

## Society Updates web page yet again



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### AUCTION CAN SAVE THE DAY!

Setting Powerhouse Auctions in a Changing Environment  
 A dynamic, innovative specialist auctioneers skills workshop



Auction success is a shared responsibility between the auctioneer and the salesperson. Learn how to set up an auction to sell on the day. Hear the experts (Lindsay Warner, Richard Thwaites and Phil Harris plus Brett Roenfeldt) go through the auction process from listing day to auction day.

**Date:** Friday, 3rd March 2006

**Time:** 9.30am - 12.30pm

**Venue:** HIA Conference Centre, Station Place (corner Port Road), Hindmarsh

**Cost:** members \$27.50 ea non-members \$33 ea

Booking Forms on the web @ [Auctioneers.com.au](http://Auctioneers.com.au)  
 For details contact Garry Topp on 8372 7830.

## Introducing Board Member . . . RICHARD THWAITES

RICHARD THWAITES leads his team by example. Since entering real estate Richard has notched up numerous personal successes, including being top salesperson for the L.J. Hooker group and being nominated for The Advertiser Top Salesperson of the year and being a Platinum Life Member of the L.J. Hooker Captains Club. In 2005 he was inducted as an L.J. Hooker "Admiral". This is a select group of Franchise owners who advise the company nationally.

He holds the Real Estate Certificate and also gained the Certificate in Real Estate Management from the University of New England and the Auctioneers Certificate starting his auction career in 1982.

Since Richard purchased L.J. Hooker Kensington 19 years ago the company has been the single most successful South Australian L.J. Hooker office, winning the champion sales office award three times, being named Top State Auction Office eight times, winning five excellence in marketing awards and the title of top referral office. In both 1999 and 2000 Kensington eclipsed all these by being named the NATIONAL TOP AUCTION MARKETING OFFICE. In a field of over 700 offices Australia-wide this was no mean feat and reinforces the high calibre of our auction expertise and leading the way not only in auctioneering but also auction management.

Richard is a member of the Real Estate Institute of South Australia, where he sits on the Professional Standards Committee, and the Society of Auctioneers and Appraisers South Australia, where he is currently serving a term as committee member and



also served for four years in the mid 1990s. In addition to this he has also been a judge in the State's top auctioneer competition, the **Messenger Newspapers-Adelaide Bank Golden Gavel Award**, and competed in this award in both 2003 and 2005 where he was a finalist on both occasions. ●

## The 13th Vintage Messenger Newspapers ~Adelaide Bank Golden Gavel

by **LINDSAY WARNER FSAA**  
 (Trustee and Board Advisor 2006)

Fresh from the 2005 **Messenger Newspapers~ Adelaide Bank Golden Gavel** victory celebrations and an enlightening trip to the Gold Coast to complete in the **Australasian Auctioneering Championships**, it is now all hands on deck as I commence by term as Trustee for the 2006 **Messenger Newspapers-Adelaide Bank Golden Gavel Competition and Awards**. Already the planning meetings are in full swing in what again should be a year of challenges for the Trustee, the organising committee and auctioneers to increase their professional skills through education and competition.

The launch of the **Messenger Newspapers-Adelaide Bank Golden Gavel** competition will be held at the **National Wine Centre on Tuesday, 28th February 2006**.

Heats for **Auctioneer Agency of the Year, Novice, Real Estate and the Golden Gavel Senior Real Estate** will be held on Wednesday, 10th May, **Livestock and Country General** will be held on Tuesday, 16th May and **Metropolitan General** will be judged in the field during March with the **grand final** at the **Gala Dinner on Friday, 26th May 2006**.

As in previous years, the quality and professionalism of



our craft continues to develop and improve and we look forward to another year of surprises and congratulations as our auctioneers do battle for the Golden Grail, the **Messenger Newspapers-Adelaide Bank Golden Gavel**. ●

## Boys with their toys

by **GARRY TOPP FSAA (Life)**

The Society announces Lexus of Adelaide as a Key Sponsor for 2006.

Pictured is Society Head Trainer and Past President Brett Roenfeldt taking delivery of his brand new **Lexus IS250** from **Paul Johnstone at Lexus** on West Terrace.

Brett had compared this vehicle with the 3 series BMW and the Mercedes Kompressor sports and it was evident that the Lexus IS250 was significantly better value for money than the competition with excellent features including **rear view camera, state of the art GPS satellite navigation system, directional lights that turn with the car, push button start with sensor pad contraol The Mark Levinson sound system** is absolutely fabulous, Brett has been a Lexus driver since 2000 that could not fault the Lexus encore Customer Service Program which is outstanding so it was a natural progression to get the newly released IS250. ●



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LEXUS of Adelaide



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# Bowden Printing

When Bowden Printing first opened its doors in 1935, printing was – for all intents and purposes – a craft.

Today, the focus has changed. Technology has abolished the technical limitations that once stood in the way of printing. Today, businesses require a printer who has the capacity to deliver solutions, be highly innovative and has the capacity to work with them to achieve their goals.

Bowden Printing has met these challenges head on and as a result of major capital investment, they provide an operation that now boasts industry-leading technology. What sets them apart is the ability to combine this technical proficiency with a range of seven creative and strategic services that produce tangible results for their clients.



Andrew Town

## 1. PRINT LOGIC

Print Logic is essentially an off-site warehousing and logistical management system that can offer customers significant cost savings. Bowden Printing will develop a customised fail-safe print management program for their customers and take on the responsibility for managing their total printing inventory.

