



# Adelaide Lawnmowers Association Inc

ABN 79 699 090 423

## Australian Lawnmowers Association Pty Ltd

ABN 93 087 298 888 ACN 087 298 888

**76 Winston Avenue  
MELROSE PARK SA 5039**

**Phone (08) 8293 4338**

**Fax (08) 8297 6090**

**Mobile 0488 018 899**

**E-mail: [admin@alma-lawn.com](mailto:admin@alma-lawn.com)**

ESTABLISHED SINCE 1957  
OVER 250 INDEPENDENT  
LAWNMOWING  
CONTRACTORS

LAWNMOWING  
TREE LOPPING  
PRUNING  
LANDSCAPING  
ROOT TRIMMING  
TENNIS COURTS  
SCARIFYING  
CORING

Thank you for your enquiry. The Adelaide Lawnmowing Association is South Australia's largest group of totally independent lawn mowing contractors.

Founded in 1957 by a small group of lawnmowing contractors who joined together for the purpose of mutual cooperation and sharing of knowledge as well as assistance in purchasing equipment and supplies. The Association has grown over 54 years to an organisation with over 200 member contractors actively involved in the maintenance of gardens and lawns in the Adelaide metropolitan area.

One of the major benefits of belonging to ALMA is their ability to provide a comprehensive insurance package specifically designed for the industry at extremely favourable premiums. Compare this with other insurers. All ALMA members are required to have Public Liability Insurance to protect both the customer and the member. Insurance of all types can be arranged through our Brokers at very competitive rates compared with 'open-market' insurers. Ask for a no-obligation quote on your household insurance, you will be pleasantly surprised!

Our sickness and accident scheme provides security so that you do not lose your customers when you are incapacitated, by arranging for your customers to continue to receive a regular and reliable service.

Our newly implemented holiday assistance program and the swap and sell programs are another benefit of ALMA membership.

A principal objective of the Association is to ensure that the self-employed contractor *always* has a place in the Lawnmowing Industry, and to actively promote the rights of the individual. Independent contractors lack the purchasing power to participate in high cost advertising with maximum market penetration. This has resulted in the small, individually operated business being at a significant disadvantage in attempting to establish an unknown business name. By joining the Association you can gain the advantage of operating under an established and reputable corporate Logo, whilst maintaining your status as an independent and privately owned

non-franchised contractor. Free trailer signs with **your** name and **your** phone number and bearing the ALMA logo are supplied at no cost.

The Association operates an extensive store as service for members. The collective buying power of a large group means that prices are better than you can obtain elsewhere. Fast-moving items for most commercial mowing equipment such as blades, bolts, filters, trimmer line & heads, etc. are available from the store at the Association headquarters. There is also available a wide range of fertilisers and garden equipment to assist members with their trade.

As all members are totally independent owners of their business they are expected to maintain a high professional standard of lawn care -- not just lawn mowing, but skilled in all facets of lawn maintenance and garden care for domestic, commercial and industrial premises. Information sheets on many issues of turf management are available from the office.

Quality assurance for ALMA clients (your customers) is of high priority. ALMA regularly conducts customised training courses to assist members develop appropriate professional skills.

Business meetings, on the third Monday evening of each month, usually have an invited guest speaker on a garden topic, such as pruning, weed treatment, machinery demonstrations, fertilisers, accounting requirements, and many other matters of concern the garden or lawn contractor. The exchange of ideas leads to efficient equipment and work practices that are of real benefit to you.

The office is open on the 3<sup>rd</sup> Monday evening of every month (except holidays) from 7pm till 9pm and you are welcome to call in and discuss the benefits of joining the Association with a Committee member.

Along with the benefits associated with an active trade association, ALMA provides the following services to members:

Industry information	Training advice	Bi-Monthly newsletter
Technical information	Cost base information	Extensive spare parts sales

Enquiries from clients are redirected to members on a roster system, however ALMA does not undertake to provide you with work.

Enjoy the great social atmosphere at our meetings and other social events arranged from time to time. Supper after every bi-monthly meeting.

Our Bi-monthly newsletter provides tips and advice on how you can better service your clients.

Annual subscription is \$325 to 30 June with a pro-rata concession applicable. A Joining Fee of \$185 may apply to new applicants.

