



Our 2007 President: Government, Army and the Society



Colin Hocking presides over the largest Vehicle Auction in South Australia with sales exceeding \$90 Million annually.

Colin is a career Public Servant with 10 years in the Australian Defence Force and 26 Years in the State Public Service.

During the 1980s he was Aide De Camp and for extensive periods Secretary to LTGEN Sir Donald Dunstan KBE CB KStJ (not the Premier). During this period he was responsible for the management of Vice Regal events including all events during the very prestigious Australian Bicentennial, the South Australian Sesqui Centenary and the associated royal visits.

In the nineties he held numerous management positions overseeing the downsizing and outsourcing of Government Assets.

He then took up the position of Manager of Government Disposals including the

auctioning and sale of used and obsolete goods for Government. He outsourced the general goods to Evans and Clarke and re-engineered the Vehicle Auctions with the introduction of a state-of-the-art computer system with an internet presence and then an on-line real time auction system which is the fastest system in the world designed by a former Computing Professor. Government Auctions SA is known as one of the best Motor Vehicle auctions around Australia.

During this time Colin had found time to maintain his interest in the Army Reserve. Over the last 3½ years he has been the Officer in Command of the Joint Movement Control Office in Adelaide responsible for the movement of defence personnel and equipment to and from South Australia on Operations and Exercises. In 2003/4 he was offered a position in the Head quarters of Joint Movements Group in Sydney for 6 months. During that period he was responsible for the Contracting strategic movement of Assets all over the world. This included the rotation of staff and equipment to Iraq and to East

Timor. He also contracted private jets for the Prime Minister and Opposition entourages for the Election.

At the end of this period he arrived back to Adelaide and then the Tsunami hit Indonesia and Colin was recalled to Sydney within 12 hours of it occurring to arrange the charter of Russian Aircraft that carry between 40 and 120 tonnes of cargo working tirelessly for over 16 hours a day for three weeks. This was the most satisfying job of his life knowing that what he was doing was helping injured homeless and sick.

Colin is currently a Strategic Contract Manager for Contract Services overseeing contractual arrangements for large acquisitions including Across Government Auctioneering Services. He is looking forward to moving back to Government Auctions SA in the middle of 2007 and is fortunate to be presiding over the Society in such progressive times with proposed legislation and plans on the drawing board to further enhance the Society's image, status and credibility in 2007. ●

Welcome to Lexus



Society members viewed first hand the new Lexus IS250 and the range of hybrid vehicles which have been perfected to provide exhilaration

and high performance, yet low fuel consumption. Mat Gardner, Sales Manager at Lexus of Adelaide, outlined the Lexus Encore Program which is unique to Lexus offering a level of after sales service which is nothing short of sensational. Paul Johnson, Sales Executive at Lexus, is on hand at 160 West Terrace, Adelaide if you would like to call in and see the superb range of Lexus vehicles. His contact number is 823 85400.

Four times Messenger Newspapers~ Adelaide Bank winner Brett Roenfeldt has just purchased his second Lexus – an IS250 – and absolutely loves it. ●



Coming Events

27 Feb Messenger Newspapers~ Adelaide Bank Golden Gavel Launch

19 & 20 Feb Conduct Property Sale by Auction

PAST PRESIDENTS LUNCH



Paul Henry appointed as L.J. Hooker International President – Auction Chapter

As 2006 Messenger Newspapers~ Adelaide Bank Golden Gavel Winner, and the status and credibility that this prestigious title infers, I am sure this is the first of many doors that will open for Paul Henry as he represents the art of Auction. Paul has been appointed as International President of the L.J. Hooker Chapter overseeing 700 L.J. Hooker Offices for Australia and New Zealand. The President and Board and our passionate Members all congratulate Paul on this prestigious appointment. We envisage that the Society will be able to have an official inroad into these offices as the professional body representing the specialist interests of Auctioneers and Appraisers in SA.

Best wishes to Paul Henry (Patron of the Society) and we wish you further success in 2007. ●



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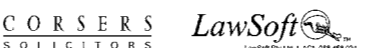
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A hive of activity at Gilberton auction!

