

# Australasians

by GARRY TOPP F.S.A.A. (Life)

2006 Messenger Newspapers-Adelaide Bank Golden Gavel Winner Paul Henry and finalist Phil Harris did South Australia proud as they competed in the Australasian finals in New Zealand on 18th and 19th September at the Sky City Grand in Auckland. Whilst Phil made the finals, the trophy went to Scott Kennedy-Green of McGrath Estate Agents in New South Wales. The other two finalists were both from New Zealand, Mark Sumich and Phil McGoldrich. ●



SA supporters at the finals



Phil Harris and Scott Kennedy-Green



Paul Henry, Justin Long and Lyndsy Worner



Michael Fenn, Anthony Toop and Justin Long

## PRD RE 27A - TWO DAYS MONITOR CHATTEL AUCTION & CLEARING SALE GENERAL AUCTION SCHOOL

National Statement of Attainment Issued on Successful Completion

**For General Auctioneers:**  
Basic training in all aspects of delivery and voice projection, opening, closing, etc.

**Dates:**  
Wednesday, 8th and  
Thursday, 9th November 2006

**Time:** 9am - 5pm

**Venue:**  
Next Generation  
Memorial Drive, Adelaide

**Cost:** members \$495, non-members \$594

**Please book early**



## 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.

**Dates:**  
Thursday, 2nd and  
Friday, 3rd November 2006

**Time:** 9am - 5pm

**Venue:**  
Next Generation  
Memorial Drive, Adelaide

**Cost:** members \$495, non-members \$594

**Limited to 6 participants only - please book early**



Exclusive Trainers  
To The Society  
Of Auctioneers &  
Appraisers (SA) Inc.

# Vision for the Future

by COLIN HOCKING M.S.A.A., PRESIDENT

Like all auctioneers I am passionate about our industry and the future of South Australia and it is a great honour to be elected President of the Society of Auctioneers & Appraisers (SA) Inc. for 2006/2007.

As a specialist of Government Vehicle auctions I believe my knowledge of Auctions and Government processes will assist me in representing our Industry and provide a progressive and innovative vision for the future.

Why is a strong and healthy Auction Industry important? Auctions are a leading barometer in our economy providing early indications of the impact of taxes, interest rates, and even droughts.

Auctioneers provide market intelligence so the public can make informed decisions on what is the best way to handle the sale of their home, livestock or assorted chattels.

Our role is to provide situational awareness of the market and combine that knowledge with the needs of our clients to facilitate the best possible outcomes.

Auctions open the door to the right purchaser; open and honest competition and a predetermined settlement date.

Auctioneers are passionate and committed to excellence



New Board for 2007: Andy Edwards (Elders), Wally Karpiuk (Century 21), Lindsay Warner (Board Advisor), Brock Harcourts, Colin Hocking (Government Auctions SA), Richard Thwaites (L J Hooker), Wayne Johnson (Century 21), Phil Harris (Toop & Toop)

and have a culture of continual education and practise to further improve skills to add value to your next sale. Appraisers also committed to excellence value assets and provide integral data to enable the important decisions to be made.

Over the next 12 months, I look forward to servicing the needs of our Members, the general public and all associated interest groups. ●

## STEVE VON DER BORCH PRESENTED WITH MASTER AUCTIONEER RECOGNITION

Steve commenced his Real Estate career in 1984 with McClurg and Co First National then joined Delfin Real Estate then Burton Groves First National, he then joined Brock Real Estate in 1993. Michael Brock suggested that those who wished to be trained as Auctioneers should stay behind after the sales meeting and Steve did.

After months of training and the experience of observing at close quarters some of the industry's most accomplished Auctioneers, Steve entered the Inaugural Messenger Newspapers-Adelaide Bank Golden Gavel Awards State Auctioneering Championships in 1993 as a novice, a title he won the next year. With the confidence of that win and his mentor Michael Brock he shortly conducted his first auction in the field.

After passing in his first six auctions he finally sold one that

he had to beg his father Geoff not to sell prior. Steve has entered almost every Society championship since. In 2001 he won the city zone section of the championships.

Having now conducted hundreds of auctions over a 12 year period he prides himself on an exceptional sale rate under the hammer of over 75%.

