



# GAVEL & GLASS



DECEMBER 2014

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



Marc du Plessis  
President

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Victor Velgush  
Vice President



John Morris



Sandra Berry



Rod Adcock



# Get to know your CEO — Garry Topp!

**Garry Topp has worked** as a General Auctioneer & Plant & Machinery Valuer for nearly 30 years before becoming the CEO of the Society.

**After working** in the Industry for many years in 1986 he commenced his own business Topp Auctions Pty Ltd which grew to be an Industry leader in South Australia.

**Garry pioneered** regular Transport Equipment auctions selling sometimes hundreds of trucks, prime movers, tippers and semi trailers in the one auction and as a result was commissioned to conduct a major truck auction in Victoria.

**Garry was accredited and admitted** to the panel as a valuer & auctioneer for major banks and the Commonwealth Government and was recognised for expertise in the Industry.

**For nearly 10 years,** Garry held the position of lead Auctioneer for the Commonwealth Government in South Australia (Das Fleet) where he valued and auctioned ex Commonwealth Government Cars Trucks & Earthmoving Machinery.

**Garry at the time** conducted all 3 damaged vehicle auctions in SA and with Repossessions and Government Cars **peaked at around personally auctioning 25,000 vehicles per year.**

**Garry has won General Auctioneer** of the Year by the Society of Auctioneers & Appraisers (SA) Inc. winning 3 consecutive Golden Gavel General Auctioneer Awards for the best General Auctioneer in the State of South Australia.

**Garry personally has conducted** many multi million-dollar sales including Radco Cranes where lots were sold for literally millions of dollars.

**However the feather in his cap** is for being appointed to conduct an Interstate Auction at Maryborough in Victoria where he auctioned Earthmoving Equipment & Mobile Plant for the Victorian Country Local Government Shire amalgamation.

**Garry sold his business** in 1997 and worked for a short time managing the business for the new owners.

**He is now working with** the Society of Auctioneers & Appraisers with training and is currently the CEO.

Garry is a **systems fanatic** with expertise in Marketing strategies, Business Plans, Works manuals and has a thorough working knowledge of ISO9001 Quality Assurance Systems.

He is a Past President, Life Member, Fellow and Hall of Fame Recipient of the Society of Auctioneers & Appraisers (SA) Inc.



