



**The Official Newsletter of the Society of Auctioneers & Appraisers (SA) Inc.**

# GAVEL & GLASS



DECEMBER 2015



THE  
INDUSTRY  
CHOICE OF  
PROFESSIONALS



***Look for the logo  
– its your guarantee***

**auctioneers.com.au**

**CONTENTS**

Golf Classic 2015	Page 3-7
Legal notes on recent cases	Page 8
Charity Auctions	Page 9-12
FIRB Service for Foreign Buyers	Page 13
Personal Insurance Reminder	Page 14
Christmas Drinks 2015	Page 15
Auction App	Page 16
Sunset Kangaroo Island	Page 17
Marketing to Chinese Buyers—Wowu88	Page 18
Dressed for Sale	Page 19
Rent Roll Sales	Page 20
Solitaire Automotive Group	Page 21
The Form 1 Company	Page 22
FIRB Service	Page 23
Sky Vue	Page 24
Sponsors	Page 25

**Sandra  
Berry**  
*President*



**Marc du Ples-  
sis**  
*Vice President*



**Victor  
Velgush**



**Lindsay  
Warner**



**Ben  
Clarence**







# Society Golf Classic 2015

The Society's Golf Day was held at the renowned Greg Norman designed east course at The Grange Golf Club - weather perfect, food sensational, on course drinks keeping up (just), and all on a picture perfect day - it just doesn't get any better than this!

**3rd prize** Was 4 shirts from The Form 1 Company, 4 Society Ties, and 4 Sauvignon Blanc from Sunset Winery went to Team— **du Plessis Auction Gallery** (Marc du Plessis, Grant Threadgold & Jeff Rosen) with a score of 60.83.

**2nd prize** Was: 4 shirts, 4 packets of tees from The Form 1 Company, 4 society ties, and 4 Sparkling Shiraz from Sunset Winery went to **The Form 1 Company** (Peter Fried, Chris Gill, Charles Clemente & Andrew Fox) 59-87.

**1st prize** Winning the Perpetual Trophy, 4 Golf bags from Solitaire Automotive, 4 shirts and 4 gloves from The Form 1 Company, 4 Society ties, and 4 bottles of Sparkling Shiraz from Sunset Winery went to **Century 21 Bayside Brighton** (Larry Collin, Jarrah Holmes, Tommy French & John Pope) with a score of 59.5.



# GAVEL & GLASS

The Official Newsletter of the Society of Auctioneers & Appraisers (SA) Inc.

















# Society Golf Classic 2015

**Nearest to the Pin on the 15th hole went to Past President & Golden Gavel Winner, none other than Nick Baranikow winning an impressive Solitaire Golf Pack and two bottles of wine courtesy The Advertiser.**

**Longest Drive went to Tommy French from the Century 21 Bayside Brighton, Best Dressed Female went to Emmaline Sibila from WoWu88, Best Dressed Male to Attilio Cavuoto from Ray White Flinders Park, and the NAGA Award with some impressive prizes to Matt Warner, Sam Berry, Emmaline Sibila & Lindsay Warner.**

**Had the players realized what the NAGA Award prizes were, they would not have played so well!!!!!!**







# Size does matter!

## REAL ESTATE PRACTICE - Legal Notes on Recent Cases

### Baju Henley Square v Bruce

Supreme Court October 2105

#### Facts in case

- 1.1 The Contract was an off the plan buy and the developer was to build an apartment (noted in the architects plan as a rounded figure) of 130 sqm.
- 1.2 The purchaser wanted out of the Contract and on reviewing the apartment had it surveyed and said it varied from the size represented (130 sqm) by more than 5% and terminated.
- 1.3 The Court said the architect's plan was not binding and then did the maths.

However - Did the area include internal wall spaces , go to the slab edge.. etc

Did the measurement work from the architects actual building plans (which were more than 130sqm) ?

Did the measurement calculate on the CTA (Community Titles Act) method ?

or

Did the measurement calculate on the Residential PCA Guidelines ?

All fertile ground for large legal costs.

- 1.4 The calculations of the Court came in just under 5% variation. The developer was within the agreed variation.

