

Magic Millions with Adelaide Bank



Jarrold Tagni, Fons Caminiti and friends.

Magic Millions Day at Morphettville was one of the few times that Society CEO, Garry Topp, Past President Brett Roenfeldt and Vice President Jarrod Tagni had the opportunity of socialising with Society Major Sponsor, Adelaide Bank as guests of Fons Caminiti and Carol Handke who looked after us extremely well.

Whilst Garry concentrated on the betting, Jarrod and Fons had other things on their mind as evidenced by the photo at left. Bob Wharfe from Brock Urban was also a guest at our table, however he didn't miss this photo opportunity by cornering Kate Fischer and The Premier, Mike Rann.

We congratulate Bob Wharfe on his betting tips which ensured that all the



Kate Fischer, Bob Wharfe and Mike Rann at the Magic Millions Race Day.

money made during the day was lost on the last race. Thanks anyway to Adelaide Bank for a great day.

Training

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(Real Estate Auction School)

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Livestock Auction School

Tuesday & Wednesday 4th & 5th May

Details call Garry Topp 8372 7830.

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Major Detention Centre Disposal – 3 states, 4 auctions

by CAROLYN SWEENEY

Evans Clarke National has recently conducted nationwide auctions on behalf of Australasian Correctional Management Pty Ltd, relating to assets following the completion of current contracts at Detention Centres.

The items ranged from 4 Wheel Drives, Cars, Wagons, Vans and Golf Carts to household items including whitegoods, furniture, clothing and toiletries.

Australasian Correctional Management Pty Ltd has finished its contracts and is disposing of items that are no longer required.

The first auction was held in Perth on the 31st January in relation to the Perth and Port Hedland Detention Centres, drawing a great crowd to the Belmont Park Racecourse to cash in on hundreds of thousands of dollars worth of new stores, computers and motor vehicles.

The second disposal was held at the



The Auction Display

Port Augusta Racecourse on 7th February, attracting over 1,300 people from all around the state, providing for furious bidding and great results in 46° heat. The most amazing point from a logistical point of view was that, despite the heat, all the assets were paid for and taken away by 5 pm on the Saturday!

The third sale was held in Woomera on the following Saturday, the 14th, with again the temperature tipping 46°, yet 400 brave local souls came along and bidd up a storm.

At the time of writing, the team are organising to go to Sydney to finish the disposal, therein providing a stunning start to the year for the team from ECN.



Crowd & Rob Mitchell doing the auction



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

APRIL 2004

Society Launches Inaugural Livestock School

This two-day intensive workshop was strongly supported with 12 Elders Auctioneers from all corners of South Australia and one delegate from Victoria.

Each Auctioneer was extensively critiqued to correct basic auction style and then involved in specialist skills training in all aspects of voice delivery, projection, body language, bidding technique and open and closing remarks.

Over the course of the two days it was clearly evident that each Auctioneer gained a tremendous amount of confidence and improved their entire presentation to the extent that Trainers Brett Roenfeldt and Garry Topp witnessed award-winning performances on the second day.

Some of the responses given when asked "Did you gain anything from this presentation" were:

- Great presentation
- Both Brett and Garry were very inspirational
- Good how all participants were involved all the way
- Legalities of Auctions was an eye opener
- Pre auction voice preparation, excellent.



Simon Harding, Peter Stock, Steve Doecke, Craig Shearer, Tom Penna, Matt Ward, Alex Jardine, Alan Thomson, Darrell Sims, Richard Cooper and Tony Arcscott

To the question "What did you like the most?" one participant answered "Excellent pre-sale preparation, voice warm up and exercises - have never before been taught how to warm up. At last a video of performance with CRITIQUE, now I have something concrete to work on."

By offering this dynamic Livestock intensive two-day Workshop, the Society now offers the full ambit of Auctioneer Training from Novice to Auction School of Excellence for advanced Auctioneers for Real Estate General and Livestock including

the very popular Monitor Chattel Auction & Clearing Sale which includes a technical and legal update.

Our next Livestock Auction School will be held prior to the Messenger Newspapers Adelaide Bank Golden Gavel Awards and details are available from Garry Topp (telephone: 8372 7830).

An added bonus for the Society is that all participants who were not Society Members have now joined, with 10 new Members coming on board which will strengthen our Country Membership base.

The Stars Come Out

by Joint Golden Gavel Trustees
GARRY TOPP and PAUL HENRY

The 2004 Messenger Newspapers Adelaide Bank Golden Gavel Awards will see a Celebrity Challenge Auction which will be yet another new innovation to showcase the skills of South Australia's leading Auctioneers. At the Gala Dinner at The Hilton International on Friday, 28th May five South Australian celebrities from sport and the media will be sitting at your table. The five finalists will auction each celebrity together with personally autographed memorabilia and raise funds for the RSB.

"We are really looking forward to another exciting competition" Joint Trustee Paul Henry MSAA said, "Once again there will be three categories: Real Estate, General and Livestock. The most significant change this year is that the Real Estate heats will move to an on-site

property where all contestants will auction the same property, which can be expected to be full of surprises. This new format will ensure a level playing field whilst still keeping the on-site environment. Note as a result, no spectators will be allowed to attend the heats, however they are all welcome for the finals.

The heats will be held on Wednesday, 19th May 2004. Nominations open on 12th April. General Auctioneers will be judged live in the field throughout April and May. Livestock will once again be held at Dublin at SA Livestock Market Exchange in a similar format to 2003, with Country General now being held at the same site.

