

# *Celebrating 35 Years*



## November 2016

*The Official Newsletter of the Society of Auctioneers & Appraisers S.A Inc.*

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**Sandra Berry**  
**President**



**Lindsay Warner**  
**Board Member**



**Ben Clarence**  
**Board Member**



**Attilio Cavuoto**  
**Board Member**





# 2016 Golf Classic



The most perfect day after weeks of rain and windy conditions, storms and floods; Friday 14th October was a beautiful 22 degrees, a slight breeze, pristine fresh air, sensational views over the City & Suburbs to the Gulf we picked the best day of the year for the Society's annual Golf Classic at Mount Osmond where the service from the Club was outstanding creating the ideal environment to socialise and network with Members, Guests & Sponsors.





# 2016 Golf Classic





# 2016 Golf Classic





# 2016 Golf Classic





# 2016 Golf Classic





# 2016 Golf Classic





# 2016 Golf Classic





# 2016 Golf Classic





# 2016 Golf Classic





# 2016 Golf Classic





# 2016 Golf Classic



Although being invited to play by Society Patron, Paul Henry, Nick Baranikow was sprung by CEO, Garry Topp on the balcony enjoying lunch with wife and business partner, Anne-Marie.

Apparently it was Nick's 58th birthday, being born on 10th October 1958! As Nick is a member at Mt. Osmond, the Club had shouted him a complimentary birthday lunch, so feeling left out of our Golf Classic, Nick posed for some pictures to show the players when they returned. So next year Nick Baranikow, you better compete for the trophy for real!





# 2016 Golf Classic

Now for the results:

**3rd**—Tie at 58.5 for 3rd place with **Chris Gill, Peter Fried, Marz Harkotikas & Andrew Fox** getting the Guernsey on percentage from **Jordan Begley, Ty Read, Emmaline Sabilia & Charles Clemente**, and **Paul Henry, Peter Grzesch, Josh Biggs & Joel Gaskin**.

Prizes were Sunset Wines Sauvignon Blanc wines

**2nd**—Bowden Group with a score of 57.87; **Pat Buying, Graeme Kruger, Peter Rawson & Troy Petty**.

Prizes were bottles of **Sunset Wines** sparkling shiraz and a box of Golf Balls from **The Form 1 Company**

**1st** —Back to Back Winners retaining the perpetual Trophy was **Century 21 Brighton; Larry Collin, Jarrah Holmes, Wayne Johnson & Adam Farrelly** with a **score of 54.87**

Prizes were bottles of **Sunset Wines** sparkling shiraz and a box of Golf Balls from **The Form 1 Company** & a Society Tie each and the honor of retaining the perpetual Trophy making history with a back to back win!



Nearest the Pin on the 4th went to Duncan Bruce winning a 12 month subscription of SA LIFE and a \$100 Bowden Group Voucher.

Longest Drive on the 17th went to Charles Clemente also winning a 12 month subscription of SA LIFE and a \$100 Bowden Group Voucher.

Best Dressed Female went to Emmaline Sabilia, and Best Dressed Male went to WJ as he had a colored T Shirt and stood out from the others!

Sunset Wines provided the prizes.

Best Golf Day ever!

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# 2016 Golf Classic





# 2016 AGM Candidates

The AGM originally held on Monday 12th September 2016 was postponed after Sandra Berry addressed the meeting saying there were breaches of the Constitution in the way the ballot was handled including the Notice of the Meeting was not sent exactly 5 weeks prior, the Returning Officers were not appointed by the Board and that Email & Fax were permitted as well as mail for Members to return their votes:

A motion was put by Brett Roenfeldt: I move that the AGM be postponed and that the Board conduct Society business in Caretaker Mode only until a new AGM has been conducted and correct policy has been adhered to. Time is of the essence, no major decisions are to be made. Seconded by Rod Adcock and Carried. A new AGM and voting process was undertaken with the AGM now booked for Thursday 10th November 5:30 for 6PM at the Arkaba.

We urge all members to attend, Please RSVP to [Society@Auctioneers.com.au](mailto:Society@Auctioneers.com.au) with your acceptance or apology that will be formally acknowledged at the Meeting.



**Marc du Plessis**

47 years old, married 16 years. In the auction industry my entire life and a Past President of the SAA. Passionate in representing members in all areas of auctioneering and appraising. Well respected both within and outside the industry. Open, transparent and approachable. Excellent negotiating skills, Level-headed approach and honest hard worker.



**Victor Velgush**

My goals are to unite the board and to create more events that enhance the membership experience and to drive and lobby for legislative improvements; have more involvement in the education of our future leaders through connecting with graduates and to assist the CEO who is doing an excellent job.



