



## ARMA Delegates Meeting Minutes

Date: Wednesday 16th of February 2022

Chairman declares a quorum present and opens the meeting at: 8:05pm Sydney time

**Meeting Chair: Bruce Fenwick**

### Attendance and Apologies

As per the attendance: Bruce Fenwick, Roger Sheath, Tony Collins, Richard Cooper, Peter Cole, Malcolm Harrison, Ray Mackaway, Shane Rose, Derek Mikolaj, Geoff Couper, Paul Ryan.

Apologies: Miles Brennan, Alan Brown, Nesta Barr, Garry Doyle, Bruce Brinkley, Jeff Trewick.

### Minutes of the Previous Meeting

Accepted as tabled

Moved: Geoff Couper

Business Arising: Nil

### 20 October 2021

Seconded: Ray Mackaway

All in favour, Carried

### Correspondence

As per the presented statement. Inwards received and outwards endorsed.

Moved: Geoff Couper

Business Arising:

### Geoff Couper

Seconded: Tony Collins

All in favour, Carried

### Treasurer's Report

As per the report sent to all delegates.

Moved: Peter Cole

Business Arising:

### Peter Cole

Seconded: Derek Mikolaj

All in favour, Carried

### Insurance Products Portfolio:

### Tony Collins

I've been queried several times if COVID is covered in ARMA's insurance policy, answer being is no COVID is not covered.

COVID 19 is classed as a transmissible disease and am not aware via ARMA's insurance broker of any policy insurance in this country that covers anything for transmissible diseases.

There is currently at least one case still ongoing in the High Court in relation to COVID and can't predict the outcome, but at this stage it remains that any issues that arise within clubs, activities related to COVID are not covered by insurance policies.

All I can advise is just follow the government advice in your State or area and document what you've done in relation to that and that will minimize your exposure related to COVID.



## Australian Recreational Motorists Association

The other point about insurance is during last year, I did raise several times whether our members had any requirements in relation to alternative insurance products for example, coverage for vehicles, campers, caravans, home, and content and so on.

I did get feedback from various people, I have passed that on to our insurance broker in attempt to see what sorts of offers they could come up with.

Subsequent to that the broker did advise that if we could get a sort of firmer indication from our members as to firstly who would consider changing their insurer if we got an appropriate deal through ARMA and whether you're prepared to advise what level of claims you've made in relation to those potential policies in the last few years.

So that was sent out to the clubs, I think it was early October and from that query, I don't believe we've had any responses.

Now the broker has advised that they can offer our members if they inquire policies related to those various products.

However, if we want the best possible competitive pricing on those products, then we really need the feedback from members.

So, the broker can go to the various insurers then negotiate better deal so that request is still out there.

Some question from the floor of Tony from Bruce Fenwick, Peter Cole, Roger Sheath relating to the feedback of the members groups is too broad, that would it be helpful to narrow down to one to two insurance products.

Tony replies that the products were listed specifically to a range of five insurance product.

Peter asked about the 10% discount from Club 4x4 Insurance, Roger Sheath talked about roadside assist.

Tony responds... So, I have looked at that from Club 4x4, and I looked at some of the key offerings they have, including things like a discount for members who in terms of their four-wheel drives, who've completed 4wd training and put that to our broker, but again, until they get some ideas, or at least a rough indication of potential numbers. There's not a lot they can do with it.

The other thing is Club 4x4 have been taken over by someone else recently.

I'm sure our broker can come up with a good deal for us, if we can just give some indication of potential numbers. So, I'm not really ruling our Club 4x4, but I think we can get a bit better in a broader deal if we can only come up with some expression of interest.

From Derek Mikolaj whom makes a few good point - If I can just say one thing there for Tony, I personally look at the insurance, not just at the bottom dollar, but what does it cover? And of course, various insurances cover certain items and leave others off. And then I look at well do I want Item A. I don't want Item B. but I do want item C, I don't want roadside assistance, because I'm with the RAA and they'll cover every vehicle I'm with someone and so forth. So, you know, what should I pay twice for and so on. And I think that it's a huge minefield.



# Australian Recreational Motorists Association

Bruce Fenwick from the floor; May I ask this, ARMA with what we are, we are a representational body for our members, Is this (and Tony this in your backyard too) Is what we're doing here creating a rod for own back by simply trying to offer more services to our members and in our early days, when we're quite under resourced, is this something that's going to be quite a challenge to get across the line?

