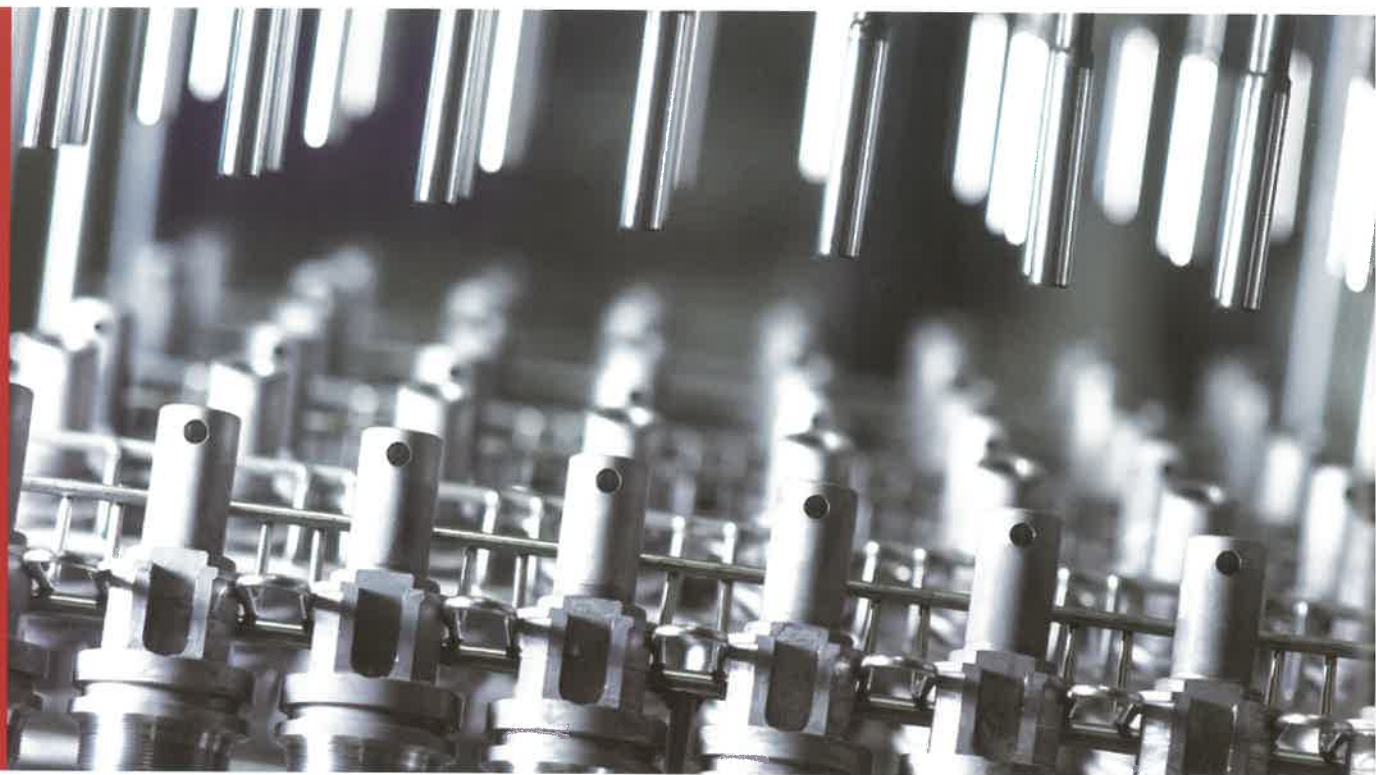
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# E1 Electronic Unit Injector (EUI)

## REPAIR PROGRAMME



Delphi Product & Service Solutions is pleased to announce the launch of the repair programme for its E1 Electronic Unit Injector (EUI), used on Volvo heavy duty applications.

### EUI Technology

Delphi's E1 EUI is an integrated fuel injection device that contains a high pressure pump and injector, and is particularly suited to heavy duty diesel engines. It is driven by the engine's overhead camshaft, with one EUI per cylinder.

While the basic method of operation is the same as Delphi's A-Series EUI range, the important difference is with the spill valve and actuator. Formerly positioned externally, these have been significantly reduced in size and are now incorporated into the main body of the injector between the pumping plunger and the nozzle assembly. The new streamlined and more compact design provides extra space in the cylinder head, which benefits the engine designer. By reducing the pumping route of the fuel, the hydraulic efficiency is also increased and the response of the unit is enhanced. The load on the drive train is also decreased. Along with

these changes, peak injection pressure is increased from circa 1650 bar to 2000 bar, enabling engines fitted with the E1 system to meet Euro III emissions regulations.