#### Court Determinations

- 2.1 The Court more significantly found that even if it was wrong, that the variation if over 5% **would not be a significant difference** and could not be relied on to terminate by the purchaser anyway.
- 2.2 The Court also ordered specific performance by the Purchaser, meaning they still have to settle the purchase.

The case is linked here for members to read and consider should they wish.

<http://www.austlii.edu.au/au/cases/sa/SASC/2015/169.html>

**Mark Kurtze**  
**Corsers**







# Charity Auctions



**Trevor Rasheed**

TAILEM BEND CATHOLIC PARISH—We have been conducting this Auction for about 20 years, We generally make between \$10 and \$30,000 each year depending how many items are donated. This money goes to help fund the running of the Parish.

**Colin Hopkins**  
Kangaroo Island Western Districts Players  
Auction & Fundraiser Auction  
Kangaroo Island Dudley Football Club Charity  
Auction

Yes, I do, last year the Western Districts Player's Auction, and coincidentally, was the auctioneer for the same club in their major fundraiser, a clearing sale. Also conducted the Dudley Football Club's major fundraising Auction.



**Michael McDonald**

Michael conducted a charity auction for the Semaphore Street Fair sponsored by Raine & Horne Semaphore. It was on Sunday 29<sup>th</sup> October 2015  
Fair runs from 11am to 5pm.  
Auction at 2.30pm in front of Raine & Horne Semaphore, 107 Semaphore Road.

Fair website: <http://semaphorestreetfair.com.au/about/promos-for-street-fair-2015/>







# Charity Auctions



## Jason O'Halloran

### CHARITY AUCTION RESULT

Orang-utan Information Centre (OIC) Sumatra, Indonesia charity quiz night fundraiser - Victoria Room, Edinburgh Hotel

Auctioned many items, including one off original artworks made specifically for the event. Total of \$1740 was raised on the night from the 80 people in attendance. Awesome night of laughs and good cheer as many took advantage of this fun mid week event.

## Dale Gray

Charity Auctioneer for 2015:

- Carly Hicks and James Admiraal NYC Marathon for the Leukaemia Foundation
- Sarah Farizey: Roshan Art SALA Exhibition for the NAVA Charity in Iran (Supporting Women and Children in the deprived areas of Iran)
- Team Kids Easter Appeal Launch for the Women's and Children's Hospital Foundation
- Graham F Smith Peach Foundation Annual fundraiser
- (Upcoming) Scotch College Junior Art Show



*Team Kids*  
**easter**  
**A P P E A L**  
for the Women's and Children's Hospital





# Charity Auctions

## Geoff Schell

Here is a list of a range of Charity Auctions we have completed recently!

- **Big Day Out for Ben-** Melanoma Fundraiser Daniel Schell donated his services as the auctioneer and auctioned off the huge array of items including a Barossa weekend getaway, holiday houses, kegs of beer, paintings, wine, sporting memorabilia, air conditioners and much more.

The auction got under way quickly and there was no shortage of bidding - the spotters even struggled to keep up!! Daniel was able to assist in raising \$15,000 on the major auction alone!! The day raised upwards of \$50,000 for Ben, his wife Martha and their children, as they work through this major health scare.

- **Clare Valley Cuisine-** Auctioneer and Guest Judge at the Clare Valley Gourmet Weekend

- **Auburn Community 'Winter Warmers' Dinner (Auburn Primary School)-** Live auction hosted by Geoff and Daniel. They were able to raise around \$6000 for the program thanks to some fantastic bidding from the attendees.
- **Clare Valley Winemakers Inc. Lunch & Auction**
- **Min Man Eagles Sporting Club-** Raised \$15,500 from the auction
- **Children's Tumour Foundation Dinner-** Raised \$5000
- **Jodi Lee Fundraiser Cocktail Night-** Raised around \$1000
- **Little Heroes Fundraiser**
- **Rotary Club of Clare**
- **Royal Flying Doctor Fundraiser Melbourne Cup Lunch-** Raised \$3,500



# GAVEL & GLASS

The Official Newsletter of the Society of Auctioneers & Appraisers (SA) Inc.