Should you wish to learn more about the Adelaide Lawnmowers Association, you are invited to call in to 76 Winston Avenue, Melrose Park, on the 3<sup>rd</sup> Monday evening of every month (except holidays) between 7 and 9pm for an opportunity to informally discuss your concepts with established lawnmowing contractors. You are also welcome to visit our web site at [www.alma-lawn.com](http://www.alma-lawn.com)

Kind regards

Trevor Wundke  
President

# ADELAIDE LAWN MOWERS ASSOCIATION Inc

76 Winston Avenue MELROSE PARK 5039

Established 1957 ABN 79 669 090 423

## APPLICATION FOR MEMBERSHIP



Please complete this application and return to ALMA Secretary with payment as soon as possible

Agreement made between the Adelaide Lawnmowers Association Inc (listed here as the Association) and

SURNAME: \_\_\_\_\_ GIVEN NAME(s): \_\_\_\_\_

ADDRESS: \_\_\_\_\_ POSTAL ADDRESS: \_\_\_\_\_

PHONE (a/h): \_\_\_\_\_ Business/Mobile: \_\_\_\_\_ E-mail: \_\_\_\_\_ Fax: \_\_\_\_\_

BUSINESS NAME: \_\_\_\_\_

ACN: \_\_\_\_\_ ABN: \_\_\_\_\_ Date of Birth: \_\_\_\_\_

Why do you want to join ALMA?

- opportunity to meet with other Lawn Care operators
- technical information
- insurance scheme
- self-help sickness scheme
- other

Is your principal income derived from Lawn cutting or an allied trade? Yes/No

Are you a full time lawn cutting contractor? Yes/No

Are you the Principal (owner), an Employee, or a Franchisee?

What qualifications do you have to support your application?

*eg TAFE Certificate in Horticulture, Greenkeepers Certificate, Weed Control Certificate, a lawn contractor with . . . . years experience*

Are you engaged in any other occupation as a Principal (owner) or Employee? Yes/No

State the nature of this business:

Do you know two ALMA members who would propose and second your application?

NAME: \_\_\_\_\_ NAME: \_\_\_\_\_

### Please supply (a) 2 Business

NAME: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

PHONE: \_\_\_\_\_

NAME: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

PHONE: \_\_\_\_\_

### and (b) 2 Personal references.

NAME: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

PHONE: \_\_\_\_\_

NAME: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

PHONE: \_\_\_\_\_

TRAILER SIGN REQUIRED: Please complete Trailer Sign Order form

Yes/No
Yes/No
Yes/No

Include in next Members WORK DIRECTORY. Please complete Member Information details

INSURANCE required: On acceptance as a Member of ALMA, please contact our Insurers to arrange your insurance details

MGA Insurance Brokers, 5-176 Fullarton Road, Dulwich 5066. ph 8291 2300 or 1300 130 642

If ALMA Scheme insurance is not required, a Certificate of Currency from your insurance company must be supplied

The Adelaide Lawnmowers Association Inc is the owner of the naming rights to Adelaide Lawnmowers Association Inc and its abbreviation ALMA, and of all written and visual material used including all logo's and trade names.

The Association will undertake to promote the services of the Association and its Members in an endeavour to protect the image and integrity of the Association and to secure clients for the benefit of all parties.

All parties are expected to co-operate with each other in a professional manner.

The Member wishes to join the Association upon the terms set out in the Rules and Constitution of the Association and acknowledges that it is essential to maintain the high standards which the Public has come to expect from the Association name

The Member agrees to adhere to certain operating standards, procedures and policies, to the satisfaction of the customers, other Association Members, and the Adelaide Lawnmowers Association Inc.

**Signed:**

**Date:**

(Signed) Interviewing Officer ALMA Inc :

Referees contacted	(1)	/ /	(2)	/ /	(3)	/ /	Database	Joining fee	<b>\$185</b>	\$185
	Interviewing Officer	Membership approved	Ratified	Trailer sign issued	Resignation received	Outstanding liabilities	ID	Subscription	<b>\$325</b>	\$325
Date							Accounting	IncTrailer	<b>Sign Deposit</b>	\$75
Signed							Invoice	Total incl GST	<b>\$510.00</b>	<b>\$585</b>

\*\*\* Trailer sign deposit **fully refundable** on pick up of signs \*\*\*

## Insurance

A small business is sensitive to the slightest loss. As owner of a small business, you have an important responsibility to yourself, your family and those with whom you deal to protect yourself and your business against the consequences of such problems.

