

Stephen Lumb – a great mate – a sad loss

Passed away on 1/11/2004. Stephen will be remembered as a fine Auctioneer and Appraiser and Wine Industry icon, awarded as a Master Auctioneer on 8th September 2004, always prepared to share his knowledge and expertise with others, will be sadly missed.

by PETER SCAMMELL



When asked to write a few lines in memory of Stephen Lumb, I accepted with alacrity, not immediately realising the futility of trying to encapsulate in those lines, even a fraction of the man that Stephen was and still is in the hearts of those of us who were fortunate enough to know him and have this friendship. Do I put down the usual platitudes of family, career, sporting achievements etc . . . or do I attempt something more personal.

The former is necessary for the illumination of those who did not know him. The latter is necessary to capture something of the essence of the man and fix it before memory fades and dulls the brightness.

Stephen, as a member of The Society, was first and foremost an auctioneer and chattels valuer (Real Estate was not his bag). Subsequently a wine auctioneer and valuer of note! He began his career in the late 1970s as a storeman with Theodore Bruce Auctions. He brought with him a sense of humour and a zest for life distilled from his family and sporting life (he was a state champion men's hockey goalie).

At Theodore Bruce's, he observed and learned from the old school of auctioneers in action. He developed a wry sense of the ridiculous and met Shane Meldrum (Small & Whitfields), with whom he shared the learning curve and humour.

Here he also met the "Human Dynamo", Colin Gaetjens, in his original capacity as general auctioneer and valuer. Their careers were to become mutually beneficial. With

the closure of Theodore Bruce's Auctions, temporary as it turned out, Colin set up his own valuation practice, specialising in commercial plant and equipment and, in particular, all things wine related. Stephen joined Colin shortly after as Colin's assistant, factotum, Man Friday etc. Steve would probably add slave and whipping boy, but say it with a laugh over a glass of red.

Ten years passed in the hothouse of Gaetjens' perfectionism. Oddbins Wine Auctions was formed and developed. Stephen's knowledge and experience grew, as did the respect and, in many cases, affection of those who came into contact with him.

The quantum leap in Stephen's career came when Colin Gaetjens decided to focus on his valuation practice and offered to sell Oddbins Wine Auctions to Stephen and his co-worker Merrilyn Middleton. Accepting the offer was a big decision. Money was short and Stephen and his wife Sue had four daughters, a dog, a mortgage and, as Stephen said, "not much more".

However the decision was made, a partnership was entered into, a lot of hard work put in and a successful business was turned into an even more successful business. There rest is history and Oddbins is a national player in wine auctioneering and valuations.

Two and a half years ago, aged 45, Stephen was diagnosed with intestinal cancer, which, despite intense treatment, defeated him early in the morning of 1st November 2004.

The loss of Stephen as a friend and colleague has not yet fully settled on many of us, but writing this may help me at least, to cope with that loss. Stephen and I first met 14 years ago during a combined valuation job. I was going through a painful career change and handling it badly, but from the moment I met Steve, laughter was our constant companion.

The other enduring memories of Steve are the love, loyalty and pride he had for his family, the pride and ambition he held for Oddbins, his ability to give friendship without expecting anything in return and his joy in simple pleasures. Wit, humour, repartee, good company, food and wine – long lunches and meals in general.

His willingness to give his time and expertise to raise funds for charity even though he had a gruelling schedule of his own. A hard and dedicated worker.

Above all, his honesty and ethics! Short and easy words to utter, but oh so hard to live up to.

Summing up: Steve was a good bloke.

Form 3 Waivers for Contracts

by MARK KURTZE

Corsers have set up a form attached as a pdf for Agents to use when their purchasers may need a lawyer to attend and prepare waiver certificates for unconditional contracts. This may be of interest to your members. Often it is hard to find a lawyer promptly or available.

If members need an independent lawyer to review Contracts and sign a Form 3 etc

for a Purchaser Corsers are happy to assist.

We ask that any members wanting to use this service should first get the purchaser to fill out the form and the agent needs to confirm to us and fax it.

Corsers charge \$100 + GST and we will meet any Purchaser and help members put

offers together but the form needs to be signed by the purchaser and organised by the member's office.

A time and motion study really means the work is 20 - 30 mins an interview and review so the rate is our normal hourly rate.

We ask though that the form and authority be organised by the Agent before any interview is set up so we save on admin time.