# Charity Auctions

## Sam Doman

G'day. I handle many charity auctions.  
TTG footy club red and black ball auction  
CWA ladies soup day at Houghton church  
St David's quiz night auction  
Gleeson College quiz night.  
Apex Cancer Council postie bike challenge auction.  
CFS and SERF fund fundraiser last year raised 77k for people in need from Sampson Flat fire!



**Apex Outback Postie Bike Ride**



## Brett Pilgrim

Brett has done the below charity Auctions since becoming an auctioneer.  
  
MPS Quiz night at school 13/09/14  
Emanuel School fundraiser at entertainment centre 15/11/14  
Many faces of Cancer at Hilton with Sharon Gray 15/06/14



## Dale Keatley

Dale volunteered his time for the James Bond **"Shaken, Not Stirred"** Fundraiser Auction raising money for Parkinson's research on the 24th September. It was a very successful night with lots of exciting "James Bond" themed entertainment and raised around \$50,000 for Parkinson's research. I have attached some photos and a newspaper article from the event to give you more information.



**GAVEL & GLASS**

The Official Newsletter of the Society of Auctioneers & Appraisers (SA) Inc.







# FIRB Service for Foreign Buyers

## SERVICE TO AGENTS—Corsers Lawyers

Dear Members,

**Corsers now provide a full FIRB service to Agents to refer Foreign Purchasers to.** Please see the attached service Forms information and Authority. The deal is closed when the FIRB approval is given so you want to get that done and we can help. New Rules coming in also require foreign buyers purchasing off the plan paying \$5,000 plus + now, so they and you (and the Vendor) need to know the deal is approved. The Banks also require prompt compliance for funding developers. So use our unique service and be on top of your business and refer buyers in to streamline prompt approvals. We have a Chinese lawyer in house at Corsers (Nadia Shivarev) to deal with any language problems also for Chinese buyers.

Contact Karley Thomas( [karley.thomas@corsers.net.au](mailto:karley.thomas@corsers.net.au) ) in the first instance at our office using the Forms attached for any referral.

Corsers provide a full FIRB Service For Foreign Buyers which includes:

- **FIRB applications to complete Contract purchases full advice to Purchaser on FIRB; Contract review; we can remotely advise foreign buyers; Corsers has a Chinese lawyer in house who speaks Chinese**

Call first and send all materials by email to Christine Ward or Karley Thomas at [corsers@corsers.net.au](mailto:corsers@corsers.net.au):

- The Form 1 with all searches; The Contract; Signed Authority for FIRB approval applications to be applied for in the form attached below - for Corsers to Act for Purchaser FIRB Applications

Instruction Authority & Tax Invoice	
FIRB Application Service and Advice	
Payment to <i>Corsers Lawyers Pty Ltd</i> ABN 38 132 171 227	
I _____	
of _____	
email _____	mobile _____
hereby request and instruct <i>Corsers Lawyers</i> to apply for FIRB approval in relation to a Contract to purchase property located at: _____	
<i>Corsers</i> agree to advise me regarding a proposed Contract I am considering entering into and <i>Corsers</i> will prepare an Application and apply for FIRB Approval (Foreign Investment Review) for me as I wish to purchase property in Australia.	
<i>Corsers</i> charge \$550.00 (including GST) to act for their attendances, to seek all relevant information and approval and to then confirm to the Agent selling the property that you have been granted FIRB approval for the Contract. A condition of acting is that payment is made prior to acting by credit card and I provide my details below for payment. A copy of this form is a tax invoice for the services provided.	
Signed _____	Dated ____/____/20__
Date of Invoice: ____/____/20__	
It is acknowledged that the services are the date of invoice.	
Payment by credit card	
Card	Visa Mastercard
Card Number	<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
Name on Card *	_____ * put in name and initials as on the card
Expiry Date	_____ Card Verification Number * _____
Amount	\$550.00 Signed _____
<small>*this is the number on the rear of the card . For Visa and Mastercard it is located on the back of the card. It is a three (3) digit number that will either, appear on it own, or be preceded by the credit card number. Credit card charges we carry are passed on to you too. Corsers do not accept Diners Club or American Express</small>	

Click for form (credit card only)



# Professional Indemnity reminder

It is a good idea to periodically check your P.I Insurance Cover to ensure it is current and that it adequately covers your practice as an Auctioneer and or Appraiser.