Delphi's E1 injectors are fitted to a wide range of truck, agricultural and marine applications across several vehicle manufacturers, including Volvo. In fact, almost 2 million E1 injectors have already been fitted to Volvo Truck and Volvo Penta applications alone.

### E1 Repair programme

Delphi Product & Service Solutions offers a comprehensive repair programme for Volvo E1 EUI including specialist test equipment, tooling, technical information, training, service support and repair parts.

For workshops that already repair Volvo A-Series, Land Rover and Hyundai E1 EUI using the Hartridge AVM2PC, the additional investment to repair Volvo E1 EUI is minimal.

Existing EUI workshops will need to purchase an actuator seal tool (YDT490) and the latest IRIS software. The existing A-Series tool kit (YDT384) is reused for E1 repair with the addition of the actuator seal tool. The new tool is required to fit a new seal once the injector is reassembled following repair. The IRIS software is fully integrated with the Hartridge MAGMAH software to test and calibrate E1 injectors on the AVM2PC test bench.

In addition, existing EUI workshops must ensure they have an upgraded or new 90V amplifier and load cell for their existing Hartridge cambox, along with new jaws for the cap nut tool, nozzle test adaptor and an actuator loom. Their Hartridge MAGMAH software needs to be version V35.2 or later.

The new and upgraded 90V amplifier and load cell provide the extra functionality that is mandatory for the testing of E1 units. The solenoid coil impedance of the E1 EUI is significantly higher than the impedance of the A-Series and Land Rover EUI units. In addition, the E1 EUI also requires the injector pulse width control to have a higher level of accuracy. The circuit that controls the current supplied to the injector has been modified and now meets the tighter tolerances required for E1 repair.

The load cell PCB has been upgraded to improve the accuracy of readings and reduce the effects of electrical noise. The injector control board firmware has also been modified to enhance base load measurement and consequently better peak pressure and timing measurement.

## Repair parts and process

A complete range of repair parts is available for the E1 EUI, including actuators, shims, springs, guides, connectors, nozzle cap nuts and nozzles. The E1 workshop manual fully details the whole process of dismantling, component inspection, reassembly, test and calibration.

The nozzle on the E1 is shimmed in the same way as the A-Series injector with a lookup table in the repair manual. After reassembly the nozzle opening pressure (NOP) is tested and, if necessary, a new graded shim is used to adjust the NOP to the correct value.

The actuator is also shimmed using graded shims but the IRIS software automatically measures the actuator characteristics and indicates to the user the grade of shim that is required to bring the actuator to within the correct operating tolerances.

## Injector coding

Each E1 EUI has a unique 6 digit code (rather like the C2I coding used on common rail injectors). This code, in the form of 6 hexadecimal characters, is laser etched onto the electrical connector body of each E1 unit during manufacture.

Injector coding allows finer control of engine fuelling, as the Engine Control Unit (ECU) is able to fine tune injection events based on the individual characteristics of each injector.

This now means that repaired E1 injectors do not need to be supplied as matched sets, as the engine ECU automatically compensates for injector variances based on the individual code assigned to each injector.

Following repair of an E1 unit, a new 6 digit code will be hand etched onto the new connector body and also printed onto a tie-on label. The label will be tied onto the injector and remain there until the unit it is fitted to an engine.

## Summary

The Volvo E1 EUI repair launch expands the range of Delphi products that can be repaired in Australia and New Zealand by the Diesel Distributors network of authorised workshops.

Diesel Distributors has a network of more than 50 workshops in Australia and New Zealand offering a complete range of spare parts, repairs, and exchange units for Delphi pumps and injectors

Diesel Distributors will be offering a comprehensive training course for Volvo E1 EUI repair at their state of the art, purpose built training school in Brisbane.



# Power & Passion

*Is too much power ever enough?*

*"they've gone the whole hog with the inclusion of a Rapid Chip engine management module combined with a mandrel bent three-inch exhaust, all of which is available in kit form delivered to your door – or local mechanic."*



Some people are never happy with the amount of power and torque they have. Take the incredibly high-powered (for a diesel 4WD work truck) Toyota 4.5L intercooled turbo diesel V8, as found in the Troopie and tray back. It manages 151kW at 3400RPM and 430Nm at 1200-3200RPM – how could you not be happy with those figures?