Former Society of Auctioneers & Appraisers President and two times Messenger Newspapers~Adelaide Bank Golden Gavel winner Rod Adcock has conducted many "sticky situation" auctions during his 30 years as an Auctioneer – but none as confronting as this! Auctioneering for L.J. Hooker Kensington, Rod was 30 seconds into the "Welcome and Introduction" when a swarm of bees descended over the assembled gallery. Not having any "bee jokes" in his repertoire, and thinking of OH&S issues, he quickly stopped the auction and moved the gallery down the road in front of another property. The owners of that property were working in the garden at the time and were quite bemused to see the auction conducted in front of their home.

Whilst no-one was stung by the bees, this untimely interruption "took the sting" out of the auction, as the Californian Bungalow was passed in on a Vendor bid.

"I thought 'tricky situations' were left to auction competitions these days", Rod said, "so if you see me wearing a bee keeper's suit next time out you'll understand why!" ●

Society Christmas Drinks

What a fabulous party last night and such a happy atmosphere! Everyone was saying what a fantastic CEO you are. And you are! You have great energy, Garry, which is extremely infectious and motivating. I can see the Society really going places next year. Very exciting! Anyway, thanks so much for inviting me. I had a ball. Hope to catch up with you soon. ●

BRIDGET VAN HEURCK
LATERAL COMMUNICATIONS

AucDocs launches multi database facility

by GARRY TOPP FSAA (LIFE)

Lawsoft is about to release its latest version of AucDocs which will include a new feature to enable users to import or export forms between two databases.

For example if you are a laptop user who travels between two offices or works between home and office you can point AucDocs to the database you wish to use. Create a form, then export the form and import it into the main database at a later time.

This feature will provide users with greater flexibility for those on the move who want access to forms from both office and laptop but still maintain consistency between databases.

Another new feature within AucDocs will warn you if you open an outdated saved form so that you can update any precedent documents without concern you are using an outdated form.

AucDocs will regularly interrogate our web site to advise you of any updates as some users are failing to upgrade AucDocs as additional features and forms are implemented.

Forms located and saved on your hard disk are still the preferred method of delivery of forms for agents and these new features will assist you in keeping up with changes to forms and maintaining office best practice procedures.

If you have any queries regarding the forms please call Michael Madsen at Lawsoft on 8223 6092. ●

Real Estate Legislation – amendments at last!

by GARRY TOPP FSAA (LIFE)

As the Bill was due for its second reading in November, we again sent a submission to every Politician in both Houses of Parliament requesting changes to the Bill with reference to Auction issues . . . and at last!

The Member for Flinders, Liz Penfold, has introduced amendments along the lines of our repeated requests. The amendments (exactly what the Society requested) are now travelling through Parliament with the Bill, however the amendments are likely to be defeated in the Lower House. We will lobby hard now to the Upper House, particularly the Independents.

A copy of the Statutes Amendment (Real Estate Reform) Bill 2006-11-09 is on our web page for your information under "Member Login" together with our Final Submission (Real Estate Reform Bill) and attached is the Hansard where the amendments were put forward.

Any assistance you can give by lobbying your local Politicians will be appreciated. We will keep you informed of any updates to the current situation. ●

Meet the Board

ANDY EDWARDS

Residential Real Estate Manager
Elders Ltd SA/NT

With 20 years of industry experience in both metropolitan and regional agencies, Andy has for the last 2 years managed residential operations within the Elders SA/NT Branch Network. The role includes overall management of the network sales team, property management, SA Housing Trust and the Elders franchise group.

Andy's several years as an agency principal based in Clare provided an opportunity to auction just about all aspects of property, stock, machinery and chattels. ●

WAYNE JOHNSON

Wayne has 26 years experience in the real estate industry commencing at age 18 as a 'desk boy', conducting his first chattels and real estate auction for the Public Trustee at age 19, and completing his first real estate sale at age 21. He has owned and operated multiple real estate offices, has a Bachelor of Business (Property) degree and experience in the commercial valuation arena. He commenced the role of State Manager (SA) for real estate franchise group CENTURY 21 Australia in 1999 and was promoted to National Franchise Manager in 2005, a position which he currently holds. ●

Society Christmas Celebration