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DECEMBER 2004

Christmas Wishes From Your Society



Photos taken at the "Summer Frolic" Christmas Drinks held at The Oyster Bar, Holdfast Shores on 25th November.



FROM THE PRESIDENT'S DESK

As 2004 draws to a rapid close, I look forward with optimism at 2005. Thanks largely to active past Presidents, a passionate CEO and Board Advisors, the Society stands in good stead. My focus now is to continue this legacy into the future to make sure the Society continues to grow and work for its members, for the betterment of the professions.

2005 will be a year of firsts for The Society,

hosting a Young Achievers breakfast featuring three of the leading lights within the real estate profession, along with a never attempted before Messenger Newspapers ~ Adelaide Bank Golden Gavel like no other, plus an all new separate Appraiser Day Expo to be held on a grand scale at the Adelaide Convention Centre.

As the Adelaide real estate market continues to defy the rest of the country with

by JARROD TAGNI MSAA
PRESIDENT



leading Auction clearance rates and growth at this very religious time it's just got to make you feel blessed that we live in the best state in the best country in the world!

Yuletide greetings, for a safe and happy festive season - see you in 2005.

The Society of Auctioneers & Appraisers (SA) Incorporated • 8 Greenhill Road, Wayville South Australia 5034
Telephone 8372 7830 • Facsimile 8272 7545 • Email society@auctioneers.com.au • www.auctioneers.com.au

THE PROFESSIONAL BODY REPRESENTING PRACTITIONERS IN THE SPECIALIST FIELDS OF AUCTIONEERING & APPRAISING IN SOUTH AUSTRALIA

You could have heard a pin drop! Judy Morris

Over 100 Society of Auctioneers & Appraisers

by GARRY TOPP MSAA

Auction system as her preferred marketing system and her tips for success.

Members attended the Society's Breakfast of Champions on Thursday, 28th October in the Brougham Room, Hotel Adelaide International, with stunning panoramic views of Adelaide from the 7th floor.

Industry icon and winner of the inaugural Messenger Newspapers ~ Adelaide Bank Sales Consultant Auction Marketer of the Year, Judy Morris, captured the attention of the entire room with her personal insight into the secrets of her outstanding success in the Real Estate Industry. This was the first time Judy had ever given a personal look into her amazing career.

As Judy was interviewed in a casual, relaxed format by four times Messenger Newspapers ~ Adelaide Bank Golden Gavel winner, Brett Roenfeldt, a life Member of the Society, we were taken on a journey through Judy's career from Nursing and years of Community service to commencing her Real Estate career at the age of 47. Some of the highlights of the interview were a typical week in the life of Judy Morris, insights into how she maintains her passion for the profession, why she continues to embrace the

Judy was awarded Australia Day Citizen of the year in 1987, recipient of *The Advertiser* Sales Representative of the year in 1994 and recognised by the Society of Auctioneers & Appraisers as the Top Auction Marketer this year at the Golden Gavel Awards held in May.

It was great to see the support of the Klemich Real Estate team including her PA, Secretary & husband John, with all staff including Oren & Gill Klemich. The Society of Auctioneers & Appraisers Breakfast of Champions has grown to become one of the profession's leading breakfast events and the Society recognizes Jarrod Tagni MSAA (President), for his vision when he pioneered this event last year.



Kathy Tapley, Ronda Vandervalk, Patty McKibbin & Annette Brennan



Fons Caminiti, Ivan Batholomew, Jarrod Tagni, Sam Bowden & Chris Gill



Lindsay Warner, Leo Redden, Steve Redden & Brett Roenfeldt



Ros & Noel Pettman Remy Woods & Barry Burroughs



The Klemich Table



Phil Harris, Mat Smith & Alf Talotta



Jack Horton, Peter Grzesch & Danny Canny

Country Roundup

by RICHARD COOPER MSAA



A strong but late start to most of the season and good follow up rains can be reported over most of the state's agricultural and pastoral areas. Isolated pockets are below average and will pull the state's production forecasts back on the rather bullish forecasts of just a few weeks ago.

The west coast including lower Eyre Peninsula, as well as Streaky Bay, Ceduna, Elliston and Wudinna districts is having a good season but Central and Eastern EP had a very late start and are still in need of further rains. Tumby Bay and Cowell to Cleve are facing a result well below average.

The Mid North, Lower North and Yorke Peninsula are looking good and should see some above average yields. The Mallee and Riverland had a welcome 30 mm to 40 mm fall early in the month but will require good finishing falls. The Upper and Lower South East in good heart having received above average rainfall.

