



YOUR MOTORCYCLE & POWER EQUIPMENT PROFESSIONALS

PHONE:- 07 4987 7100
FAX:- 07 4987 7400
EMAIL:- admin@morganmotors.com.au

115 CLERMONT STREET
PO BOX 1313
EMERALD QLD 4720

May 10th 2019

Response to Draft Mandatory Safety Standard recommended by the ACCC.

We are the owners and operators of a retail motorcycle, quads and side-by-side dealership located in Emerald Queensland. We have been operating this business for over 20 years. The majority of our customers are Graziers.

Our business is involved in sales, spare parts and servicing of these vehicles. We currently employ 10 workers in the local community and we have a sales turnover of approximately 4.5 million dollars per annum. Our business is heavily reliant on the sales of these units as it represents approx. 73% of our total turnover.

We are shocked and appalled by the proposals being put forward by the ACCC. They will have a detrimental impact upon not only our customers and community but also our family. We are deeply disappointed that there has been no consultation with dealers in our area and our local community.

If the proposed options were to go through we fear Honda Motorcycles may no longer import models to the Australian market due to the changes in design that may be required. This is due to the fact that the Australian market is miniscule in comparison to the American market which is the basis for design of all imported units. If this were to happen we would lose not only our business but our future as well.

In reference to the options outlined our opinion is that the only viable choice is Option 1 – the status quo. Any other option will impact our customers and our livelihood significantly as mentioned above.

As mentioned earlier the cost in design changes to the manufacturer may lead to them no longer importing the product to Australia. If this product is no longer available our business will not be sustainable leading to further unemployment in our regional area and great personal loss.

It is worth mentioning that if other manufacturers or our own supplier are forced to change their design and decide to still import the unit then costs will be much higher. These costs will always be passed on to the consumer. At the present many primary producers rely upon the simplistic design and rugged reliability of single swing-arm quads. This design has been around for decades and proves to be the most cost effective and maintenance free design for their purpose. The simplicity and ruggedness of this design also comes with some safety aspect as complex IRS designs with CV shafts often have the boots punctured which often goes un-noticed by the rider. If left without repair CV joints become dry and begin to bind, this binding can further affect handling. IRS models also require a stabilizer bar, if this stabilizer bar is not maintained correctly it is far more dangerous than any rigid axle. We would like to know who is going to monitor the maintenance of these machines, as the biggest killer in our opinion is the lack of Helmet use which we know is enforcing.

In our region and many others, Primary producers have been struggling with regulation changes, weather conditions and increasing operation costs to turn a profit. These struggles have proved fatal for some with cases of depression leading to suicide. We would hate to see further pressure applied to an already struggling industry of hard working Australians.

We are yet to see evidence or an example of where design changes or roll over bars on ATV's can actually save lives. Many people are of the opinion that roll over bars can be even more dangerous depending on the design especially when ATV's are being operated in heavily timbered areas.

We strongly believe that best way to save lives and improve safety on ATV's is to make proper training more available to the public and provide more incentive for primary producers to employ persons with said relevant training. An informed/educated rider will always be safer.

From your statistics provided from 2000-2012 approx. 8 people per year have died whilst using an ATV or similar. It cannot be concluded that all of these incidents were directly related to the stability of the machine as many of these deaths could have been due to collision with another person, vehicle or stationary object. This is quite common due to distraction and **lack of a helmet** being worn. It is highly unlikely that changes to the stability of these machines in those instances could have prevented deaths.

Without a doubt one of the major influences of handling for any machine is the **tyre pressures**, specifically tyre pressures on ATV's. In the real world where these ATV's are used tyres are continuously punctured and repaired. More often than not tyre pressures are overlooked by the operator and are therefore responsible for extremely poor handling characteristics. It is our belief that if operators were to be **better trained** and more aware of this common issue the stability of any ATV or SXS would be vastly improved whether it be IRS, open differential or not.

Of the thousands of ATV's and SXS's currently in use in Australia there would only be a very limited number which are currently being used with the correct tyre pressure. As mentioned above this is far more of a stability and handling issue than differential design or rear suspension design.

If common sense does not prevail and a new standard is to be introduced it would need to be over at least a 5 year period to allow manufactures the chance to make changes to the designs. If Honda choose not to change their product for the Australian market which is the most likely outcome Dealers like our selves who have heavily invested in this industry will need several years to wind down our business investment.

In closing as one of the largest ATV & SXS Dealers in Central Qld we would be more than happy to consult with the ACCC on this issue at any time.

Yours sincerely

Dean & Michelle Morgan
Proprietors
Morgan Motorcycles Pty Ltd
T/A Morgan Motors

