

Ardath Acquisitions & Trading



Do you feel stuck trying to find machinery or vehicles at the right price, or being able to sell something you own at a fair price?

Are you too stretched for time to get the best deal?



Paul Thompson has farmed for over 28 years at Ardath near Bruce Rock in W.A.'s central wheatbelt and began actively trading commercial and light vehicles, transport equipment and agricultural machinery as part of running the family farming business.

Paul's knowledge of the market and passion for getting the best deal then evolved into a situation where friends, neighbours and the wider community started calling on him to help them buy or sell the right item at the right price, smoothly and seamlessly.



Ardath Acquisitions and Trading was born out of the ever increasing demand for Paul's equipment brokerage services.

Over many years Paul has bought and sold commercial vehicles and trucks, light vehicles, agricultural machinery, portable accommodation units, and various other plant and equipment.

He is passionate about researching and understanding a diverse range of new and second hand markets, identifying current pricing trends within such markets and then recommending the best value opportunities in the marketplace to clients.



Paul also loves being able to offer clients alternative options as a result of his experience and knowledge, and seeing them achieve a positive outcome on a purchase or a sale.

How does it work?

Initially Paul will have a thorough and honest conversation with you to establish exactly what you wish to achieve as a buyer or a seller, and to identify what budget or price parameters you are working with. Paul listens carefully to the specific requirements of your situation, so that he can identify the best value available in the marketplace.

Paul then provides recommendations directly to you on how to secure the best value for money purchase, or how to best achieve a reasonable financial return on an item you wish to sell.

Ardath Acquisitions and Trading is a small business offering a personal service, where you will work directly with Paul to achieve the outcome you are seeking. Paul never outsources any aspect of the service, with his wife Melanie exclusively handling the accounts and administration side of the business.

What services are offered?

Paul saves clients' money as buyers and assists clients who are selling obtain a fair return on an item.

Ardath Acquisitions and Trading offers a fixed up front cost that is specifically set as a minimal outlay relative to the vastly magnified value on an item that is returned to clients. This value is returned as savings or as profit on sale.

If Paul can't return significant value to you on a purchase or a sale, he will tell you up front.



Paul can provide a full item specific report on a recommended item and even conduct all price negotiations on your behalf.

Delivery of an item and inspection reports can also be organised if and when required. Both are charged separately and at cost.

If you have a restricted budget, Paul offers a range of flexible pricing options so that he can still assist you to achieve your goal. Paul can simply conduct preliminary research and provide an up to date market analysis with pricing and photographs of a number of recommended options to yourself.

If you are selling an item, Paul uses a three tiered fixed cost approach so that you are provided with a clear up front cost dependent on the value of the item you are selling.

How do we work?

We are strictly a small family business providing the highest standard of service.

We are honest and reliable.

We provide our services within the time frame we promise.

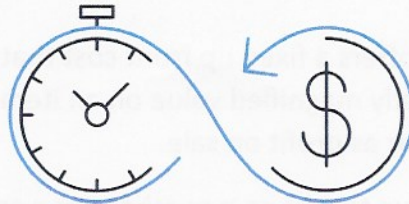
We do what we say we will do, and this includes returning all calls and messages within a 48 hour period.



We also follow up all clients after a purchase or a sale to make sure they are 100% happy with our service.

We run on old fashioned service and our business will always operate on positive referrals from people we have previously assisted.

What is the cost?



We provide a number of options to suit a range of budgets.

If you are selling, we use a three tiered fixed price structure that is linked to the value of the item sold. Specifically, we charge a simple 5% commission plus a fixed upfront fee which is dependent on whether the item is being sold for \$1 - \$20,000, \$20,000 - \$50,000 or \$50,000 plus. This ensures that fees are always kept minor relative to the value returned to clients on a sale.

If you are purchasing an item, we offer Essential, Enhance and Platinum packages, with the top tier Platinum package covering an item specific report and the completion of all price negotiations on the item. The \$550 bottom tier Essential package provides a market analysis including pricing and photographs of various recommended options. The middle tier Enhance package provides a detailed report on a specific recommended item, including pricing, item location, item photo and item contacts.



Who do we assist?

Ardath Acquisitions and Trading assists clients across Western Australia.

In assisting our clients we source vehicles, machinery, plant and equipment from across the state, across Australia and even across the globe, depending on the item and the best available market option.