**Trent Godfrey**

My intention is to make a positive contribution to the auction market in South Australia. I am emotionally and financially committed to improving my auctioneering skills, and believe that my success over the past few years is evidence of this. This opportunity is the next step in my journey.



**Bernie Altschwager**

I am very excited by the prospect of being involved in the future of this outstanding industry body. I firmly believe my 16 year involvement in the Real Estate Industry together with my passion for the auction process can provide positive benefits to the Society.



**Jason O'Halloran**

My tenure on the SAA board will be one that promotes, advances and strengthens the Society's branding and public standing. My role will be complimentary to other board members, with the long held desire to expand and develop opportunities that allow value to be added for the SAA membership.

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# Property Developments & GST

There has been some confusion of late as to the GST implications of **Corner Block Cutoff's and developments** so I asked the ATO for some advice:

The response was:

Hi Garry,

It was lovely talking to you last week regarding your request for general queries concerning property developments.

As discussed, where an entity that is registered for GST bought a property (an old house on a big block of land) and subdivided the block to create 2 properties (1. a new parcel of land and 2. the existing house on a smaller block of land). If this entity sell:

The new parcel of land then this would be a taxable supply and not a supply of residential premises. This is because vacant land is not residential premises as it is not capable of being occupied as a residence or for residential ac-

commodation as it does not provide shelter and basic living facilities (see paragraph 47 of GSTR 2012/5).

In this case the entity may use the margin scheme to calculate the GST payable on the sale if the entity and the recipient (the buyer) agreed in writing that the margin scheme is to apply – see paragraph 18 of GSTR 2006/8.

The existing house on a now smaller block of land then this would be an input taxed supply as it is a sale of a residential premises that is not a new residential premises or a commercial residential premises – see subparagraph 58(c) of GSTR 2012/5.

Input-taxed sales are sales of goods and services that don't include GST in the price. As a result the entity cannot claim GST credits for the GST included in the price of their 'inputs'. Please refer to these links for more information

[https://www.ato.gov.au/Business/GST/When-to-charge-GST-%28and-](https://www.ato.gov.au/Business/GST/When-to-charge-GST-%28and-when-not-to%29/Input-taxed-sales/)

[when-not-to%29/Input-taxed-sales/https://www.ato.gov.au/business/gst/claiming-gst-credits/when-you-cannot-claim-a-gst-credit/](https://www.ato.gov.au/Business/gst/claiming-gst-credits/when-you-cannot-claim-a-gst-credit/)

Please note GST laws apply to entities (ie sole traders, partnerships, companies, trusts) that are registered or required to be registered for GST. For an entity that is registered for GST and carries on an enterprise of property development, there is no different treatment as to whether the entity is a full-time or part-time developer.

If you have any query regarding this email then please contact me on the number below or via email.

For other GST related queries, please email them to [GSTmail@ato.gov.au](mailto:GSTmail@ato.gov.au)

Regards

Felicia Nguyen

GST Technical Product Leadership

Indirect Tax

Australian Taxation Office

Phone: 08 8218 9236

*ATO Centenary | Working for all Australians*



# Brain Child Foundation



“Saturday evening (22nd October) I had the privilege of assisting with the charity auction at the Brain Child Foundation Gala Ball, the event was held at The Stamford Grand, Glenelg. All proceeds from the evening will help the Brainchild Foundation with research and education.”

Trent Godfrey M.S.A.A.





# SA LIFE

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\* Add \$30 to a 1 year new or renewal SALIFE subscription and also receive the next issue of SAHomes & Interiors, and the next four issues of SAGardens & SAOutdoor Living (save \$20.60). Add \$30 to a 2 year new or renewal SALIFE subscription and also receive the next two issues of SAHomes & Interiors, and the next eight issues of SAGardens (save \$95.20).

or



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**These forms are Sensational!**

**All Property Management & Tribunal Forms are online.**

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**Also check out the new Property Form condition report which is especially designed for the iPad with a fabulous new interface**

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**Genevieve: [sales@reaforms.com.au](mailto:sales@reaforms.com.au) or**

**8223 6092**

**Michael: [itadmin@lawsoft.com.au](mailto:itadmin@lawsoft.com.au)**

Brochure



## Member Practice Forms



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  - Firm logos on forms
  - Email forms to vendors
- All Property Management and all Tribunal Forms are online
  - 120 Forms without module restrictions
- Sales, Property Management, Commercial and Form 1 online, any time - anywhere
  - Contract in Mandarin for Chinese buyers
- Property Condition Reports are now on the iPad with push button screens
  - iPad forms can be used out of wi-fi and then sync when in wi-fi range