There is always an element of risk involved in any activity. Even lying in bed can prove hazardous. It is unreasonable and prohibitively expensive to try to insure against every possible contingency. Insurance should therefore be carefully chosen. Some insurance is compulsory. Workers compensation and motor vehicle third party fall into this category. Other types of insurance, while not mandatory are highly advisable. Fire, theft, public liability, comprehensive motor vehicle, loss of profit, sickness, superannuation are all worth investigating. Policy wordings are confusing but it is important to scrutinise the document carefully. The most important sections relate to excesses and exclusions. These list the circumstances and conditions for which cover does not apply.

Goods in your Care, Custody & Control. Damage to other peoples goods whilst in your physical and legal control is a standard benefit in the ALMA policy. The majority of insurers exclude this unless an additional premium is paid.

Height restrictions. Some policies apply strict restrictions providing you with no cover at all.

Professional Advice. Your cover needs to be specifically extended if you charge fees for advice. It is a standard inclusion in the ALMA policy.

A lawn contractor cannot afford to be without public liability cover. Inadequate cover puts both you and your client at risk should a third person be seriously injured. The risk of damage to property or of bodily injury caused by objects thrown up by rotating equipment is too great to risk. ALMA requires all members to have public liability cover and considering recent court awards (\$6.4m, \$8.6m ) for bodily injury incidents, the Association recommends \$10 million cover.

Theft of equipment has become an epidemic and appears to be highly organised (Power Equipment Journal, December 1997; October 1999). We recommend that you identify mowers, brushcutters, blowers and all your other equipment with your driver licence number and secure your equipment with chains and padlocks if you don't have a lockable trailer. The ALMA general property policy requires equipment to be secured for a claim to be made. The same policy will also insure your mobile phone against "all risks" at a much cheaper rate than those offered by various phone companies.

The business activities you are about to pursue are physically demanding, with a risk of personal injury. It is highly advisable to arrange insurance against personal accident and sickness and for the loss of income while you are incapacitated.

Your income is your most valuable asset. You need income to pay your car insurance, mortgage repayments, etc.

Personal Accident & Sickness insurance and Income Protection insurance is tax-deductible and provides an income if you cannot work for an extended period. Your clients to continue to be regularly serviced through the voluntary ALMA Sickness Scheme, so that you still have a round when you are back on your feet. Your customer payments go to the replacement contractor while they are doing your work.

Over the last twelve months we have continued to improve the ALMA policies to ensure we are providing the most comprehensive cover with the most competitive rates. Our Liability policy has been further improved to include a tree lopping height limit of 10 metres. As a collective group policy, the ALMA scheme continues to be well insulated from the increases (10% to 20%) currently being experienced in the General Insurance market.

- Monthly Premium Instalment option.
- A new option for Personal Accident and Illness cover at a lower premium.
- ALMA Scheme Household and Private Motor Vehicle insurance may be included with your instalments.
- Loan Mobile Digital Phones under the General Property policy.
- ALMA Insurance Cards with Public Liability information for your own portable Certificate of Currency.
- Claim forms are not required for Glass repairs through authorised glaziers. A panel of Glaziers on call for ALMA Members in SA. A single phone call to the glazier replaces the glass and there is no paperwork for you to fill out. We anticipate similar schemes interstate as membership increases.

Insurance of all types, including your personal household and motor vehicle, can be arranged through our Brokers at very competitive rates. For a no-obligation quote, phone Geoff Lawrie or Judy Granger at 1300 130 642.

## ALMA INSURANCE SCHEME

### Policy benefits, coverage and special features

#### **PUBLIC & PRODUCTS LIABILITY**

Covering the Members Legal Liability to pay compensation in respect of bodily injury or damage to property arising out of an accident or occurring in connection with the business operations of Members or their products. Includes occupations such as Lawnmowing, Garden maintenance, Rubbish removal, Tree lopping, Stump removal, Landscaping, Slashing, Window cleaning and related activities.