Two days of above average to record October temperatures would not want to be repeated or crop and pasture yields will suffer considerably. Rural Real Estate prices continue to hold well. The auction of Limestone Hill at Jamestown resulted in record prices for the area. Sold in seven Lots with very strong local competition, values ranged from \$1,980 Ha to \$3,950 Ha.

Rob Heaslip at Elders Real Estate Victor Harbor sold 49 Ha for \$742,000 and 32 Ha for \$570,000. Brian Lock of Elders Real Estate Loxton sold 1,350 acres for \$415,000 - nearly double the price obtainable just a short time ago.

'Springhill' station containing 88,383 acres situated north-east of Mildura will be auctioned on 22 October 2004 by Michael Fernandez of Elders Real Estate Mildura.

'Midbar Ridge' 2,725.8 Ha in the Cowell District of Eyre Peninsula is for private sale at \$1.5 million and creating quite an amount of interest.

There is strong to record demand for good Agricultural and Pastoral properties at the moment, however the lack of quality listings is as always foremost in everyone's mind.

Real Estate Legislation Update!

The Society recently responded to the proposed legislation by submitting a detailed submission to all South Australia's 70 Politicians in both Houses of Parliament. We have received numerous positive responses. Please refer to our website auctioneers.com.au in Member login "SAA positioning statement on Real Estate Reform" for a copy of our submission.

Whilst there are many clauses that the Society strongly disagrees with, the single most disruptive clause in the legislation in our opinion is the clause that relates to price range advertising where it is proposed that Agents be prohibited from advertising a property for a price range that exceeds 10% of the lower limit of the range. We expect that this requirement will result in no price range being quoted in fear of litigation. Please take affirmative action and contact your local Member with your concerns to reinforce the Society's position as to the likely impact on the Real Estate Industry in South Australia.

Complaints Against Property Auctions

By GARRY TOPP FSAA (CEO)

Would you believe that of all the thousands of complaints the Office of Consumer and Business Affairs receive every year . . . in the year 2003 to 2004, the total number of complaints received in reference to Real Estate Auctioneers was only 4.

Surely this is testament to the transparency and integrity of the auction process. Hardly a day goes by without my phone ringing with a disgruntled person who has missed out after making an offer on a private treaty sale, or buyers asking advice on how to put in an offer when they are really keen to purchase a particular property. If only all properties were auctioned, all prospective buyers would have the opportunity to increase their offer as the competition demanded and the Vendor would be assured that they get the best price!

SAA Golf Day at the Bay

The Annual Society of Auctioneers and Appraisers Golf Day was held at the Glenelg Golf Club, on a perfect spring day. Eleven teams gathered to play the enjoyable Ambrose format on the newly upgraded championship course.

Unusually low scoring was the order of the day, with the top 3 teams finishing below nett 60.

The L J Hooker Franchise dominated the results, with the team of Damian, Jarod and Chris Avery, as well as Danny Pollard

taking the chocolates.

Second was the team of Paul Henry, Peter Grzesch, John Gallagher and David Millington.

Third was the Blackwood Josh Biggs team from L J Hooker Blackwood.

Nearest the pin was one by Ian Wigg from PPB and Leigh Curyer from Southern Cross resources won the longest drive.

The day was a very well received melding of clients and staff, with the Wundersitz ladies adding some class to the group.



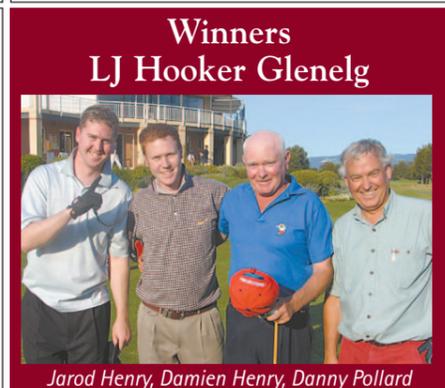
The Wundersitz Team



Leigh Curyer and Rob Mitchell



The Messenger Team



Winners LJ Hooker Glenelg
Jarod Henry, Damien Henry, Danny Pollard and Chris Avery



LJ Hooker Blackwood team



Why John Little didn't win best dressed is a mystery!



Ian Wigg and Rob Mitchell



Paul Henry, John Gallagher and Peter Grzesch