# FIRB SERVICE FOR FOREIGN BUYERS

## SERVICE TO AGENTS—CORSERS LAWYERS

**Instruction Authority & Tax Invoice**  
**FIRB Application Service and Advice**

Payment to *Corsers Lawyers Pty Ltd* ABN 38 132 171 227

I \_\_\_\_\_  
of \_\_\_\_\_  
email \_\_\_\_\_ mobile \_\_\_\_\_

hereby request and instruct *Corsers Lawyers* to apply for FIRB approval in relation to a Contract to purchase property located at: \_\_\_\_\_

*Corsers* agree to advise me regarding a proposed Contract I am considering entering into and *Corsers* will prepare an Application and apply for FIRB Approval (Foreign Investment Review) for me as I wish to purchase property in Australia.

*Corsers* 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



**Download form**



**Credit Card**

Card Number

Name on Card \* \_\_\_\_\_ \* put in name and initials as on the card

Expiry Date \_\_\_\_\_ Card Verification Number \* \_\_\_\_\_

Amount **\$550.00** Signed \_\_\_\_\_

\*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

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

# Taking Auction Marketing to a Whole New Level!



## 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

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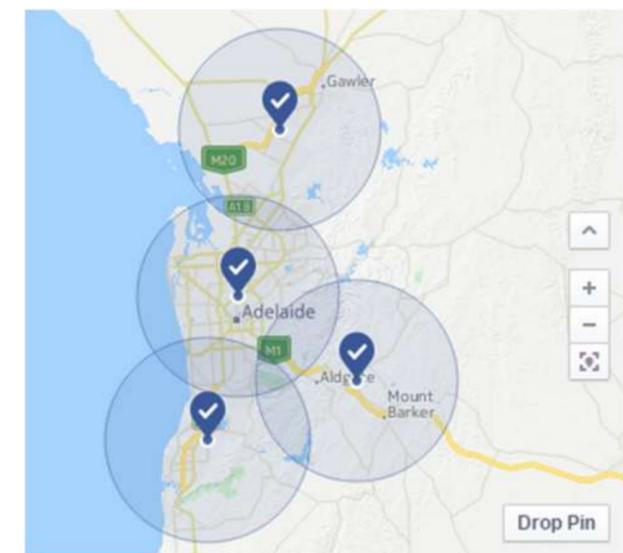


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Make sure you tell your vendors that *their auction will be advertised to thousands of the general public for free* through this Smartphone app!



# Sunset Kangaroo Island Wines

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

*Sunset Winery ...share the experience*



**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**

'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 .....

## ***Sunset Winery Kangaroo Island***

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***PO Box 133***

***Penneshaw***

***South Australia 5222***

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- 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



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- E-Brochure

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# Solitaire Automotive Group



## Solitaire Automotive Group



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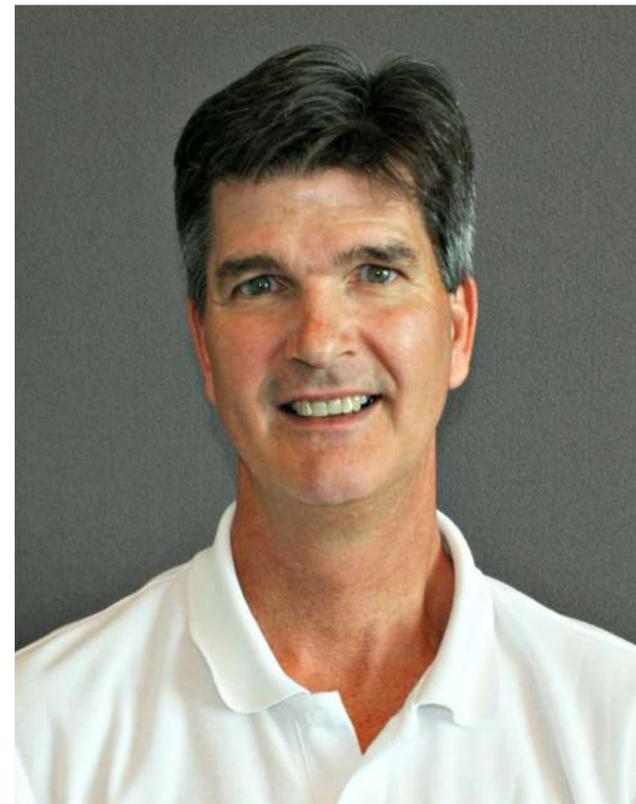
Contact Chris Gill  
The Form 1 Company

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)



**Chris Gill Tel: 7221 4908**

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# FORM 3 COOLING OFF WAIVER SERVICE



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# SkyVue

**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**

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