If you conduct Auctions or assist other Agents with open inspections or similar- you may not be covered by the P.I. Insurance provided by your office. If not a simple extension of your risk is all that may be necessary or you may have to take out your own cover to be fully protected.

Society Sponsor, Gordon Tonkin at MA Risk Solutions is able to provide advice and cover in all matters of Business Insurance and specializes in P.I.

Gordon can be contacted at 8372 7804





# 2015 Christmas Drinks

**5:30pm Thursday 10th**

**December 2015**

**Republic, 120 Magill Road,  
Norwood**

**Seafood, antipasto, mini pizza  
and cheeseburgers—plus a  
selection of chesses**

**\$33 per person. Bar open at  
cost**



**BOOKING FORM: 2015 CHRISTMAS DRINKS**  
Note: Payment must be received with this booking form. Please post this slip with payment to:  
Society of Auctioneers & Appraisers (SA) Inc., 22 Greenhill Road, Wayville SA 5034 or fax to 8372 7833

Names Attending: \_\_\_\_\_  
Non-members please advise: Address: \_\_\_\_\_ Email: \_\_\_\_\_  
Phone: \_\_\_\_\_ Fax: \_\_\_\_\_  
Credit Card Authority for Expenses. TAX INVOICE ABN 82 885 149 245  
Credit Card Type (please tick): ☐ Visa ☐ American Express ☐ Mastercard ☐ Diners Club (add 3% surcharge)  
Card No. \_\_\_\_\_  
Cardholder's Name \_\_\_\_\_  
OR ☐ Pay by cheque (enclosed) OR ☐ Direct Debit: BSB 105 000 \_\_\_\_\_  
Date: \_\_\_\_/\_\_\_\_/\_\_\_\_ \$ \_\_\_\_\_

**Click here for  
booking form**



# Taking Auction Marketing to a Whole New Level!

Our website shows instant Auction results and the latest four auctions completed will appear on our home page!

Auctioneers will receive an email 30 minutes after the Auction time requesting the result. A reply to that email will instantly update our completed auctions panel on [www.auctioneers.com.au](http://www.auctioneers.com.au)

OR

Enter results through the **Upcoming Auctions App** which has a log-in button so multiple Auctions can be entered at the one time!

*When data suppliers ring the Auctioneer or Agent on Saturday night for results, simply refer them to the Society website and take a rest after working all day.*



[www.auctioneers.com.au](http://www.auctioneers.com.au)

## GROUND BREAKING APP

Use your smart phone to search for upcoming Auctions!

## GAUGE THE MARKET

The best way by monitoring Auctions!

## DOWNLOAD

The Society's Upcoming Auctions App can be downloaded from your favourite App store.

Just search "upcoming auctions"

## SEARCH WITH EASE

Drive around, see what's happening and search by Auctioneer, Agent, Suburb, Date and Time

## INSTANT UPDATE

The moment you add or update an auction to the web page, the app will adjust accordingly

## LIST

Please ensure all Upcoming Auctions are posted on our web site the minute they are listed!

Upcoming Auctions App - To be seen by over 180,000 Smartphone users in Adelaide!