From Tony: Let me just answered that initially, there's a couple of things driving me in relation to this, one is ARMA's President asked me up front when I took on the role, is that something we can do? We just want to offer more things, more benefits to our members

But the other thing is, I know that a number of clubs who expressed interest in joining have since joined from around the country asked questions up front, what other insurance products can you offer and my response to them then was, we're looking at a range of products such as home and contents, vehicles and so on, we haven't yet locked anything in, but they have been those sorts of initial expressions of interest. Yet clubs haven't responded to my survey.

The other thing that's key to me is what's the likelihood of insurer paying out in the event of a claim? And I've had plenty of experiences of insurers in various sorts of fields doing their utmost as you'd expect to get out of, to get through the fine print of contracts to get them to pay up.

Now, the benefit of being able to offer the insurance through someone like ARMA is with the backing of ARMA, we are then in a relatively strong negotiating position.

If you're a member, let's say they have vehicle insurance and a claim isn't being met and they think it should be., then we can go to our broker and say, come on, you need to be looking after us first, what can you do with this insurance?! So that to me a quite a strong negotiating position. As opposed to members going out and getting their own private insurance off their own back, they got no real negotiating position, other than walk away and go to another insurer for next time.

Paul Ryan – Microphone not working well, Paul cracking up but what could be deciphered is a question from Paul. “This is what, a management meeting or a delegates meeting? So where are all the delegates?! Maybe some delegates not being at these meeting would not yet be aware? Confirmation to Paul from the Secretary that the EOI email did go out to all delegates, so ARMA has played their part in the EOI.

Malcolm Harrison comments that ARMA adds the numbers from the clubs affiliated and speaks on behalf of the member clubs to the insurers, home in on two main insurance products then anything requested extra such as jet skis is treated as extras, representing, equating to approximately 3000 people across the nation.

Discussion continues how and when to re-send the expression of interest, again.

Shane Rose graces the delegates with is presence 42 minutes into the meeting, Bruce Fenwick welcomes Shane and give Shane a short brief on where the meeting is at.

Paul Ryan said something, but inaudible – IT problems. Paul cracking up again!

Action 1: Revamp of the EOI achieved by Tony Collins requesting feedback by the end of March 2022 and for the Secretary to send out to ALL delegates.



# Australian Recreational Motorists Association

Action 2: Secretary to send out a summation of our insurance to all clubs that was sent out to a small club in NSW by Tony Collins. Bruce thanks Tony for a sterling job of getting that done in a very timely fashion.

Tony's response... Okay, thank you, please do send it out to all the groups, it didn't say very much but the club requested something in simple terms to outline what the insurance was about.

Ray Mackaway also thanks Tony and asks to have the summation of our insurance single page document sent out to the members of ARMA, for the summation of our insurance document to go out with these minutes. Will be actioned.

## **Vehicle Standards Portfolio:**

**Miles Brennan**

Not in attendance

Geoff Couper contributed that at the next management meeting discussion (Geoff forwards his apology for both meetings in March – will be away) are in process of arranging an introductory meeting with MTA WA, (Graham Cawley that coordinates the 4wd Industries Association in Western Australia via MTA WA). With Bruce Fenwick and Miles Brennan.

It's hoped that further discussion on ARMA's directive of 'time to align' can come out of this first meeting.

More on this topic of time to align – WA Chapter to come in the following months to come.

## **Volunteer Projects Portfolio:**

**Bruce Brinkley**

Nil – not in attendance

Bruce Fenwick contributed that ARMA need to remind members about clean-up Australia Day date.

Action: Secretary to send out to the members a reminder about the date of clean-up Australia and to try and get members involved.

Shane Rose contributed partnering up with suppliers to create and national event, doesn't necessarily need to be a clean-up effort. But needs to be a national event held in each State.

Malcolm suggests we move these discussions to March management meeting.

## **Land Management Portfolio:**

**Malcolm Harrison**

As per land management report

Current open issues in the report as.

- Harvey Dam Day use areas.
- White Hills Road / Preston Beach closure.
- Nanarup Beach.
- South Ballina Beach.
- Richmond River area.
- Northern Tablelands.



# Australian Recreational Motorists Association

- Garden of Stone Eco Park.

Geoff Couper advised that not much gathers steam during the fire season period, Ground crew all busy in the prevention of fires here in the West.

Wilbinga CP information shelter now up and running where the Wilbinga Shacks Crew had some positive input in what was placed on the signage such as notification of running sand flags, the set recommended speed limit on the beach and the inclusion of the community notice boards.

One of the BEN signs out at Wilbinga has gone, needs replacing.