Well, the masses have been asking for more, so MTQ Engine Systems Australia have bowed to peer group pressure and upped the power outputs for the latest Cruiser engine.

This is no half baked power up grade either; they've gone the whole hog with the inclusion of a Rapid Chip engine management module combined with a mandrel bent three-inch exhaust, all of which is available in kit form delivered to your door – or local mechanic.

## Rapid Chip

The Rapid Chip engine management module is Italian sourced then recalibrated by MTQ, after having carried out their own research and development, to suit our Australian (version) diesel engines. This particular module is specifically for the Toyota 4.5L V8 diesel,

but there are many modules to suit most electronically controlled common rail diesel engines available in Australia.

Put simply, once the Rapid Chip is plugged in before the ECU, you'll experience higher power and torque – instantly. The standard ECU settings will still ensure your fuel system and engine are not overloaded, especially overseeing emissions to keep them in check.

The Rapid Chip can vary pump injection duration (depending on the load in the vehicle, load on the engine, revs and amount of fuel being used), pump range signal and fuel injection pressures to achieve the desired upgrades, which are generally set to a claimed maximum of 25 percent over standard vehicle manufacturers settings.

The dyno sheet shows that with the Land Cruiser Ute on test, MTQ gained an extra 20hp at the wheels with the chip installed, which is on top of the extra horsepower the exhaust system added.

The Rapid Chip itself has an RRP of \$1155 plus fitting.

## Three-Inch Exhaust

With the improved power settings courtesy of the Rapid Chip, the three-inch mandrel bent exhaust is best used in place of the standard, restrictive unit. Just changing the exhaust system alone (pre Rapid Chip installation) saw a jump of 20hp at the rear wheels, indicating how restrictive the standard system is.

Being a larger diameter and mandrel bent (faster and freer flowing around the bends) the spent engine gases will exit much faster and easier, allowing the engine to work easier, allowing higher power outputs – simplified explanation of course but essentially how the improvements are achievable with a quality exhaust system.

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The exhaust kit comes complete with flex pip, dump pipe flange, free flowing muffler, mounts that suit standard mounting points and all gaskets and mounting hardware necessary for easy fitment.

The three-inch exhaust system had an RRP of \$1075 plus fitting, making the complete kit of chip and exhaust \$2230 plus fitting.

### Will My Engine Suffer?

MTQ and Rapid Chip claim not. Any engine that undergoes power upgrades will invariably produce more heat – not good for the engine long term.

But, with the larger diameter exhaust allowing that increased heat to escape faster, combined with a maximum of just 25% percent increase from the Rapid Chip (quite a low improvement when you hear stories of 60 to 100 percent power increases for race bred engines) the guys in the know tell us all is safe.

### Why Chip an Engine?

In days gone by, power upgrades were courtesy of re-ground cams, oversized pistons and recalibrated carbies...oh, recalibrated to allow more fuel? –yep! That's exactly (utilising much higher tech methods of course) what a chip does, recalibrates the fuel delivery, plus many other variables like pump injection duration, pump range signal and fuel injection pressures.

Of course today's engines are far more high tech than the dinosaur lumps of iron we used to pedal, so they need more attention when fiddling with electronics and the like. Up an ol' Chev with a double pumper Holley, tunnel ram and lumpy cam and the worst you'll do is 'blow' a diff or gearbox and have to dish out a few

hundred bucks for repairs. Unfortunately, overdoing a high tech diesel engine may set you back tens of thousands of dollars.

### Disadvantages?

Can you afford to get it wrong? – read above. More power will lead to more fuel usage if you (ab)use that power – simple.

### Advantages?

Easier diving, overtaking, towing, 4WDing – the more power the better, but of course you don't have to use it all the time. It's better to have that extra power in reserve for when you really need it.

Provided you drive sensibly, with a light right foot, you should be able to achieve comparable fuel consumption figures in relation to a standard engine. (Ab)use it and you'll pay at the bowser.

The Rapid Chip has a five-year warranty and incorporated 'solid state' electronics, which are about as failsafe as you can get, and can be turned off via a switch if needed.

It just goes to show that all those V8 diesel engine drivers that thought they had it all with their you-beaut work utes and Troopies – too much power is never enough!

K

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# Make the most of the resources you have already during these challenging economic times!