##### *Special features*

- *Optional monthly premium instalments*
- *Professional indemnity inclusion covering members for advice not given for a fee*
- *Tree pruning up to 10m included automatically*
- *Tree lopping beyond 10m - extension available at extremely competitive price*
- *Property of others in Members care, custody and control included up to \$50,000*
- *Low excess, \$250*
- *\$750 excess for claims arising as a result of tree lopping or from damage to underground services as a result of stump removal*
- *Product liability*

#### **GENERAL PROPERTY**

Covering tools of trade and equipment against such risks as fire, burglary, theft, accidental or malicious damage including whilst in transit anywhere in Australia but excluding whilst in use.

##### *Special features*

- *Includes specified mobile phones or pagers.*
- *Theft* (many other policies exclude theft)
- *Low excess*

#### **PERSONAL ACCIDENT / ILLNESS**

Covering personal accident and sickness offering Capital Benefits to \$70000 and Weekly Benefits to \$700 per week

##### *Special features of our Superior Cover Option*

- *Two year (104 week) benefit period*
- *24 hour cover* (many other policies only offer cover during working hours)
- *Initial acceptance available for Members up to:*
  - *Age 60 years (Illness)*
  - *Age 65 years (Accident)* (both subject to satisfactory declaration)
- *7 day excess on all accident claims*
- *Sickness claims payable if sick more than 7 consecutive days*
- *Optional Standard cover at lower premium*

#### **INCOME PROTECTION POLICY**

- A new and important insurance introduced especially for ALMA members
- A policy to cover Loss of Income with benefits payable to age 65
- Non-cancellable policy - you remain insured even if you change your occupation

#### **MOTOR VEHICLE**

Covering business and Private vehicles of Members as required.

Material Damage

Third Party Property Damage

##### *Special features*

- *Including accessories, signwriting and equipment forming part of the vehicle*
- *Third Party Property Damage limit \$20,000,000*
- *Low \$200 excess on vehicles \$100 excess on trailer cover*
- *Compulsory Third Party Gap Cover included*
- *Automatic cover for replacement motor vehicles up to \$100,000*
- *Hiring charge following theft up to \$2000 or 30 days*
- *Young driver premiums not penalised (unless excessive claims)*
- *LPG conversions in accordance with relevant statutory standards*

**Please complete & return MEMBERS INFORMATION for the next Work Directory**

This information is compiled in the annual Work Directory received by all members.

Date / / .

Name

Phone After Hours

Business Name

Mobile Phone

Address

Fax

Postal Address

E-mail

I can take on extra work

hours / week

**Qualifications held and previous experience in Turf and Horticulture**

I have been a FULL TIME / PART TIME lawn contractor since 19 (year)

Hourly rate charged to customers = \$25 \$30 \$35 \$40 \$45 \$50 \$60 other

*This is for statistical purposes only*

**TAFE or other qualification**

*Level & Year attained*

100 Horticulture (Turf/Gardening/Parks & Garden)

103 Weed Control Certificate

105 Turf Maintenance

108 Arboriculture

110 Garden Design

*other (give detail)*

**POST CODE ONLY-Preferred suburbs worked Post Code** *Only one suburb per preference please*

1	2	3
4	5	6
7	8	9
10		

*To indicate the type of work and machinery please circle the appropriate number below.*

*Services for available trailer signs in Bold print*

	<b>LAWNMOWING</b>
2	Lawnmowing Domestic Rotary
3	Lawnmowing Cylinder (list size of cut)
4	Lawnmowing Domestic Mulcher
5	Lawnmowing Tennis Courts
9	Lawnmowing Commercial, Offices, Factories
7	Lawnmowing Ride-On < 36"
8	Lawnmowing Ride-On > 36" cylinder / rotary
10	Lawnmowing Strata & Retirement
11	Lawnmowing Tractor mounted, cylinder / rotary
12	Lawnmowing Ovals (list size of cut)
13	Lawnmowing Broadacre (list size of cut)
19	Turf sod cutting
20	<b>Lawn maintenance</b>
21	<b>Lawn Renovation</b>
23	<b>Coring &amp; Aerating</b>
23.2	<b>Coring &amp; Aerating Broadacre</b>
24	<b>Scarifying</b>
24.2	<b>Scarifying Broadacre</b>
25	<b>Irrigation systems</b> Installation / Maintenance
26	Lawn planting: Instant
27	<b>Lawn planting &amp; seeding</b>
28	<b>Fertilising</b>
29	Trench digging
30	<b>Garden maintenance</b> Domestic / Strata / Commercial
30.3	<b>Garden Detailing</b>
31	<b>Pruning</b> shrubs & ornamentals
32	Pruning fruit
33	Hedge trimming
34	Chainsaw
35	<b>Landscaping</b> Builders Licence
36	<b>Rotary Hoeing</b>
37	<b>Weed Control</b> Weed Control Certificate YES / NO