## 2. PRINT BASE MARKETING

Printing is one of the most cost-effective marketing communication tools available to business. Whether they are a big or small business, Bowden Printing can help their customers develop an effective communications campaign and works with them every step of the way, from planning and creative development, through to production, distribution and data base management.

## 3. PRINT DIGITAL

If a customer needs it quick, only needs a few, or is working to a small budget, then Print Digital could be just the right printing solution for their business. Print Digital utilises digital printing technology to produce short run, quality colour or black and white printing in a whole range of formats. From

business cards to a booklet, or from leaflets to banners, Print Digital provides a flexible alternative to traditional printing.

## 4. PRINT DISPLAY

Bowden Printing's Print Display offers a dynamic range of display options such as lightweight, self-supporting frames which can be assembled in seconds and collapse down to an easy-to-carry bundle, which will fit in overhead aircraft luggage storage. Also, there are stylish, head-turning illuminated signs that can be hung on a wall or in a window. Or, what about dominating suspended banners . . . another great eye-catcher.

## 5. PRINT FINANCE

Print Finance is a simple low-cost way to cover the cost of a printing project without tying up working capital, or going through the ordeal of extending credit facilities or applying for a new loan. Print Finance removes cash flow restrictions and helps Bowden Printing's customers to get on with running their business.

## 6. PRINT QUALITY GUARANTEE

Bowden Printing gives their customers a written Quality Guarantee. It's a unique initiative that represents a tangible commitment to quality. The quality of their customer's printing will ultimately influence their customer's perception of their business. That's why, to put their customer's mind at ease, Bowden Printing provides a proofreading service and a written Quality Guarantee.

## 7. PRINT TRISET

Computer stationery, cheques, forms and carbonless sets are all part of the data collection and record keeping process in every business. The merging in 2002 of Triset Business Systems SA with Bowden Printing has enabled them to add these documents to the existing comprehensive product range. The range also includes Triset's unique manual accounting and record systems.

Each of these services has been used successfully by a range of Bowden Printing's customers to help them achieve their performance objectives.

If you believe any of these services could benefit your business, please call Andrew Town on (08) 8340 3588. ●

# Government Buildings Auctioned by Evans Clarke National

Evans Clarke National has continued their great success in major asset disposals by conducting two of S.A.'s largest Government transportable building auctions for 2005. The first auction was held onsite, in the township of Leigh Creek, in April 2005 on behalf of the State Government, where approximately 50 houses were successfully auctioned and a co-ordinated removal followed.

The second auction was the Maralinga Village disposal on the 1st of December 2005, on behalf of the Commonwealth Government. In 1995 the Commonwealth Government built a modern accommodation camp at the old Maralinga Village site to accommodate up to 60 workers for the planned \$100 million Maralinga Rehabilitation Project. Maralinga is a 5 hour drive north of Ceduna and is very remote. With this in mind, the auction called for an in-room auction approach

at ECN's headquarters at Woodville North. ECN combined the traditional auction together with a live webcast, where people from all over Australia bid online and achieved a fabulous result for the Commonwealth Government. Bidding was very strong with the basic 4 room accommodation transportable's selling for between \$10,000 to \$30,000 each and the larger mess halls for over \$40,000. The auction method Evans Clarke National recommended proved to be much more successful than previous offers the vendor could have accepted. Ian Newell & Robert Mitchell were the auctioneers at both of these sales and worked together with Peter Messer and Belinda Foley on marketing. ●



Ian Newell



# New House will Help Hundreds of SA Kids

The Sports Challenge Foundation and McCracken Homes have teamed up to build a house that will help hundreds of South Australian children.

The magnificent two-storey home, located in McCracken Estate at Victor Harbor, will be auctioned in January, with all proceeds going to help South Aussie kids through Novita Children's Services. Established in 1939 as the Crippled Children's Association of SA, Novita is a world leader in the provision of therapy, equipment and family support to more than 1200 local children with a disability.



The four-bedroom home, valued at over \$400,000, features striking, modern décor, state-of-the-art appliances and sweeping views over the neighboring McCracken Golf Course.

Media personality and Sports Challenge Foundation member John Riddell says buying a charity auction home is a great way to "give a little

bit back" to the South Australian community.

Jo Lambert from Society Key Sponsor, Property Enhancers furnished the home for the builder, McCracken Homes with state of the art ultra modern trendy furniture which will ensure that it enhances the presentation and appeal and hence the end result. Jo Lambert said "It was an honour to be selected as the preferred supplier to McCracken Homes" and Jo Lambert and assistant Tahnee Skoljarev are seen with John Gillett from Brock Harcourts Victor Harbor while John Riddell, Russell Ebert, Barrie Robran and Novita client Dianne Juleff participate in the promotion. ●



PRD RE 26A

## CONDUCT PROPERTY SALE BY AUCTION

### REAL ESTATE AUCTION SCHOOL

Nationally accredited course in association with the Housing Industry Association

For Real Estate Auctioneers:  
A dynamic, innovative specialist auctioneers skills workshop

This two-day workshop is designed for novice real estate auctioneers or experienced auctioneers wishing to hone their delivery skills and fine tune their performances. It is packed with stimulating activities designed to develop your own unique personal style, and presentation, to give you the winning edge.

**Date:** Thursday, 16th & Friday, 17th March 2006  
**Time:** 9am - 5pm  
**Venue:** The Media Room Adelaide Oval, Memorial Drive Adelaide  
**Cost:** members \$499 non-members \$594  
**Booking Forms on the web @ Auctioneers.com.au**  
For details contact Garry Topp on 8372 7830.

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Limited to 6 participants only  
Please book early