## AECS Ltd is a key training provider in NZ and Australia for advanced automotive technicians.

To train automotive technicians is a very satisfying job. To meet technicians operating at the top level of the industry in NZ and Australia is special to me. To be able to provide this advanced group of technicians with useful information and additional skills, despite their already gained high ability is always a challenge. AECS' research. We from AECS need to be very cautious with our research and diagnostic method development, included our equipment recommendations, as else our seminars will soon be classed as outdated or not practical. We always strive to get the quickest and most efficient fault finding and repair method for our NZ conditions sorted.

We very often we find that this information is really appreciated by highly skilled technicians.

### Transient technicians

We are also often aware of when quality people move from one shop to another. Please, decision makers, be aware that often the reason behind moving on is that in previous employment there was no room for development!

Key people always look for a method to better themselves and to hone their skills. This is what made them the better people of the industry in the first place!

For those people being a technician is not just a job, a large part is passion. These people are needed by your customers, as they generate the results your customers are looking for. There is no marketing or advertising that can beat quality work from a craftsman.

### Motivational

At AECS we try to cater for that automotive passion in technicians as we are very passionate our selves. We recognise that passion and high ability are good skills and can make a business profitable no matter what the economic climate is.

Nurture that passion in yourself or in your staff by attending our seminars!

Give that passion room to grow by learning new diagnostic methods and by learning how the automotive electronic systems work together. Take on

the diagnostic jobs, don't just pass it on! Make the most of the resources and the work you already have.

Transport remains the key to any economy, so transport and repairs will always be present in abundance. Look up and smile, the repair work will come in, no matter what the doom and gloom merchants say about the economy. You only need to successfully and efficiently remedy whatever fault gets presented to you.

Electronics is easy, it is engineering like mechanical engineering, it's just a different field. If you are good with the mechanical side of your job, I can make you just as comfortable with the electronic side. Don't pass the work on!

## The only way to go

There are more than 2000 technicians in NZ alone who have been on one or more of the AECS training seminars, almost all of them can vouch for the effectiveness of our many courses. Many of those technicians have progressed to yet a higher level of service by using the AECS equipment and its technical support.

## Technical support data base

The technical support of AECS will be streamlined into a database format this year, so we can increase the level of support to the technicians out in the field with an increased number of known cases. AECS uses the database itself to see in which area's our training can be improved and what topics seem to bother technicians the most.

## Different areas of expertise

AECS has highly respected seminars in many different directions, the most popular are the engine management courses for Diesel and petrol engines.

We have a very modern and practical Air-conditioning course and an ABS traction control course. The Aircon course is very popular as it caters for aircon specialists and technicians who just want to know more.

The bulk of growth is in our emissions related courses, as the industry is moving in that direction very fast.

## Emission testing

AECS is part share holder of the Emission Testing NZ cooperative ([www.etnz.co.nz](http://www.etnz.co.nz)), through which we can see how many garages are getting ready for the



eminent move by the government to implement emission testing in the inspection procedures like in pretty much the rest of the world.

Emission testing brings automatically demand for repairs, and as we all know it's not just a matter of putting a new air filter in.

A vehicle with an airflow meter will not emit more emissions as a result of a blocked air filter, be it a diesel or petrol vehicle. Systems knowledge (training) and the correct equipment makes the difference between an efficient job and a job that gets passed from workshop to workshop. Consider AECS to be behind you when you purchase equipment and training from us. We spend vast amounts of (private) money and time into the research part of our training seminars. To get returns on that investment we have to deliver practical and high quality seminars, information which is useful from day one in your workshop. You only have to select the appropriate seminars, the ones which suits your operation best.



## Further Information

Please check on our web site [www.aecs.net](http://www.aecs.net) under the training info button our training structure and read in detail what our individual courses are covering.



Hey there fella's. How many of you have women in your lives who, through the goodness of their concern for your well being, nag you? Well, you are not alone! Through whinging about not losing weight, being nagged about why, my wife has found a little bit of balance with the goodies in my diet.

I do love chocolate. I do hate spinach. I do eat one and try hard to avoid the other.

How would you like it if you could eat chocolate brownies, everybodys favourite, and be doing the right thing? The following is a delicious recipe that you may like to try.