## Association Affiliation Portfolio:

## Roger Sheath

I briefly mentioned previously, one of the tests that Peter Cole and I have been working on is trying to understand the structure of how we manage our membership from individuals through to groups through to associates.

One of the topics that we've been discussing is retention of membership, particularly in the individual area, they spend their \$5 and then we lose them.

I could understand why but I was looking at a way in which we can encourage these people to stay with us. I mean, it's \$5 yes, cup of coffee, it shouldn't be a great expense, but we don't communicate with them.

We promised them a newsletter, which they don't get.

We need to engage with these members a lot more than we are.

Maybe there's an opportunity for us to offer some additional benefits.

I think we need to look at that and I know the individual members are small in numbers, but it's spreading the word. We need to get the ARMA logo out and spread the word around and the more it gets out there, the more people are going to ask questions.

With that view in mind, Peter Cole and I propose that we have a discussion group, which I mentioned earlier, where in fact, we could sit down and try and formulate some sort of plan, policy, whatever, to improve this situation.

I mean, there is some great work being achieved in Queensland, and I think we've got some possibilities in NSW and in WA and not limited to only these States, we need to try and spread our wings a little bit and that's just in the 4wd arena,

We now have an associate member with the motorcycle clubs of Queensland, they're with us and they joined last week.

I'm about to send them a letter of welcome but I look at that and sort of say to myself, what do we offer them as they're their own advocacy group, but I feel as though there's benefit in having them play a more active role and I'm hoping that would be the same with NSW.

So, when we engage with these people, we get them at the table so we can formulate some plans and work together, we both have similar interests.



# Australian Recreational Motorists Association

The freedom of enjoyment of outdoor recreation when motoring on motor bikes or even with towing a caravan or travelling on all kinds of terrain in a 4wd, that is what the objective of the exercise, is to encourage membership.

The initial thought was to keep it restrictive to a few people, so we don't get too overloaded and too many opinions. Report back and have membership topics open, discussion and comment.

Peter Coles Input following on from Roger.

So, the concept that we had in the previous year, we only had 12 individual members.

This year, we've got 39, so they're the figures that you're looking in monetary terms.

It's not a great deal compared to everything else, but in terms of the actual numbers, that's what we're facing with and we're also discovering through this process, we have got a few extra members in this financial year, but almost every one of those individual members is cancelling by the automatic subscription.

We are getting notices of cancellation, but then we would have to chase up and follow up and re recruit and so on.

In terms of those numbers, do we look at what the numbers are? I mean, that's 39, Australia wide!

So, how many per State?!

If you do have an event, how many of those people are we looking to get over and above the members that we have through group membership or affiliated clubs?!

Comment from Bruce Fenwick: Roger, I'm going to give you some thoughts and you've already voiced the answer about 10 minutes ago at the table during the Queensland riders, Queensland motorcycle Council who have joined us and associate member.

Now I don't know how many members they have, I'm going to give you guys a fill in a little later, but the motorcycle Council in New South Wales we had a meeting two weeks ago, they are a peak body who represents 62 clubs with 36,000 riders.

So perhaps, and Shane was one of the early advocates of this, about having the other associations there because we're a Peak Body that represents other Peak Bodies.

So, if you think about that, if we spend the time (as Peter said) to find 100,000 individual members, and then how do we encourage those 100,000 members to stay and re-encourage them and re-engage them or could we find some peak bodies like MCC of New South Wales MCC of Queensland dirt bike riders or WA, firefighters of Northern Territory.

We find members that already have a membership quota and we encourage them to say look join and as Associate member which is what Roger \$25:00 suggests.

So, I think we have that advantage with some of the avenues we've got some of the work that Miles has already achieved.

Some of the work Shane did in the early days on the table.

I think maybe we should re-engage with some of those associations we were talking to before and see if there's some individual membership we can pick up.



# Australian Recreational Motorists Association

More discussions at the table and agreements with Roger Sheath and Peter Coles Proposal.

To finalise the discussion the Chair requested the following as actions.

Roger, could you get the contact details please? That being the folks in the Queensland motorcycle Council and the relevant members.

Shane, could I ask you in Miles Brennan's absence being as you're on the ground in Queensland, could you assist with that?

Just some relationship building with that association please.

## **Respective Club / Association Briefs: If Needed**

### **4wd Queensland**

**Shane Rose** gives a spill about the organisation he represents – 4wd QLD.

4wd Qld is running along quite nicely, it's a shame that Tony Collins is not on that committee anymore because I miss his support and candidness around a few points where we would dilly dally around, he just use to say the way it is and I could bounce stuff off from him quite well.

