

Australasians

by GARRY TOPP FSAA (LIFE)

2004 and 2005 Messenger Newspapers~Adelaide Bank Golden Gavel winners, Rod Adcock and Lindsay Warner, did us proud as the South Australian entrants in the 2005 Real Estate Institute Australasian Competition where the best of the best from Australia and New Zealand compete for the title. Both Rod and Lindsay delivered superb performances, not using notes or clerks, however it wasn't South Australia's year, with Justin Long from Victoria taking out the award. We congratulate both Rod and Lindsay for their fine representation of South Australia. With the changing culture of Real Estate Auctions it is now more than ever about connecting with the bidders and at the Australasians this year this factor proved to be an important part of the scoring criteria. Lindsay and Rod will bring back their experience which will be integrated into our Competition, benefiting all South Australians. ●



Lindsay Warner with daughter Naomi and family as support group Rod Adcock who live on the Gold Coast

Introducing . . .

COLIN HOCKING MSAA (Board Member)



Colin Hocking RFD, PSC(r), MSAA was born at Mile End, South Australia. After completing his secondary education at Plympton High School in 1968, he joined the State Government. In 1973, he enrolled at the former South Australian Institute of Technology where he studied Computing Science.

In his civilian employment, Colin has worked in various roles in the public sector, initially in the Betting Control Board, and then the Auditor General's Department.

From 1983 to 1992, Colin was Aide De Camp and subsequently Chief of Staff to His Excellency LT GEN Sir Donald Dunstan KBE, CB, Governor of South Australia. He subsequently moved to State Services where he worked on the whole of Government outsourcing of workshops.

State Services was amalgamated into the "super" Department for Administrative and Information Services, where he managed the Ministerial Fleet. He then commenced work at Supply SA Disposals where he assisted in outsourcing the sale of General Goods to an across Government Auctioneering contract. He subsequently restructured and then moved the vehicle auction component to its current premises at Netley and renamed it Government Auctions SA.

In the Army Reserve he attended Army Command and Staff College (ACSC), Queenscliff. As a graduate of the AC&SC, MAJ Hocking was awarded a PSC(r) in 1999.

Currently, Colin has overarching responsibility for Government Auctions SA but spends a significant amount of his time working as a Project Manager. In the last three years he has been responsible for insourcing the Supply SA Warehouse and is currently involved in developing a new marketing plan for a major segment of the Supply SA's sales portfolio.

Colin joined the Society of Auctioneers and Appraisers (SA Inc) in February 1999. He is also a founding member of the Chartered Institute of Purchasing (Australia).

Colin is married with two children and three grand children. His son is a policeman working in the bomb squad, and his daughter is a special education teacher.

His major leisure interest is the Army Reserve, but when he has spare time, he enjoys golf, tennis, beach fishing, and supporting our AFL teams. ●



THE OFFICIAL NEWSLETTER OF THE SOCIETY OF AUCTIONEERS & APPRAISERS (SA) INCORPORATED

NOVEMBER 2005

BREAKFAST OF CHAMPIONS

by BRONWYN PETHERICK MSAA (BOARD MEMBER)

The Hon. Alexander Downer MP

The morning commenced with Josh Biggs giving an introduction to the Hon. Alexander Downer MP outlining his past and present achievements, leaving Mr Downer overwhelmed by his own humility. Mr Downer added that in addition to his political achievements he also enjoys having a game of golf at Kooyonga and racing at Mallala.

He spoke at length about the Government's position in aiding Australians that land themselves in trouble overseas, referring to the current drug trafficking cases involving Australians in Bali and the Australian's caught up in New Orleans.

Mr Downer also spoke about the Australian Government's job of defending Australia from drug traffickers, collaborating with other countries to stop drugs coming into Australia. and spoke at length about other major issues that included countering terrorism, particularly relating to Australians caught up with terrorist attacks overseas. He indicated that this is a big part of their agenda and indicated that gradual progress is being made with terrorist acts being less well planned and casualty numbers fewer.

Mr Downer also spoke about the rights of China, the struggle against global poverty and coping with climate change as being the other major issues that the Government is currently dealing with.

On a lighter note he mentioned that politicians are generally "good people, smart people, dedicated to their state & country but do have some "tricks up their sleeves" likening them to "real estate people and auctioneers". The crowd in attendance laughed at Mr Downer's statement that there are laws being introduced to stop the real estate tricks being "too tricky" but that this isn't happening in politics as "they are the ones that make the laws".

Questions were asked of Mr Downer and he was happy

to respond with his thoughts on dealing with negotiations, evolutions of democracy in Iraq and other issues relating to terrorist activity overseas.

Colin Hocking MSAA (Board Member) thanked Mr Downer for taking time out of his busy schedule to speak with the attendees and for providing such an interesting and humorous speech.