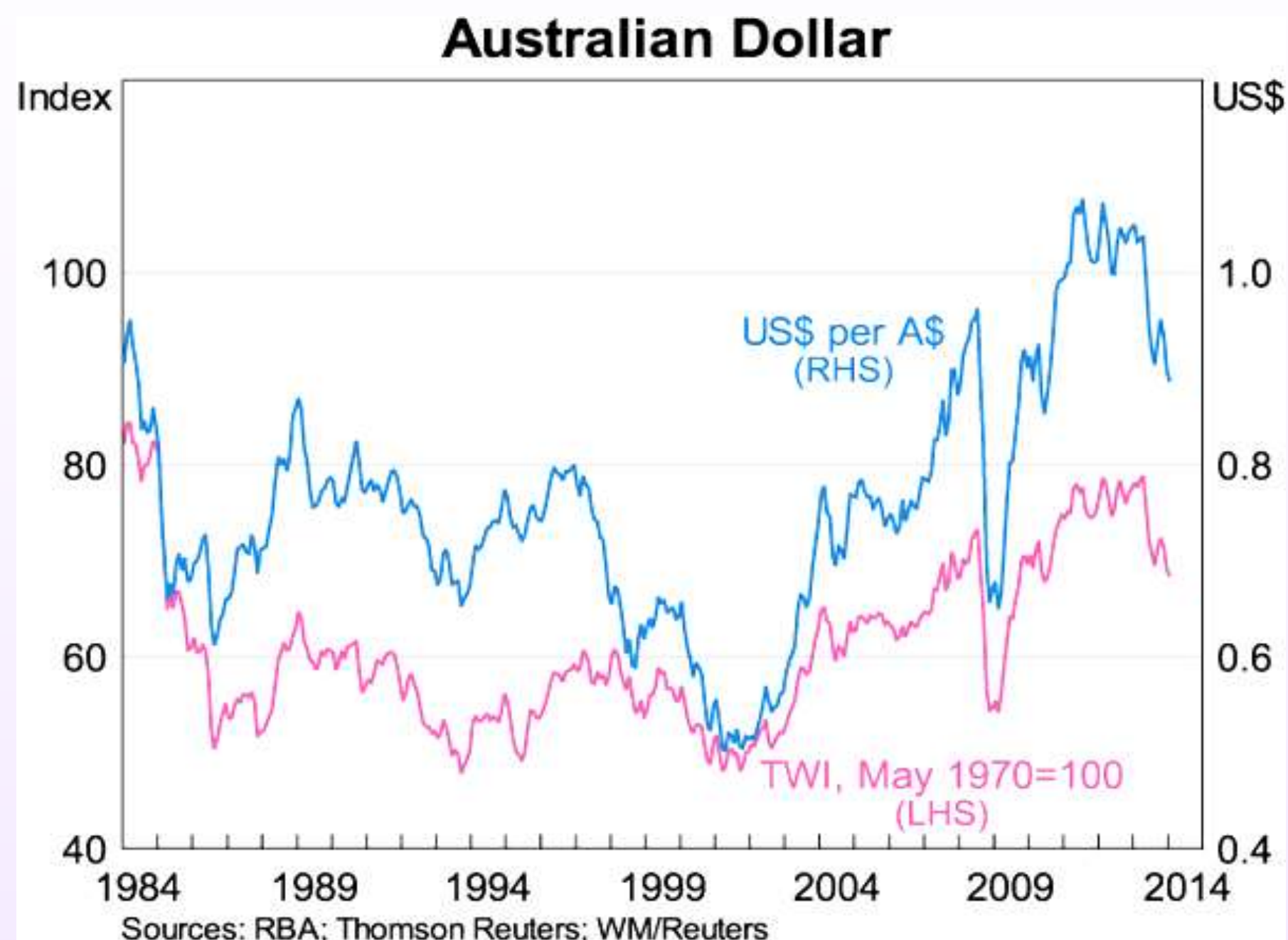


# Australian Dollar Hits 4 Year Low – The Positive



This week saw the **Australian dollar fall to US83.07¢ , the lowest level in 4½ years.** Whilst this is not all good news for all, it is welcomed by Australian export companies (agriculture in particular) as they should benefit from increased demand for local produce from overseas buyers seeing better value in Australian goods.

With Christmas almost upon us, we should also see an increase in tourism into Australia, in turn boosting many smaller areas within the services sector.



AUD/USD in the last 20 years  
(1984—2014)  
Graph taken from RBA website.

Foreign investment, particularly in the area of property, should see an increase as buyers see better value in their investment dollar.



President,  
Marc du Plessis MSAA



# Golf Classic 2014 — 39 Degrees!

It was **Friday 7<sup>th</sup> Nov 2014** the morning weather forecast was 39 degrees for Adelaide, it was the **Society's Annual Golf Classic** due to start at 11:30am with a BBQ lunch.

CEO Garry Topp received several phone calls that morning from players concerned about the heat and all arrived on time with the understanding if it got too hot we'd finish early and serve ice cold beer.

Fortunately for all this year we had chosen the Stirling Golf Club in the picturesque Adelaide Hills where the temperature rose to 31 degrees which would be the maximum for the day. **The day was perfect!**

It was an Ambrose competition, teams of four players with a shotgun start.

At 11:30AM all were present and accounted for with ten teams teeing off for arguably the **best Golf Day** in recent history.

**Sandra Berry and Lyn Chow delivered the on course drinks and snacks** and the day progressed with a light wind blowing and some sensational shots.

**Solitaire Automotive** sponsored the day with prizes of shirts, umbrellas, caps, key



rings, teddy bears with team the Form 1 company here to defend their 2013 title.

But the best they could do was the **very impressive third** comprising **Chris Gill, Peter Fried, Charles Clemente, and Andrew Fox**. In **second place, Team SA Business**





# Golf Classic 2014 — 39 Degrees!

**Journal, Ian Liddell, Tim Pozza, Andrew Hillier and Rory Butterworth.**

First place honours went to previous winners, **Scarce Real Estate, Matthew Scarce, Ashley Evans, Jahed Rasheed, and Scott Parslow.**

The **NAGA award** graciously went to the **President's team, Marc du Plessis, Jeff Rosen, and Tim Copaz** with a net 71.