### Brain food brownies

#### Ingredients

Puree 2 cups baby spinach together with ½ punnet blueberries

¾ cup milk chocolate buttons

2 large eggs

2 t/spoons vanilla extract

¼ cup plain flour

2 T/spoons wheatgerm. (add to flour)

¼ cup rolled oats.(grind these in food processor)

½ cup brown sugar

1 T/spoon cocoa powder

Optional extra: 1 T/spoon chopped walnuts

Set aside a 9inch baking square pan, sprayed

#### Method

Melt butter and chocolate over low heat, simmering water.

Remove from heat and allow to cool a little.

Whilst other is cooling, add together in a mixing bowl: flour blend, cocoa, oats and sugar.

Combine the puree with the chocolate mixture and blend thoroughly.

Pour into pan and bake for 30 to 35 mins, or until knife comes out clean.

Now with all those antioxidants, vitamins and minerals doing their thing, happiness all round.

# DIESEL TORQUE

OFFICIAL MAGAZINE OF THE ASSOCIATION OF AUSTRALASIAN DIESEL SPECIALISTS INC. (AADS)

## Editorials Required

Diesel Torque is your magazine. Currently most articles are submitted by your respective State Chairman and members of the National Committee.

We would encourage the members to submit any articles of interest that everyone would enjoy reading. It does not necessarily have to be technical, diesel or turbo oriented. We are looking for articles of interest across the board to all who read our magazine. Write an article of interest, find an article that you think would help others and submit it to your state chairman for publication.

- All submissions can be sent to the following email address [aads@apcaust.com.au](mailto:aads@apcaust.com.au)
- All pictures should be sent separate from text, preferably in jpg format and all articles written in Word.

**Do not embed images into the word document.**

Help yourselves to your own magazine and think how you can contribute to make it something that is of interest to your fellow members. This is your association, make it a success. We look forward to receiving your contribution for the next publication in 2009.

**Help Yourself,  
Its Yours.**



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## Branch Meetings

### NSW

Next meeting to be held first week of  
August in the South West section of NSW.  
Details to be confirmed.

Final meeting for 2009 in November at  
Port Macquarie – details to be confirmed.

### Victoria

Saturday 11 July, 2009 @ 2.30pm  
Warragul Fuel Injection & Diesel Service  
Guest Speaker.

RSVP by 3 July 2009

Tel: 03 5623 1730

Email: [wgldiesel@dcs1.net.au](mailto:wgldiesel@dcs1.net.au)

**DIESEL**  
TORQUE

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Letters must be short and may be  
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street address and phone number so  
their authenticity can be checked.  
An email address is not sufficient.  
(If you prefer your email address to be  
the only detail published with the  
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# 2009 Conference

Royal Pines Resort, Queensland





# 2009 Conference

Royal Pines Resort, Queensland





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		Non-member	\$4950.00	\$1980.00
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Quarter page	120mm (h) x 82.5mm (w)	Member	\$786.50	\$313.50
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# Thoughts on the weekend

## by Shirley Pusey

I guess as a person from Western Australia I am always happy to fly to other states for the Diesel Conference.....BUT its always scary when you arrive at the airport at am in the morning. First of all you must get your act together just to print out that ticket but when you are suddenly pounced on by none other than HERBIE giving you one enormous kiss and looking as calm as a cucumber (he has to stay calm because he is waiting patiently for WARBIE (STEVE WARBURTON from GERALDTON FUEL INJECTION) you know that you could be in for 4 wonderful days..

Did it improve well on arriving at the airport my friends ANDREA and MERV BRYANT(LISMORE DIESEL) were good enough to be there at the Brisbane airport. Waiting for nearly 1/2 hour for the luggage to appear..... John Moirs face was starting to look slightly agitated or was it thunder..... I was very very happy when suddenly luggage appeared on that winding machine so all was not lost, so much for priority luggage.

Thursday afternoon/ evening after arriving at the hotel I caught up with Jayne Jones from Western Australia believe it or not I had not seen Jayne for at least two years, so it was great to share conversation,jokes etc also joining with us were Cheryl Wilkey, Janet Jamieson, Sue Haywood(wonderful guest speaker on the Sunday morning). My goodness that cup of tea that we all ordered worked wonders as all of a sudden the urge for a CHAMPAGNE took over (OH WHAT A FEELING). I do believe at some stage we managed to descend from the lobby bar to the next floor down and enjoy a wonderful

buffet tea, again with CHAMPAGNE. MY THANKS GO OUT TO STEVE WARBURTON for helping me towards the first headache of the weekend.