4wd Qld has a CEO, the CEO is really taking the organisation to a new height.

We're having the CEO turn up to meetings with national parks like page two plantation meetings, with all the key stakeholders and counsellors

So, with a CEO, others present at meetings have in their mind, they think 4wd Qld is a big organisation, they're serious about what they're doing.

We've now been able to obtain a large chunk of funding from companies that previously before wouldn't be interested but they told me and the President, with a CEO, they're, what we're doing.

So that's been a massive turnaround for us.

And I think that's where some of these working groups we start some spot fires in areas of concern.

Rally those areas will bring an organisation on as they've been for Queensland's point of view.

We, QLD 4wd are reaching high and kicking goals and we are becoming very self-sufficient just through what we're doing out there in the community.

So, I'm very happy with how we're travelling now.

Bruce Fenwick (Chair) in reply; It is great to see you guys moving from strength to strength. So perhaps sharing some of those stories with the rest of us down here in NSW will help us get our Association's respective bodies up and running.

### **Bruce Fenwick – Sydney District 4wd Club**

So, as you all know Sydney District 4wd Club do a Halloween event each year hosted by the club.

This has been discussed previously, and we would like to know if ARMA could potentially sponsor the club event in a way of a sausage sizzle for dinner for the Saturday night before the kids start trick and treating and fill themselves up with sugar.





# Australian Recreational Motorists Association

The reason for this is we would like to include every other ARMA affiliated club to join us for the weekend as an event, and we'd put our hosted marquee up.

To get as many clubs as possible in a single event around a charity-based event.

We call this event "Evil Kimmy is Halloween"

Kim is a very evil lady who zip ties us and cable ties us into swags and tents, don't let her loose after a bottle of red wine.

Approx. \$400 fee to buy some sausages and bread rolls to put a marquee up.

Just putting this across to the delegates.

What we're trying to encourage, and Kim spoken to me about this at length two years ago is that what we're trying to encourage is the clubs to start getting together in each state. Queensland already do that because they're in Association members.

In NSW, Sydney District 4wd Club should bring a lot of these other clubs into our events or even our training events, into our routine club events, even into weekend event that we go camping.

Shane Rose offered the \$400.00 to cover the events to help ARMA out.

More casual discussion back and forth about many events delegates have been involved in.

## **General Business:**

### **All**

Discussion on how to further nurture and foster healthy relationship with other peak bodies, clubs, social media group that represent a range of outdoor recreation activities, not limited to only motorised recreation. Such discussions will continue at the management level.

The topic was raised to instil confidence in the delegates that ARMA has solid direction by its 13-management team.

As a result of discussions during General Business, the Wilbinga Shacks Crew come on board as ARMA Associate members then in turn have the Department of Biodiversity Conservation and Attractions recognise ARMA as a Peak Body representing the Wilbinga Shacks Crew's adoption project agreement.

ARMA is the best fit for the Wilbinga Shacks Crew and the State 4wd Association is a not a good fit being the Wilbinga Shacks Crew are beach fisherman rather than 4wdriver's.

Track Care WA isn't a good fit either as the Crew have little to no interest in joining Track Care helping on Track Care WA projects.

Track Care are meant to be doing such projects as on the Canning Stock Route or Rangelands, the much larger projects designed for those that have a lot of time on their hands.

Bruce Fenwick (meeting Chair) thanks the delegates for attending and makes comment that there is some good traction happening in 2022 for ARMA and asked if there is anymore input from the floor.





# Australian Recreational Motorists Association

With no more business the Chair closes the meeting, but casual discussion continues after the meeting prompted by Roger Sheath...

Meeting closed at: 10:05pm Sydney time.

Next delegates meeting: Wednesday the 16 March 2022

Meeting times across the nation.

• Adelaide	7:30pm	ACDT	UCT + 10:30
• Brisbane	7:00pm	AEST	UCT + 10
• Canberra	8:00pm	AEDT	UCT + 11
• Darwin	6:30pm	ACST	UCT + 9:30
• Hobart	8:00pm	AEDT	UCT + 11
• Melbourne	8:00pm	AEDT	UCT + 11
• Perth	5:00pm	AWST	UCT + 8
• Sydney	8:00pm	AEDT	UCT + 11

PS. From the Secretary, the Secretary will not be available for both March meetings, it would be greatly appreciated if a member could fill the role of Secretary for both the Management and the Delegates meetings for March.

Please email [secretary@arma.net.au](mailto:secretary@arma.net.au) and the Secretary will assist to sort things out for whoever.

Signed:

Meeting Chair: Bruce Fenwick