Those that attended the Breakfast of Champions commented that they found Mr Downer to be a very thoughtful and interesting speaker and it was a wonderful and unique opportunity to hear from one of our key Leaders from the Federal Government who is directly responsible for planning and forging our future. ●



FROM THE PRESIDENT'S DESK

Greetings to Members and fellow Auctioneers and Appraisers. As we now draw close to the Festive Season and some long awaited time off, it is easy to lose sight of current goals and defer to the coming New Year. Setting Auction Programmes is just as important now, however, as it is generally accepted that week two in December marks a cut-off point for purchasers and vendors alike.

Many of us tend to plan Auction Programs in the New Year to commence around mid-January as vendors and purchasers alike, return to normal business and social life. Planning ahead, now, is therefore, imperative and the calendar really is an important tool as we negotiate our time.

As Agency principles and mentors we can also be looking ahead into 2006 and Messenger Newspapers~Adelaide Bank Golden Gavel Competition. Have we identified some budding new auction talent yet, in our office, or was it at recent open inspection where a particular personality has stood out.

With sound training programs in place for 2006 and beyond, now is the time for us all to encourage and nurture new and talent to ensure the continued high standard of auctions prevails in South Australia over years to come. ●



PHIL ROGERS MSAA
PRESIDENT

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The Society of Auctioneers & Appraisers (SA) Incorporated • 8 Greenhill Road, Wayville South Australia 5034

Telephone 8372 7830 • Facsimile 8272 7545 • Email society@auctioneers.com.au • www.auctioneers.com.au

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The Society asks you to support major sponsor Adelaide Bank, a great South Australian company offering New Business Managers with authority to personally approve home loans and will provide personal contact from application to settlement.



CHRIS CASMAN

Area Manager Western Branches

Adelaide Bank's sponsorship of the Society of Auctioneers is in year one of a new three-year deal, which we believe is a great link between our businesses.

Obviously, auctioneers are a very important part of the housing selling market, but also our regional areas are very heavily involved with livestock and farming auctions which show a great depth in the synergies of our businesses.

I would like to thank you all for your ongoing support and look forward to working closely with you all in the future.



GERRY BOSCO

New Business Manager North East

Gerry Bosco has worked for Adelaide Bank in the role of Mobile Lender for five years and predominantly looks after the eastern suburbs (Modbury through Burnside). Gerry is married with two children aged 6 years and 16 months. He enjoys soccer, both playing and coaching, and is a member of the Adelaide United Soccer Club. His other hobbies include golf and fishing.



MATT GRAY

New Business Manager South

Matt Gray spent six years as Branch Lender before accepting the role of Mobile Lender 18 months ago. Having recently returned from an overseas trip and looking forward to starting a family, Matt is a keen basketball player with dreams of one day playing for the Chicago Bulls – nice one Matt! Based in the southern suburbs, Matt says his favourite part of working in this role is watching his customers realise their dreams when purchasing their home.



JENETTE JENKINS

New Business Manager CBD and Western Suburbs

Jeanette Jenkins has been a Mobile Lender for the past 20 months. Born in Tasmania, Jeanette has spent much of her life abroad, living in New Zealand for ten years and in Adelaide for the past nine. Jeanette is passionate about her work, which covers the western suburbs. She also enjoys taking extra special care of her two dogs.



CHRIS JONES

New Business Manager North East

Chris Jones is almost part of the furniture at Adelaide Bank! He has been a Mobile Lender for the past eleven years, covering the north and northeastern suburbs. Married with two children aged 3 and 7 years, he enjoys football, golf, fishing and gardening. Chris has travelled extensively throughout his life, including seven trips to China alone! His favourite pastime is spending time with his family and enjoying his wife's authentic Chinese cooking.

Annual Golf Day

The Society's Annual Golf Day was held at Flagstaff Hill Golf Club with 14 teams competing on the day. Conditions were cool and fair and as usual the competition was close. Congratulations go to the winning team, Brock Harcourts Salisbury. Second was Messenger Newspapers and third was Adcorp.

The NAGA Award was enthusiastically received by John Drabic of Raine and Horne. Seems John's club head travelled further than the ball after taking a penalty shot.

Play was followed by a sumptuous luncheon and the promise by all to return next year. Thanks go again to the Board attendees and sponsors on the day and of course Society Patron, Paul Henry, for his tireless help in score and results management.



The Interbid Story

In 1994, while a lecturer in computer networks with the Department of Computer Science at the Flinders University of South Australia, Michael Groves co-founded a research group to investigate the possibility of auctioning on the internet. The group's research work led to the publication of the world's first scientific paper on internet auctioning* way back in 1995.

Due to the commercial potential in such an auction, and also

to the amount of work needed to develop it, in 1997 Michael Groves left the University and started work on development of fast internet auction systems.

Interbid Pty Ltd was incorporated in October 2001 to commercialise that development work. Interbid aims to market Interbid Live to the auction houses of Australia before embarking on a major export push in 2005.