With impressive prizes of **Solitaire Loan Cars Vouchers and a bottle of wine each from Wowu88** went to **Sean Connors of Sheppard Property for the longest drive on the 18<sup>th</sup> hole and nearest to the pin on the 6<sup>th</sup> hole went to Peter Fried.**

**Best dressed female with a bottle of Roenfeldt Shiraz went to Emmaline Sibilia from Wowu88 and best dressed male with two shirts from the Form 1 Company went to Matt Scarce.** The golf trophy since 1998 was full and a bit worse for wear so we have commissioned a brand new trophy with plaques representing the last 15 years and this will be presented to the Scarce team to commence a new era again in 2015.

**Thanks to Solitaire, News Corp, Bowden Group, Wowu88, Blaze Advertising, MA**



**Risk solutions, Corsers, Sky Vue and Lawsoft.**



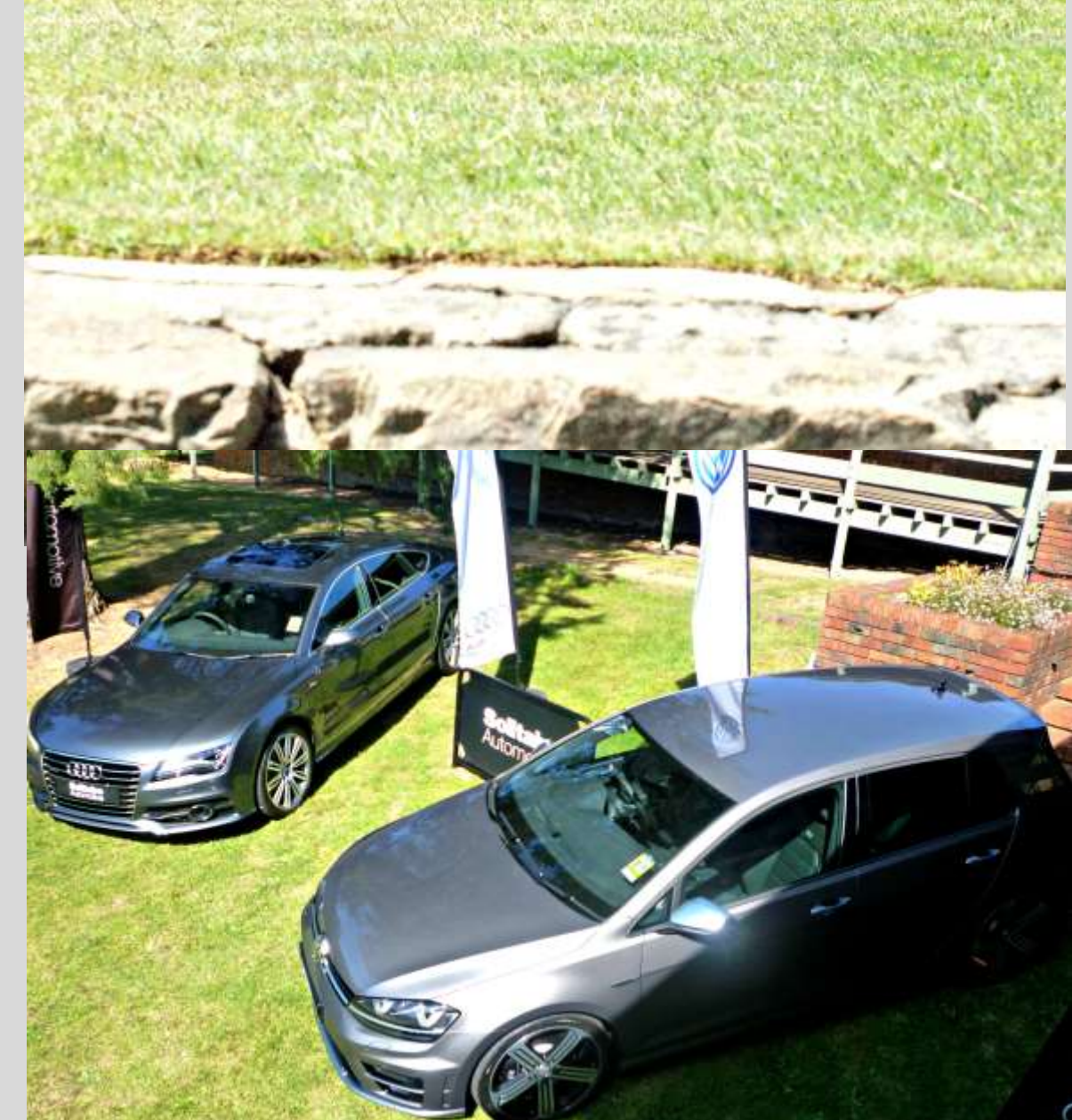
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# Golf Classic 2014 — 39 Degrees!





