

Society acknowledges outstanding service from Ross Deere

The Society of Auctioneers & Appraisers (SA) Inc. was incorporated on the 3rd day of December 1981.

The Government of the time as part of their ongoing commitment to self-regulation had made a decision to repeal the Auctioneers & Appraisers Act of 1934-1961 where practitioners were required to be licensed.

The then Director General of the Department of Public & Consumer Affairs was concerned that there would not be a body representing Auctioneers and Appraisers in S.A. and had approached the Real Estate Institute of S.A. to form a suitable body to self regulate the industry and to provide standards of Practice, Ethics and Codes of Conduct.

The Society came into being and the first meeting was held on 2nd April 1981

by GARRY TOPP FSAA (LIFE)

(Bruce Messer as Chairman).

In 1983 Charles Ross Deere was appointed Secretary and held that role for 17 years until the year 2000 where he stepped down as Secretary, however he continued as Account and financial advisor for the Society until his retirement in February 2005.

Ross Deere served the Society virtually continuously for 22 years and Lorraine Deere his wife was an integral part of their Company Deere Allchurch & Co both of whom we had a close relationship for all those years.

I had the honour of serving on the Board for 8 years.

My fondest memories of Ross Deere are that a meeting could not be started until his tape recorder was on where he recorded the entire meeting.

He was the keeper of the Constitution, everything we ever wanted to do, we asked Ross but unfortunately it was not permitted. But we always found a way!

Whilst we had a President and a Board, Ross presided over our integrity, our future and over our many ego clashes and had an uncanny knack of keeping us performing and on the straight and narrow.

The Society is now in a strong financial position, with our Membership continually growing.

The Society is now recognized by the Government as an influential lobbying body in matters of Auction and OCBA recognizes the Society and seeks advice from the Society in matters of Training.



The Society's Training is first class and we now deliver Nationally Accredited Training for all categories including Real Estate, General & Livestock.

Ross, it is from your due diligence, strength of character, insistence on never cutting corners and the way you guided us with the upmost integrity that has seen the Society grow to the high profile vibrant and passionate body that it is today.

You attended over 200 meetings and 17 AGM's and your contribution and commitment will be remembered by us all and if you would care to check our web page, auctioneers.com.au, we have included a full page of your service to the Society in the History of the Society 1981 to 2005.

Ross we sincerely thank you for your guidance, friendship and expertise and we will surely miss you.

We understand that you and Lorraine will move to Queensland where you intend to further your interests playing in jazz bands, don't forget to let us know your new address because we are all travelling to Queensland in September this year to support Rod Adcock in his second attempt to win the Australasian Auction Championships.

We might all call in, please have the scones ready!

Upcoming Events

Livestock Auction School
Friday 6th May

Messenger Newspapers~Adelaide Bank
Golden Gavel Competition

Wednesday 18th May
Real Estate Heats

Friday 20th May
Metropolitan General Heats

Monday 22nd May
Livestock - Cattle, Sheep & Country
General Heats

Friday 27th May
Gala Dinner & Awards

Record Auction Result in Hyde Park

Knowing that the auction was going to be a ripper, I went and bought a new \$20 Parker pen at the newsagent across the road, as I had left mine at home in the rush to the office. The building which I have been trading out of for the last six years was going to fetch a record price for the Hyde Park precinct, and as good luck prevailed I was the chosen agent.

I had a desk laid out with registration forms and a few Bic pens, along with my Parker pen. Within seconds my Parker pen had gone. During the mid auction stall at

by MARK GRIFFIN MSAA

\$2.2m I asked if the person who had taken the pen by mistake could return it after the auction. The property on 785 sqm sold under the hammer well over reserve for \$2.5 m.

The next day I was thinking about the Parker pen when I remembered that it was an ink pen, which would run if water went on the paper. I did the test and only one registration form ran. So I phoned and asked how my Parker pen was travelling. To his surprise, he asked how I knew that he



had the pen. Crime solved with a record price . . .

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

APRIL 2005

Repositioning the WOW Factor

by ROD ADCOCK FSAA

Members, Guests and Sponsors

Can I say up front how delighted I am to be on 'the other side of the fence' as the 2005 Messenger Newspapers~Adelaide Bank Golden Gavel Trustee.

This year's event starts today (although planning started way back in December) and culminates with the Messenger Newspapers~Adelaide Bank Golden Gavel Finals and Gala Dinner on Friday, 27th May from 6.30 pm at the fabulous Festival Centre.