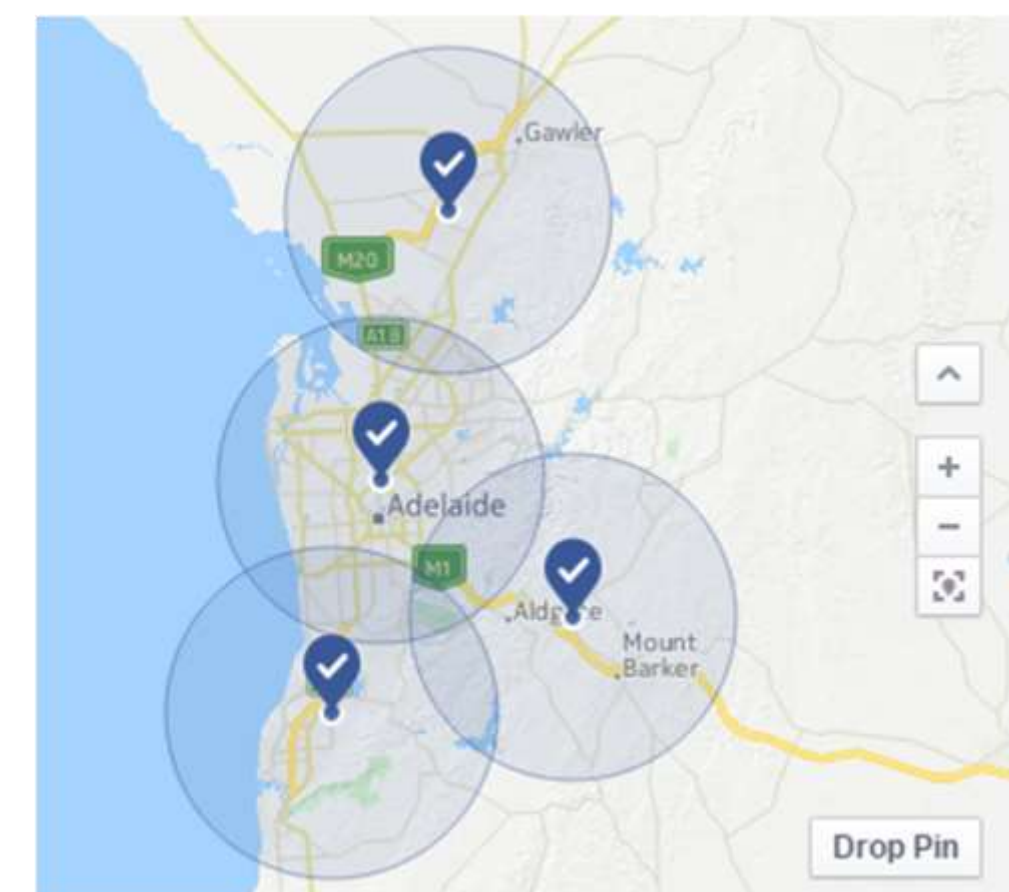


We're targeting Everyone in the below mapped out areas 25 years old+, using both Apple and Android phones.

### What this means for our members...

MORE BUSINESS! With so much more exposure, downloads of our app, and awareness of auctions around Adelaide, maximise your benefit by submitting all your auctions to our website!

All auctions submitted to the website will automatically be uploaded to the phone app, ABSOLUTELY FREE!



# GAVEL & GLASS

The Official Newsletter of the Society of Auctioneers & Appraisers (SA) Inc.

Make sure you tell your vendors that *their auction will be advertised to thousands of the general public for free* through this Smartphone app!



# Sunset Kangaroo Island

[www.sunset-wines.com.au](http://www.sunset-wines.com.au)



Sunset Winery is Kangaroo Island's first purpose built cellar door/ winery.

Part of our production policy is that all fruit for the wine is sourced from Kangaroo Island vineyards



*Sunset Winery Kangaroo Island*

*Abn. 67 099 878 850*

**PO Box 133**

**Penneshaw**

**South Australia 5222**

Phone +61 8 8553 1378

Fax +61 8 8553 1379

[cellardoor@sunset-wines.com.au](mailto:cellardoor@sunset-wines.com.au)

'Award Winning Island Experience' Sunset Winery achieved a four and a half star rating from James Halliday in the '2013 Wine Companion'. Sunset has become a must see, must do destination for self drive tourists to the island.

With one of the best views of any cellar door anywhere, Sunset has become known for its warm welcome, friendly service and relaxed atmosphere. Sunset Winery is the inaugural winner of the 2009 Ultimate Kangaroo Island Producers Food or Wine Experience award as judged by its customers (criteria was judged on service and local produce used in the menu).

Produce used: Island Pure Sheep Cheeses, Kangaroo Island Olive Oil Company's Kalamata olives and oil, Kangaroo Island Bakery bread, homemade gluten free muffins using local free range eggs and Cliffords Honey. Sunset's Savoury (great for 2 to share) served with tastings of our 7 premium wines, morning or afternoon tea, or a peaceful spot to enjoy a glass of wine with that special someone, look no further .....