# Golf Classic 2014 — 39 Degrees!







# Golf Classic 2014 — 39 Degrees!





# Now, this is BIG....

NEWS 09

## Bucketloads of dough for 'big toys' auction



Andrew Maros from Mason Gray Strange



Yet again, it took a South Australian auction company to do a “real man’s” job.

Mason Gray Strange auctions were called across the border to the Northern Territory, to conduct the multi-million dollar auction of road trains, graders, earthmoving and transport equipment. The two-day auction was possibly **one of the largest clearance sales** to ever be held in the Territory, with the total estimated to be in the **vicinity of \$5.6 million.**



By MEGAN PALIN

A MULTIMILLION-dollar two-day auction will see equipment from three defunct contractors go under the hammer in Darwin and Mataranka this week.

The \$5.6 million clearance will reportedly be one of the largest dollar-value auctions to have ever been held in the Territory.

Mason Gray Strange (MGS) auctioneers will sell road trains, earthmoving and transport equipment, grader extractors and more, under instructions from the receivers and managers of Balmoral Mining & Construction, Balmoral Transport and Heading Contractors.

All three South Australian companies were forced into liquidation following the collapse of the Sherwin Iron



Ore mine site at Roper River in July.

The transport and earthmoving equipment registered for auction includes brands like Caterpillar, Volvo, Mack and Tristarm, which were mostly bought between 2010 and 2013.

MGS auctioneer Andrew

Maros said “there will be plenty of bargains to be had”.

“We’ll be trying to retain as much as possible for the vendor,” he said. “We’re expecting everything to sell.”

“We have had inquiries from Western Australia, Queensland, NSW and South Australia. Most of them have

**“We’ve had about 60 register for the auction and another 100 for a live webcast”**

come from other mining contractors and large civil earthmoving companies.

“We’ve had about 60 register for the auction and another 100 for a live webcast which will be broadcast around Australia at the time of the sale.”

Inspection of the assets will be available on the day before each auction between 10am and 4pm. The Darwin auction will take place on Tuesday. The Mataranka auction will take place on Thursday.





# New Talent—

## 2 Day Licence Auctioneer Workshop



The Society's 2 Day licence auctioneer workshop held on 30<sup>th</sup> & 31<sup>st</sup> October 2014 culminated in four sensational performances assessed by workplace trainers **Brett Roenfeldt and Garry Topp**. The high achievers were **Mark Cresp Ray White Renmark**, loves real estate and wants to continue the Ray White tradition of halving days on market utilizing auction. **From the same office, Wendy Flint**, just four years in real estate coming from LA and Toronto to Adelaide then the Riverland loves working with Mark and wants to take her auction career as far as she possibly can.



Also from the Riverland, with **Elders Waikerie** was **Provino Kleeman**, has been in real estate since 2009, has a passion for real estate where every property is different from a 2 bedroom fibro to 1000 acres on the river sees the massive promotional and sales aspects of the auction process. **Constantine Pappas** also from Ray White, this time in **Port Adelaide**, loves the people involvement and the adrenaline attached to the auction process, wants to sharpen his skills and offer auctioneering as an add on to his existing agency practice.