This year's finals will be different - as we try and re-position the "WOW" factor each year. This year for the first time three finalists will compete for the Golden Gavel at the Gala Dinner - with a ready-made audience of approximately 300 people as their critics.

Three finalists will work their way through the "twists and turns" of their finals auction in front of most likely their biggest audience ever.

Daunting - exciting - astonishing - preparation and focus will be essential for those three finalists to put on the show of their lives and showcase their auctioneering skills.

The categories in this year's competition are as follows:

- Real Estate Senior (the category for metropolitan and country auctioneers which leads to the Golden Gavel Finals)
- Novice Real Estate (for auctioneers who have conducted no more than 5 live auctions)
- Metropolitan General (for general and fine art auctions)
- Livestock (categories of sheep and cattle)
- Livestock Under 25s (both winner and runner up both being South Australia's entrants into "National Young Guns Competition" at the Sydney Royal Show)
- Country General
- Auctioneer Agency of the Year (new category requiring a minimum of three competitors from a group or independent. Scores are totalled for group to find the highest group point score)

The winner of the coveted Golden Gavel Award will also represent South Australia as the second contestant in the Australian

You win because it advances your professional development as an auctioneer. You win because of the prestige associated with being named as a Category Winner.

And you also have the opportunity to

Senior Auctioneering Championships to be held in Brisbane later this year.

Those that win any of these categories win - there are no losers!

...continued on page 2

Messenger Newspapers~Adelaide Bank Golden Gavel Top 10 Principal Marketers



L-R: Scott Murphy - Scott Murphy Real Estate, Oren Klemich - Klemich Real Estate, George Kiritis - Ray White Mile End, Peter Kiritis - Ray White Woodville, Iris Williams - L J Hooker Berri, Alf Talotta - Ray White Colonel Gardens, Deborah Tucker - Raine & Home McLaren Vale
Absent: Phil Harris - Colonel Light Gardens, Frank Azzolini - L J Hooker West Lakes, Don Nikou - L J Hooker Henley Beach

Messenger Newspapers~Adelaide Bank Golden Gavel Top 10 Sales Consultant Marketers



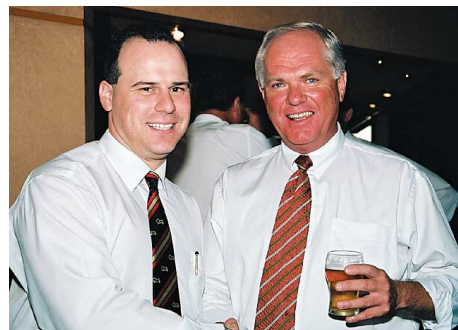
L-R: Sue Gonis - Ray White Mile End, Steve Mitsos - Ray White Woodville, Kay Morris - Toop & Toop Real Estate, Bronwyn Petherick - Ray White Glenelg, David Blight - L J Hooker Henley Beach, Judy Morris - Klemich Real Estate, Andrew Welch - L J Hooker Kensington
Absent: Sadie White - Smallacombe Real Estate, John Ewer - Century 21 Central, Steve van der Borch - Brock Harcourts

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Agents being caught by GST – Society Contract & Agency Agreement addresses all GST Issues

The Tax Office has indicated that it will investigate real estate transactions where GST should have been paid but was overlooked or not dealt with correctly. LawSoft has updated the Sales Agency Agreement and the Contract to require Agents to consider GST issues at the point of Agency and to confirm the GST status at time of contract signing.

Whilst most residential properties do not attract GST, newly created allotments, new dwellings and substantially renovated houses may have GST implications and in these instances, even if a Vendor is not registered for GST, the Vendor may be required to address GST implications. Most residential developers will opt to implement the margin scheme, however this must be agreed in writing between the Vendor and Purchaser prior to settlement. The AucDocs Contract has a tick box to confirm that the margin scheme is being used giving the parties to the transaction an opportunity to seek GST advice. Remember that Agents cannot give GST advice so it is imperative that the Vendor instructs you on GST issues. If you wish to attend the next document training Workshop on Thursday, 21st April, please contact the Society's CEO, Garry Topp.



...continued from page 1

win some amazing holidays and cash rewards.

All you have to do is "take the step" and commit to being part of this nationally acclaimed auction event.

Nomination forms will be posted to you shortly – I urge and encourage all auctioneers to take up the challenge – it doesn't matter how ordinary you may think you are – I can guarantee you that you will come out the other end a better auctioneer and do your bit to promote the wonderful profession of auctioneering.

As trustee I can assure you that the competition will be fair – it will be challenging – there's nothing to fear – and the winner will be you.

To all those competing in all categories – good luck and good auctioneering.