He is a proud member of the Society and looks forward to contributing to its cause his own business Brock Harcourts Semaphore is more established. ●



Colin Hocking and Steve von der Borch

## PAUL DU PLESSIS PRESENTED WITH MASTER APPRAISER RECOGNITION

Paul joined the Society as an Appraiser shortly after its inception in the early 1982. In his capacity as an Appraiser, Paul participated at numerous of the early "What's It Worth?" Appraiser Days, including an extremely memorable traffic-stopping event held at the Westfield Shopping Centre which had in excess of 1,000 people lining up for hours to have their valuable and treasures antiques valued.

During Nick Baranikow's Presidency, Paul was elected to and served on the Board of Management of the Society, heading up the Appraisal section where he continued to contribute both time and energy in the promotion of the Appraisal Days. Paul was often approached by charities to arrange Society Appraisal

Days to lend support these including Children's Charity at Gawler. Highlighting the Society's work and raising its profile within the general community, whilst promoting the benefits of membership of such an organisation.

Paul later served on the Board of Management during Jonathon Moore's Presidency in a similar capacity and continues to contribute his time to these events. ●



Colin Hocking and Paul du Plessis

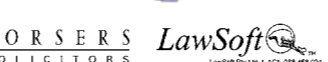
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# Society Golf Day

by GARRY TOPP FSAA

2006 Society Of Auctioneers and Appraisers Golf Day was held at beautiful Mt Osmond Golf Club, were a field of ten teams faced the elements. The weather was extremely kind given heavy rains and the course being fogged out the day before however the course was in fantastic condition. An ambrose competition made play most enjoyable. The winning team L.J. Hooker Glenelg with a net score of 55.5 took the trophy and players were Paul Henry, Nick Baranikow, Peter Grzesch and John Gallagher. Runners-up representing Brock Harcourts were Hamish Mill, Lindsay Warner, and Brain Humble. The Adelaide Bank team of Chris Jones, Matt Gray, Peter Jeffries, Brendan Donald received a special award as the most hospitable and friendliest team on the day.

The Sponsors provided some great prizes including golf bags, umbrellas, wine packs and printing vouchers. Nearest to the Pin went to John McCrostie, Longest Drive went to John Gallagher, and the Straight Drive winner was Matt Gray.

Colin Hocking and Bronwyn Petherick must be congratulated for their organisation ably assisted by drinks cart attendants Megan Topp and Jane Belperio which ensured another highly successful event for the Society and major sponsors Messenger Newspapers and Adelaide Bank and Key Sponsors Adcorp, Lexus of Adelaide, Property Enhancers, Bowden Printing, and Australian Property Monitors, and our thanks also to Courses Solicitors, The Advertiser, and of course Kirrihill Wines. ●



The winning team of Peter Grzesch, Paul Henry and John Gallagher (Nick Baranikow absent)



# Society Annual General Meeting



## Adelaide Bank. For all your banking needs.

At Adelaide Bank we offer a full range of banking and finance services. We have friendly, attentive staff and branch managers personally available to speak with you should you require. And with our head office located right here in Adelaide, you can be sure your personal business will be approved and processed quickly, efficiently and better still, locally.

Our wide range of branches, some of which are open Saturday mornings, are located throughout the state for your convenience.

Adelaide	55 Gawler Place	Mt Barker	Shop 4, Gawler Street
Adelaide	90 King William Street	Mt Gambier	16 James Street
Adelaide	169 Pirie Street	Munno Para**	Munno Para Shopping Centre
Blackwood	252 Main Road	Newton	Newton Shopping Centre
Burnside	Burnside Village Shopping Centre	Noarlunga	Shop 12, Centro Colonnades
Fulham Gardens	Corner Tapleys Hill and Valetta Roads	Norwood*	180 The Parade
Gawler	3 Commercial Lane	Port Adelaide	Port Canal Shopping Centre
Glenelg	120 Jetty Road	Prospect	North Park Shopping Centre
Kilkenny	Centro Arndale Shopping Centre	Salisbury*	63 John Street
Marden	Marden Shopping Centre	Unley	184 Unley Road
Marion*	455 Morphett Road	Victor Harbor	Victor Harbor Central Shopping Centre
Modbury*	970 North East Road	West Lakes*	Westfield Shopping Centre
Morphett Vale*	197 Main South Road		

\*Open Saturday mornings 9.00am to 12.00pm. \*\*Opening December 2006.

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