The course was presented by Brett Roenfeldt and Garry Topp. **Brett imparted intricate knowledge gained over the last 35 years to give participants the best possible knowledge and skill set to commence their newly found careers as auctioneers.** Brett has conducted 16000 plus auctions of farms, vineyards, hotels, including all SA Hungry Jacks outlets, Red Roosters, Pizza Huts, major iconic farms in the mid North, sheep stations, Lindsay Park Stud, commercial and industrial, residential homes and vacant land holdings and is the only trainer to win four News Corp Australia Golden Gavel and represent South Australia in the Australasian Auctioneering Championships as a contestant and now Judge.





# New Talent—

## 2 Day Licence Auctioneer Workshop

*From 8AM on day 1, the group clicked with the trainers and whilst the learning experience was full on we had time for a laugh to ease the tension. The training is all about bringing out your own natural personality into your performance and painting emotional pictures of lifestyle benefits and to ensure your performance is powerful and unique.*



**When asked, what was your highlight from the presentation? Answers were:**

“Brett and Garry went out of their way to pass on their knowledge in an encouraging and cheerful manner, they retained control at all times and kept the course on track; Yes, the way we put the script together was brilliant; It was fantastic – really appreciated the willingness of the instructors to impart critical knowledge and share best practices.”

**What did you like the most?** “The encouragement and the constant highlighting of our strengths and the encouragement to improve; The coaching and the knowledge imparted; The hands on nature of the course; The role playing and practical tips.”

**Were you inspired to change your way of thinking on any issues?** “Yes the proper structure and conduct of the auction process will ensure the best result is achieved for our vendors; Yes, to slow down and think not to add lib, stick to the script and stay out of trouble.”

**What would you tell others the main benefit of**

**this workshop?** “Attend and learn and then others will recognize your professionalism; Growing confidence even if you don’t want to be an auctioneer you’ll understand the whole industry better; It was practical, insightful, invaluable, with tips and direction from the absolute best.”

**Garry Topp FSAA (Life) Certified Trainer**





# The Aussie Muscle Car Run Charity Auction

By AJ Colman & Ben Clarence

## Facebook 'SOLD STICKER' Competition



**Ben Clarence**

"AJ Colman invited me to assist him with a charity auction and I jumped at the opportunity.

A great night full of laughs with the very relaxed crowd engaging in the odd bit of banter with us on stage.

Thanks AJ for the invite, looking forward to taking part again soon hopefully"

**Raised by the event: Over \$650,000**

**Raised by Auction: \$10,400**

**Watch Ben's charity auction video raising money for the Leukaemia Foundation!**

**Ben— [https://www.youtube.com/watch?v=Cl\\_iuyzok3w](https://www.youtube.com/watch?v=Cl_iuyzok3w)**



**The winner of the Society's FB "Sold" Sticker competition Emmanuel Gaganis from Refined Real Estate with his 2011 Penfolds Bin 407 Cabernet Sauvignon!**



# First in Australia

## Mandarin AucDocs Contract!

The Society of Auctioneers and Appraisers SA Inc invites you to attend another milestone in our history - **First in Australia!** With the release of our AucDocs Contract in Mandarin by Society sponsor Wowu88.

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A cocktail party will be held on Monday 15th December to celebrate the launch.

Time: 5PM

Location: Wowu88

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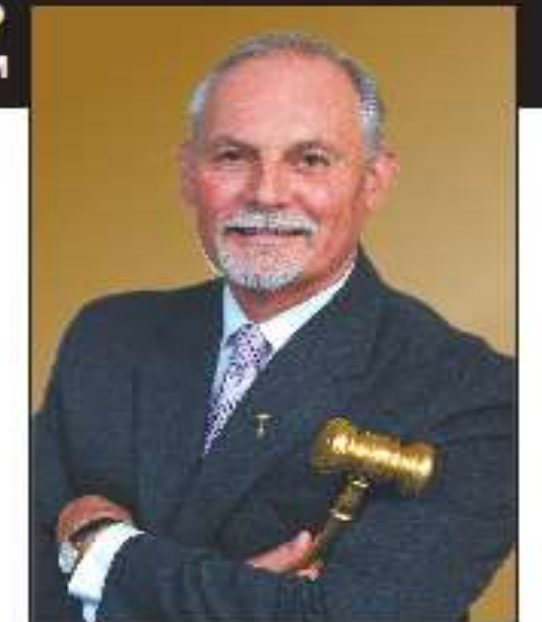
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# Sky Vue

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  
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