The prizes this year are: Golden Gavel Winner - trip for two to Malaysia flying Malaysia Airlines, General and Livestock

winners will receive a trip for two, airfares and accommodation Interstate, and Metropolitan Real Estate Novice will receive \$1,000 cash courtesy of REISA.

Finally, our best wishes go to Steven Doecke, who is competing in the National Young Auctioneers Competition at Sydney Royal Show on 3rd April. This is the first time South Australia will have an entrant and with Daniel Munster moving to Queensland, SA's other entrant will be Andrew Bickford who had pre-qualified through NSW and is now with Elders Millicent.

The Society has now been commissioned to provide Livestock entrants for the National competition from now on. Nominations open for Livestock and General on 12th April. For further details call Garry Topp on 8372 7830.

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Messenger Newspapers - Adelaide Bank Golden Gavel Celebrity Challenge Launch 2004



The picturesque views from the Gil Langley Room at the Adelaide Oval provided a perfect setting for the launch of the premier event on the auction calendar Tuesday 24th February 2004 – the Society of Auctioneers and Appraisers' 2004 Golden Gavel Awards.

For the first time, the event will be known as the Messenger Newspapers Adelaide Bank Golden Gavel Celebrity Challenge Awards.

AFL stars, Port Power captain Matthew Primus and Adelaide Crows' ruckman Rhett Biglands, joined about 120 guests – including major sponsors Adelaide Bank and Messenger Newspapers, and Society Members, for a preview of what promises to be another exciting competition.

In addition to showcasing the talents of the top auctioneers in the state, this year the SAA will recognise the top auction marketer – one principal and one sales consultant – based on the previous year's results in the field.

Several sporting identities and local celebrities will also be participating in a "celebrity challenge" – adding to the fun on the night of the awards.

All proceeds will assist the Royal Society for the Blind, helping to raise awareness for this worthy cause.

The 2004 awards will be announced at a grand black-tie ball at the Hilton International on 28 May, where winners in all categories including country, general and Golden Gavel will be honoured.

"This is the eleventh year of the awards and this year's competition, with the introduction of new initiatives, will embrace a broader range of auction practitioners," SAA president Peter Economou says. "It promises to be by far the most spectacular event to date".



Brett Roenfeldt, Michael Brock & Paul Henry



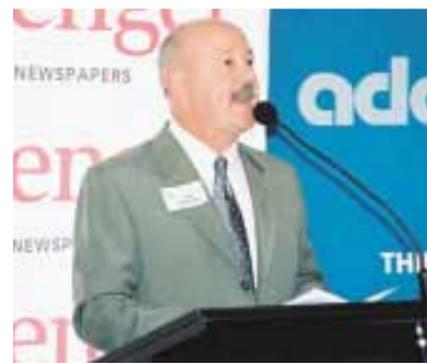
Tony Tagni, Vicky Henry, Phil & Jo Rogers



Phil Harris, Mark Griffin & Ray Henderson



Bruce & Pam Mills with Stephen Venn



Peter Economou 2004 Society President



Daniel Canny, Ros Neale & Jack Horton



Peter & Leah Kiritzis with Jonathon Moore



Garry & Sandra Topp with Leanne & Peter Grzesch



High achievers to be recognised this year include Sadie White, David Cocks, Judy Morris, Christine Auld, Rory Butterworth, Steve von der Borch, Phil Harris & Andrew Welch

Stephen Small, Head of Retail Banking for Adelaide Bank, addressed the group at the launch in a jovial note by saying words to the effect "I've heard Peter Economou talk about the Society, the Golden Gavel and the passion that exists between the Society and it's Members . . . We've all just seen the discussions with the AFL's Matthew Primus and Rhett Biglands and Rob John and Rod Adcock and passion is a word that comes to mind with AFL football. I thought to myself, what business would you associate next with the word 'passion' . . . banking, of course!"

Stephen then went on to discuss the fantastic relationship between Adelaide Bank and the Society of Auctioneers & Appraisers and highlighted that the existing Strategic Alliance is now in its third year. He mentioned that Adelaide Bank is proud of its association with the Society and its Members, which he knows will continue to strengthen and develop this year.

Society President Peter Economou will assist Adelaide Bank Mobile Lenders in getting to know Society Members to enable Adelaide Bank's products, particularly home loans, to be brought to the forefront of the industry in South Australia. Adelaide Bank is unique in that it's head office is in Adelaide, and all decisions, approvals etc are made in Adelaide, expediting approvals and settlements. A huge bonus for Adelaide Bank home loan customers is that they get a Mobile Lender with a direct mobile phone number to keep in touch with them every step of the way.



Andrew Welch & Michelle Larsson



Alex Rutherford & Dennis Agostini



Gerry Bosco, Domenica Lepro, Matt Gray, Jenette Jenkins, Chris Jones & Tom Gale



Damien Burchell, Andrew Maros, Vern Richter & Peter Gordon



The 2003 Joint Golden Gavel Winner's Rod Adcock and Rob John with Matthew Primus



Stephen Venn, Phil Rogers, Oren Klemich, Mila Inat, Tim Thredgold, Peter Economou & Peter Kiritzis



Garry Topp explaining some of the finer points to Tony Tagni



Michael Brock & Lorraine Lillecrapp caught in the crossfire



Fons Caminiti and Stephen Small thrive on being part of the Winning Team



Rhett Biglands & Matthew Primus with new AFL recruit Peter Economou



Matthew Primus with new friend Cynthia



Bill Johnson & Christopher McLaughlin