**Click here for  
Society mail  
order form**

*Sunset Winery  
...share the experience.*





# Marketing to Chinese Buyers— Property Brochures in Mandarin



Here are **8** reasons why **Real Estate Agents** should choose to list on **Wowu88.com**

- Printable **Chinese Property Brochures**
- Online property portal
- Dual language (English & Mandarin) website
- Downloadable e Brochure
- Unlimited Photo Gallery
- Full Search Options
- Link to Agency website
- Update your listing kit. This is the perfect opportunity to show potential vendors your proactive research of all marketing avenues for the best possible sale outcome



- Compatible with Mobile devices

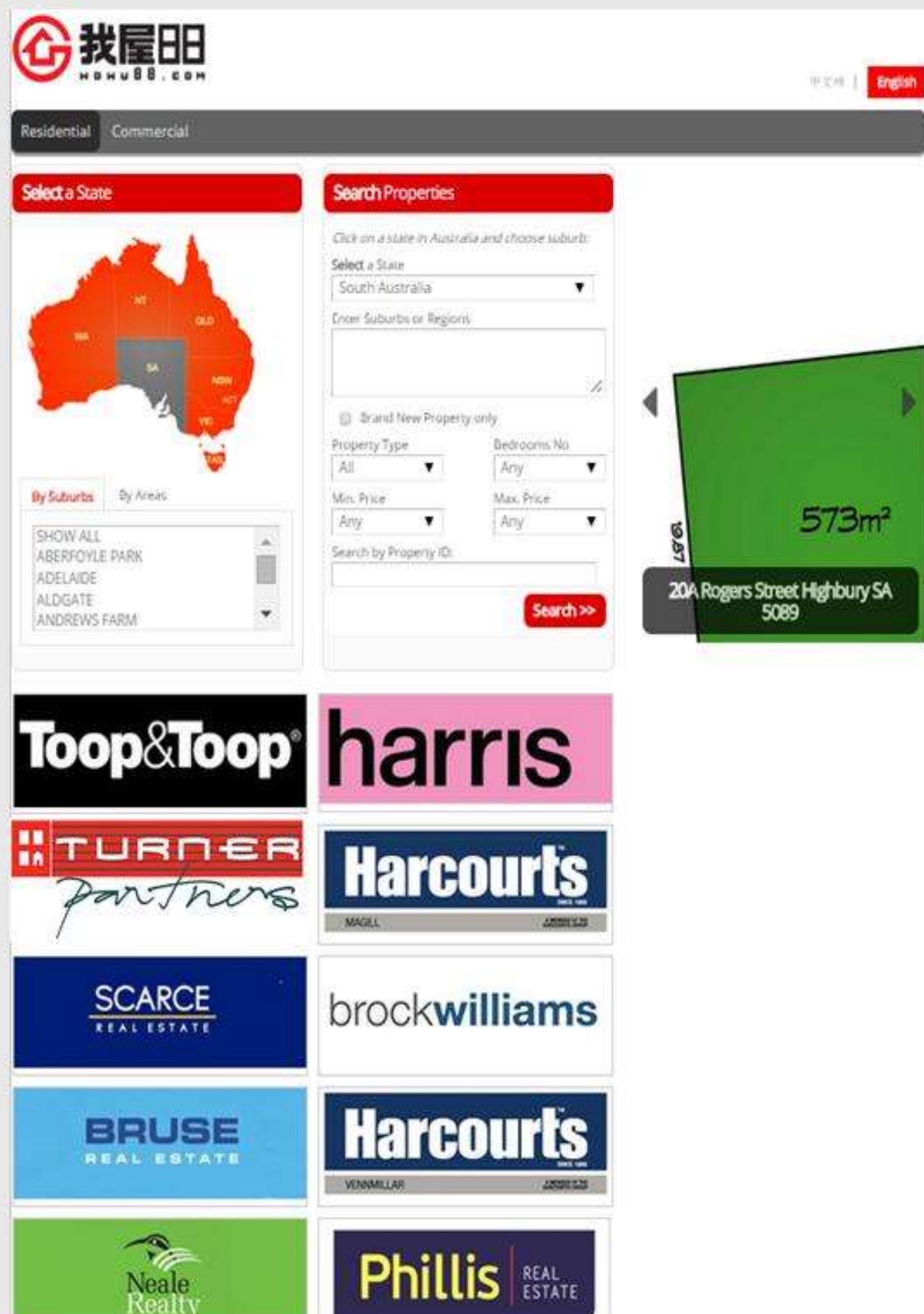


- E-Brochure

**ALL FOR \$66  
PER PROPERTY  
UNTIL SOLD**

R4-R7 Government Forms translated into Mandarin available from  
**[sales@wowu88.com](mailto:sales@wowu88.com) or call Emmaline Sibila 08 8113 1833**

**Society Sponsor**





# Dressed for Sale

Selling your home faster



We take the headache out of preparing properties for sale

Research has shown that time spent preparing your home for sale is more effective than lowering your price.

