

Capricorn Society

delivers for its members – YET AGAIN!

ONCE AGAIN, MELBOURNE WAS THE PENULTIMATE LOCATION FOR THE CAPRICORN SOCIETY'S 2018 TRADE SHOW AND GALA EVENING AUSTRALASIAN ROADSHOW. THE MELBOURNE CONVENTION AND EXHIBITION CENTRE HOSTED THE TRADE SHOW, WITH 73 SUPPLIER PARTNERS ALL DISPLAYING THEIR LATEST OFFERINGS AND SHOWING THEIR SUPPORT FOR THE INNUMERABLE MEMBERS WHO VISITED THROUGHOUT THE AFTERNOON.

The Capricorn team was out in force, “working the room” and ensuring everyone had everything they needed, although it was clear that the planning and organising team had done a great job in the lead up to the show.

To steal a quote from last year: “You don’t just own Capricorn, you are Capricorn”. This was just as relevant this year as we made our way around the hall, as there was a great sense of belonging and commitment that everyone was in it together. If ever there was a business model that exemplifies interdependency and highlights the symbiotic relationship

between supplier and member, it is the Capricorn Society.

However, there was a (semi) serious side to the trade show, with the hotly-contested “Best Booth” Award up for grabs. This year, Grant Walker Parts, from Bayswater in Melbourne’s outer east, took out the honour.

With the trade show behind us, we moved further up-river to the Crown Palladium for the gala dinner, the MC for which was Western Australian television personality, Tim Gossage, who kept the evening moving along. With more than of 1,000 people in the room, 2018 was

a record for the Melbourne event, which followed on from record attendances in the other cities across the region.

The formalities began early with Victoria/Tasmania Director Mark Cooper taking to the stage to outline the performance for the full year ended June 2018.

In summary:

- Group purchases were \$1.85b from the now 19,665 members, a year-on-year increase of 9.7 percent
- Vic/Tas purchases were \$425.5m, a year-on-year increase of 10.3 percent
- Total member returns of \$34.2m in



CEO Greg Wall.



- Reward Points
- Dividend of 11 cents a share, fully franked, a 15.7 percent gross dividend yield
 - A patronage trade rebate of \$5m paid as additional reward points.
- Divisional highlights included:
- Capricorn Risk: CML GWP up 16 percent
 - Capricorn Finance: \$22.7m in loans
 - Capricorn Travel: \$8.3m in sales

Cooper concluded by saying: "I would like to acknowledge the ongoing efforts of all the Vic/Tas Capricorn staff for their tireless work throughout the year and the support they have provided to both members and suppliers." He also thanked the members for their continuing support of the cooperative, expressing great satisfaction that the power of cooperation had returned such great results.

Cooper continued: "As you know, this will be Greg Wall's last Vic/Tas dinner as Group CEO of Capricorn and, as local Director, I just wanted to take few moments to thank him for the significant contribution he has made to our business. To run a business such as Capricorn takes a great deal of expertise and effort from everyone involved: the staff, the members and the suppliers, and to pull it all together takes great leadership."

Wall came into the business at a time when things were sailing along quite smoothly, but they were facing some challenges. He thought things could improve and in his own inimitable style, proceeded to drive the changes. "The results have exceeded all of our expectations, as can be seen by the improvements in our business since Greg became our CEO," continued Cooper. He went on to outline some of the highlights under Wall's leadership:

- Capricorn sales have increased by 83 percent to \$1.86 billion
- Capricorn member numbers have increased by 42 percent to over 18,500
- After tax profits and net assets have more than doubled
- Reward points increased by 50 percent
- Dividends have increased by 57 percent
- Most importantly, all of this has led



Team Capricorn.



The Burson Team.



The Rex Gorrell Display.



The Castrol Team.



HSY Autoparts.



The Repco Team.



The ACM Parts Team.

to an increase in the member value return, which in 2018 increased to 29 percent.

“Greg also represented Capricorn on the national and international stage with a great degree of professionalism and skill. In 2012, the International Year of Co-operatives, he chaired the Australian secretariat and campaigned intensively to lift the movement’s profile, and even presented to the United Nations in New York. He was elected to the Board of the International Co-operative Alliance in 2013 and was the first and, as yet, only Australian to be a Board member of this peak global body,” concluded Cooper.

Wall then took to the stage to a standing ovation, welcomed the guests, acknowledged the 782 new members and shared his thoughts on 2018:

- Capricorn Risk Services paid \$25m in member claims, with 96 percent of members satisfied with their claims experience.
- The Capricorn convention, where 705 delegates travelled to Salou in Spain, was a record number of attendees and the first trip to Europe.
- The Capricorn Rising Stars initiative received over 500 nominations from Australia and New Zealand. The winner was Mark Smith from Belconnen in the ACT.
- Launch of the AutoBoost business assistance centre.
- Development of Capricorn Service Data and Capricorn Vehicle Videos.
- Capricorn Cares, from the automotive community to the farming community, we are lending a hand.
- Scenario planning to explore opportunities from the emergence of electric vehicles, driverless vehicles



Lorry Olivieri of AAA Radiators.

and artificial intelligence

Wall concluded his overview by thanking the Capricorn staff for delivering such great financial results and the preferred suppliers for their ongoing support of the cooperative. “I firmly believe in the value of the cooperative model and believe the success of Capricorn is a testament to our community and the ecosystem we have all created. The continued success of Capricorn is a success for all our Members. I wish you good luck for your businesses and health and happiness for you and your families.”

Mark Cooper returned to announce the new members of Capricorn’s “Million Dollar Club” who, for the first time, have processed more than \$1m in Capricorn member purchases in the past financial year:

- ACM Parts
- Cornell Diesel Systems
- Doncaster BMW
- HSY Autoparts Pty Ltd
- Mercedes Benz Melbourne
- Nunawading Auto
- SWEA – European Experts
- Thompson Motor Group

- TVH Australasia
- Waverley Nissan

And finally, Cooper announced the induction of Frank Grochl from J & F Motors into the Capricorn Hall of Fame. Grochl has operated his family-run business for over 40 years and been a member of Capricorn since 2003. He is the Chairperson of VACC’s Automotive Repair Division and a member of its Board of Management. He has also assisted the Australian Automotive Aftermarket Association in its Choice of Repairer campaign, allowing the ACCC full access his workshop.

With the formalities completed, the evening turned to entertainment from “Unusualist”, Raymond Crowe, and then the band played long into the night.

Once again, Capricorn has delivered for members with yet another record-breaking year. There was a real sense of community around the room, across both suppliers and members as they all work towards a common goal. Greg Wall and his Automotive CEO, David Fraser, can be truly proud of their achievements in 2018.