41	<b>Slashing</b> Domestic (list size of cut)
42	<b>Slashing</b> Commercial (list size of cut)
43	<b>Slashing</b> Industrial/Tractor (list size of cut)
51	<b>Tree Lopping</b>
52	Chipper
53	Root Pruning
54	<b>Stump Removal</b> stump grinder
55	EWP/Tower/Cherry picker
56	<b>Tree removal</b>
57	Leaf mulch supply
58	Technical arborist advice - trees & shrubs
60	Tractor:
61	Front End Loader
62	Aerating
63	Fertiliser Spreading, broadacre
66	Rotary hoeing
65	Bobcat
70	Other services (list)
71	<b>Rubbish Removal</b>
72	<b>Gutter cleaning</b>
73	Concrete Builders Licence
74	Brick paving Builders Licence
37	Fence repair
75	Painting Builders Licence
76	Carpentry Builders Licence
77	Pergolas Builders Licence
78	Window cleaning
79	Handyman Builders Licence

# Application for ALMA trailer signs

## YOUR NAME

Services you want listed  
Maximum of 6 operations





*Phone* **8293 4338** Your phone number

Number those services that you want listed on your trailer sign from 1 to 6

- AERATING
- CORING
- FERTILISING
- GARDEN MAINTENANCE
- GRASS SLASHING
- GUTTER CLEANING
- IRRIGATION SYSTEMS
- LANDSCAPING
- LAWNMOWING
- LAWN MAINTENANCE
- LAWN PLANTING
- LAWN RENOVATION
- LANDSCAPING
- PRUNING
- ROTARY HOEING
- RUBBISH REMOVAL
- SCARIFYING
- STUMP REMOVAL
- TREE LOPPING (extend insurance)
- TREE REMOVAL (extend insurance)
- WEED SPRAYING (qualified only) *Additional services not listed can be included for 50¢ per character*

*Please complete your personal details*

*to be included on the trailer sign*

**Name:**  
Is this registered with Corporate Affairs or in phone book? We recommend that you keep it simple & easy to read by passing motorists. (please PRINT legibly, the signwriter needs to understand it)

**Telephone:** \_\_\_\_\_ **Size of lettering:** NORMAL (100mm) SMALL (50mm)

ALMA will provide 1 telephone number on your sign. Additional numbers at your cost. Indicate size of lettering if you include both phone numbers

**Mobile:** \_\_\_\_\_ **Size of lettering:** NORMAL (50mm ) BOLD (100mm)

The sign is 1200mm wide by 800mm high. Will this fit your trailer? **Yes/No**

If not, what size can you fit on the side of your trailer? A smaller sign will restrict the number of services that will fit on it. X      mm

I understand that the signs will remain the absolute property of Adelaide Lawn Mowers Association Inc and that I accept the terms of this Licence Agreement. Should I become unfinancial or terminate my membership I agree to return the signs to an authorised Officer of the Association, or I shall be charged an amount to cover costs of the said trailer signs.

Non-standard lettering is to be at my cost at \$1 per character. I will not modify the signs without the permission of the Association.

I will maintain the signs in good order

I will notify the Association if they are lost or damaged in any way.

**Name:** (please PRINT legibly)

**Address:**

**Suburb:** \_\_\_\_\_ **Post Code:** \_\_\_\_\_

**A deposit of \$75 is required on lodgement with this application, refundable on initial supply of the signage**

**Signed:** \_\_\_\_\_ **Date:** \_\_\_\_\_

Received 2 ALMA trailer signs in good order and condition Date: \_\_\_\_\_

Signs returned on \_\_\_\_\_ (date) Receiving Officer \_\_\_\_\_ Member \_\_\_\_\_

	Order received by	Signwriting ordered	Pasteup completed	Member notified	Delivery date	Membership current	Signs returned	Receiving Officer
Date:								
Signed:								