The Dressed for Sale team has styled over 450 homes and has the experience to get a **faster sale** and a **better price**.

[dressedforsale.com.au](http://dressedforsale.com.au)

To book a **FREE CONSULTATION** call 08 8333 3443







**R**ent Roll Sales  
australia

**SELLING?**  
**Call Us**

The most experienced  
and effective team in  
South Australia.



For sales and valuations contact us.

**Chris Gill      0412 062 112**

**Mark Kurtze 0419 888 485**

**[www.rentrollsales.net.au](http://www.rentrollsales.net.au)**



# Solitaire Automotive Group



## Solitaire Automotive Group



Complete Motoring Excellence [www.solitaire.com.au](http://www.solitaire.com.au)

DL65541

# GAVEL&GLASS

The Official Newsletter of the Society of Auctioneers & Appraisers (SA) Inc.





***The Form 1 company*** is a specialist provider of the statutory Form 1 (the “cooling-off” form) to the real estate, conveyancing and legal professions.

The complexity associated with form 1 preparation now requires specialist attention. If a Form 1 is defective the contract may be at risk so it is imperative the form 1 is prepared correctly.

We sign the Form 1 for the agent, the Form 1 is then posted on our website to download and serve on the Purchaser.



# †The Form 1 Company™

The original and pre-eminent Form 1 service provider in South Australia.

Make your searches and Form 1 compliance easy.

Contact Chris Gill  
The Form 1 Company

Phone: 08 7221 4908

Fax: 08 7221 4909

Email: [form1@form1.net.au](mailto:form1@form1.net.au)

[www.form1.net.au](http://www.form1.net.au)

# GAVEL & GLASS

The Official Newsletter of the Society of Auctioneers & Appraisers (SA) Inc.

**Chris Gill Tel: 7221 4908**





## FIRB Service

### Corsers Lawyers

the specialist provider of FIRB services

*Contract subject to FIRB?*

*Need an unconditional contract?*

**Call Corsers.**

We can handle it all remotely (via phone and internet) and seek all FIRB approvals for the Purchaser and then confirm by email.

We have a Chinese lawyer in-house to assist.



KARLEY THOMAS 8223 6788

## FIRB Service

The most efficient  
FIRB provider in  
South Australia.

Make your contact  
online.

Contact:

Karley Thomas

Corsers Lawyers

**8223 6788**

EMAIL: [corsers@corsers.net.au](mailto:corsers@corsers.net.au)





# Sky Vue

**The Society's SkyVUE eBook has taken the Society to a new level of professionalism.**

It has enabled us to interact with Members where we can post photos, include videos, update legislation, promote events and Members can book for those events with total flexibility and what's more we can edit anything we put out in seconds!

**We have had superb feedback with this new dynamic way of servicing our data base** and delivering up to the minute information to Members.

**We love it!**

**Garry Topp**

**Chief Executive Officer**

**THE SOCIETY OF AUCTIONEERS AND APPRAISERS (SA) Inc.**

**Tel: 8372 7830**



Award winning dynamic ePublishing software



**whitesky LABS**

Increase your customised listings easily

Share SkyVUE on  
Linked in  
facebook  
twitter  
Google+

Click here for a FREE trial

Generate revenue selling advertising & premium prestige books



**Ray White.**



**harris real estate**

**Raine&Horne.**

**R&W**

1300 309 865

info@whiteskylabs.com

www.whiteskylabs.com

**GAVEL&GLASS**

The Official Newsletter of the Society of Auctioneers & Appraisers (SA) Inc.



# KEY SPONSORS



# SUPPORTED BY