Woke next morning and swore to myself NO ALCOHOLIC DRINKS TODAY silly silly me as I always make the same mistake. Andrea Bryant, great friend and wonderful person, drove Cheryl Wilkey, Janet Jamieson and myself to Mount Tambourine, great day shopping, great company, great bank manager as he allowed me to spend a few more dollars – just love him to bits. If you are ever looking for an interesting place to visit keep in mind Mount Tambourine, both male and female I am sure would find it very enjoyable. What fascinated me was the Cuckoo clock shop .....amazing .

Arriving home that afternoon we all headed towards those bedrooms to tidy ourselves for the Opening Function for the Conference. As always company was great, food never seen so much and that desire to have an alcoholic free day went out the window. Shame really but I knew PETER HUNTER and LLOYD RICHARDSON would help me through the evening.....THANKS GUYS. Must just include this one – really felt sorry for John Jamieson as we had taken his delightful wife Janet shopping with us on the Friday morning he had greeted me that evening with “I WANT TO TALK TO YOU”. Funny, husbands always go into shock when there wives come shopping with me.

Once again on waking that next morning and realising that I would really like to listen to the opening of the conference and the first guest speaker I grabbed



the water bottle promising myself PLEASE TRY FOR ALCOHOL FREE DAY and headed downstairs. What an interesting Guest speaker I am so happy to have been there to listen to an amazing life that this person has been through and his achievements that he has conquered. Would love to have asked if that house he kept mentioning did it ever get finished or is the concrete slab still sitting there.

Once again, after the first guest speaker the ladies left the conference to be driven to Harbour town at which quite a large amount of shopping was achieved in such a short time. Shopping all in tow next stop was HIGH TEA at the beautiful Versace Hotel, yummy food, great setting and guess what FRENCH CHAMPAGNE. Really happy that I only drank one glass, Jayne Jones asking for a second glass, naturally was presented with a bill, every face tells a story doesn't it Jayne but I am sure you enjoyed. With a quick browse through the lobby and photos taken we piled back on the bus and arrived back at that wonderful hour of 3.30pm, just in time for the ladies to be ripped off at the hairdressers. I don't think that I have ever had to pay \$91.50 for a shampoo, treatment and blow-dry.....\$33.00 for a treatment HHHEEELLLLLPPP, talk about live and learn.

Anyway once again the Saturday evening dinner dance went off without a hitch, great show ROBERT BOSCH, Herbie I am sure was the STAR of the evening with some wonderful photos which were presented by Paul Wilkey. Congratulations HERBIE ....., let me see who can I dance with next year. Fell into that bed at 1.30pm after sharing a couple of drinks at the bar with friends and daughter Debbie-Lee .

Mothers Day morning out of that bed mustn't be late as Andrea Bryant had arranged for all of her family to join us for a Mothers Day Breakfast at 7 O'CLOCK. Not too

sure if I can keep this pace up for too much longer. Very enjoyable brekkie had by the BRYANTS, WILKEY'S and PUSEY'S. My congratulations go out to DON WILKEY as one of his favourite sayings is "I DON'T DO MORNING'S AND I DON'T DO BREAKFAST" you looked to me Don that you enjoyed it very much. Thanks to the BRYANT'S for allowing me to join in with their wonderful family, it was appreciated.

Guest speakers for that Sunday morning Susan Haywood and Kate .....? if people did not take time out to listen to these very switched on guest speakers you should feel slightly ashamed of yourselves. Both of these ladies are a credit to the industries that they work in. WELL DONE. Also well done Past President Don Wikey for 4 years of very heavy work. Enjoy that farm Don you certainly deserve to and also to the wonderful lady that is always beside Don's side, Cheryl. Mike Hurley as the new President, I wish you all the best in the role that you have now taken over but perhaps second time around may seem just that slightly easier.

Lunch on Sunday – well its always hard to believe that we have all come through the last few days and still be around for lunch WITH NO ALCOHOL how wonderful is that. Glad to see that LLOYD RICHARDSON finally received his GRUMPY OLD MANS BADGE, Jane ..... from MTQ you are the shining light for those guys what would they do without you, an award well deserved, and to all of the other AWARDEES CONGRATULATIONS. Well with all of the hand shaking and kissing that we all started with here it comes all over again, my heartfelt thanks go out to NELL and FRANCIS that organised this Conference weekend. It was a pleasure to meet you both. I am looking forward to hearing from the Board where we may be off to next year ??????????????

Best wishes to you all from the GRUMPY OLD MAN?  
LADY FROM WESTERN AUSTRALIA