

PROPOSAL

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John Dev Company

2025

# TABLE OF CONTENTS

An Australian Business with a ...	1	Company Profile - Slattery As...	2
Company Profile - Slattery Au...	3	Why Slattery - Remarketing S...	4
Why Slattery - Skill and Expertise	5	Why Slattery - Technology Leaders	6
Our Client Promise	7	Why Slattery - Eevee Auctions	8
Staff Profiles	9	Our Offices & Auction Sites - ...	14
Our Offices & Auction Sites - ...	15	Our Offices & Auction Sites - ...	16
Our Offices & Auction Sites - ...	17	Our Offices & Auction Sites - Perth	18
Our Offices & Auction Sites - Roma	19	Our Offices & Auction Sites - ...	20
Our Expertise - Road Transport	21	Our Expertise - Automotive	22
Our Expertise - Mining & Eart...	23	Our Expertise - Aviation	24
Our Expertise - Agricultural	25	Our Expertise - Marine	26
Our Expertise - Retail	27	Our Expertise: Specialised Assets	28
Our Expertise - Manufacturing	29	Valuations & Asset Managem...	30
Valuation Experience	31	Valuation Reports	32
Sample Valuation	33	Marketing	42
Bespoke Brochure	43	Transportation Solutions	44
Online Vendor Interface	45	Online Auctions	46
Our Fee Structure	47	Our Fee Structure no-charge table	48
Reporting	49	Insurances/Trust Account & P...	50
Workplace Health, Safety & E...	51	Code of Ethics	52
References	53	Our Contact Details	54
Annexure 'A' - Certificates	55	Annexure 'B' - Risk Assessme...	62

## WHO WE ARE

# AN AUSTRALIAN BUSINESS WITH A GLOBAL REACH



Slattery Asset Advisory and Slattery Auctions and Valuations are parts of the same proudly independent, family run business. We are the leading provider of premium asset advisory and remarketing services in Australia and Asia Pacific and have a reputation for providing responsive customer service and dynamic commercial solutions. Since first opening our doors in 2000 we have successfully realised over \$1 billion in asset sales for our clients.

The leadership team and board members are Paddy, James and Tim Slattery. Together they provide the company with direction and look after the day-to-day management of the business.

A highly experienced senior management team supports the Board, with many years professional industry experience between them. Together with the board they bring not only profound experience across each asset class but also expertise from a range of professional backgrounds including Defence, Insolvency, Marketing, Law, IT and Finance sectors.

Leading international banks and insolvency practitioners rely on our services. We have longstanding trusted client relationships with, among others, the Westpac Group, NAB, CBA and ANZ, as well as many major insolvency firms. We also service major blue chip corporates and government, including the Department of Defence and statutory owned corporations.

We offer a national service for our clients operating in all states and territories. Our national business operations are assisted through our dedicated sites in Sydney, Newcastle, Melbourne, Brisbane, Perth, Adelaide and Roma, and we have strong affiliate relationships in Tasmania. However our thinking, projects and strategic advice extend beyond Australia's boundaries.

Our business in new territories is growing rapidly. We have managed client asset sales in New Zealand, PNG, Fiji, South East Asia and Africa. The Asia Pacific region is a key growth area for the future.

As the only asset advisory and auction house in the country to have built a multi-disciplinary team, we are perfectly positioned to deliver robust financial returns and attentive business services to all clients.

**Our ambition: to be Asia Pacific's most trusted and dynamic partners in asset advisory and remarketing services.**

## WHAT WE DO

# SLATTERY ASSET ADVISORY

### SERVICES INCLUDE

- › Large-scale valuation programs
- › Small, discrete valuation services
- › Valuation for setting bad debt provision levels
- › Asset register and verification program
- › Asset lifecycle and residual value advisory services
- › Asset inventory listings
- › Transport and logistics advice
- › Ongoing fleet inspection and monitoring services
- › Bespoke client training programs
- › Late Cycle collections and recoveries

In the current market our clients' need for a dynamic, accomplished team is more important than ever. We have seen an increase in the number of clients looking to us for more than the traditional start to finish auction-led answer to their business challenges. Our clients have new requirements and need to leverage our expertise at many isolated touch points through that process.

Therefore, alongside our market leading auction and valuation practice we are pleased to offer Slattery Asset Advisory, a multi-disciplinary team of valuation, insolvency, logistics, marketing, IT and fleet management specialists who, as a uniquely blended team, can consult on a wide variety of client briefs with the same tailor made precision that has become synonymous with Slattery Auctions and Valuations.

Whether it's helping our clients understand their exposure and the risk profiles of a particular matter, assisting with the accurate setting of debt provisioning, developing a tailored remarketing strategy for a highly specialised asset, providing outsourced asset recovery that's more efficient and cost effective, or advising on an efficient logistics solution for the collection of a nationwide fleet of assets, we aim to deliver the best possible solution to achieve our clients' business objectives.

We have targeted and specifically recruited the members of our Asset Advisory team from a broad range of backgrounds to respond to these unique challenges.

Many are recognised experts in the valuation industry with established reputations in the auction sector. Others came to us from complementary disciplines such as the automotive industry, transport and logistics, finance, law, marketing and IT.

The result is solution-focused, innovative thinking and world-class practical execution of strategies.

### Remarketing

- › In-depth target audience profiling & marketing strategy development.
- › Creative development of multi-channel communication plans and advertising.
- › Sales process development and analysis.

### Sales channels

- › Expressions of interest and tender processes.
- › Private treaty sales.
- › Auction services through: Hybrid traditional and simulcast auction; traditional auctions only; webcast auctions only; online auction platform.

### Asset Recovery

- › Coordinate all aspects of third party management, including: Mercantile services; asset recovery; legal services; asset valuation; asset verification; asset disposal.
- › Robust governance and compliance framework.
- › Secure leading-edge online platform provides real time reporting and analytics.
- › Customisable process to suit individual client audit requirements.
- › Removes the need for clients to employ additional FTE.

## WHAT WE DO

# SLATTERY AUCTIONS AND VALUATIONS

Since 2000, vendor and buyer clients have appreciated our transparency, honesty and integrity. Over the years we have built a trusted business based on continual vendor and buyer satisfaction.

High quality assets ensure our auctions are well attended and financially successful. We will continue to invest in our remarketing solutions and will increase our offering of multiple sales platforms across a full range of asset classes.

In 2014 we conducted several of the biggest single source auctions in Australia. The valuation, remarketing and eventual sale of assets associated with the liquidation of Hewatt Earthworks was the largest.

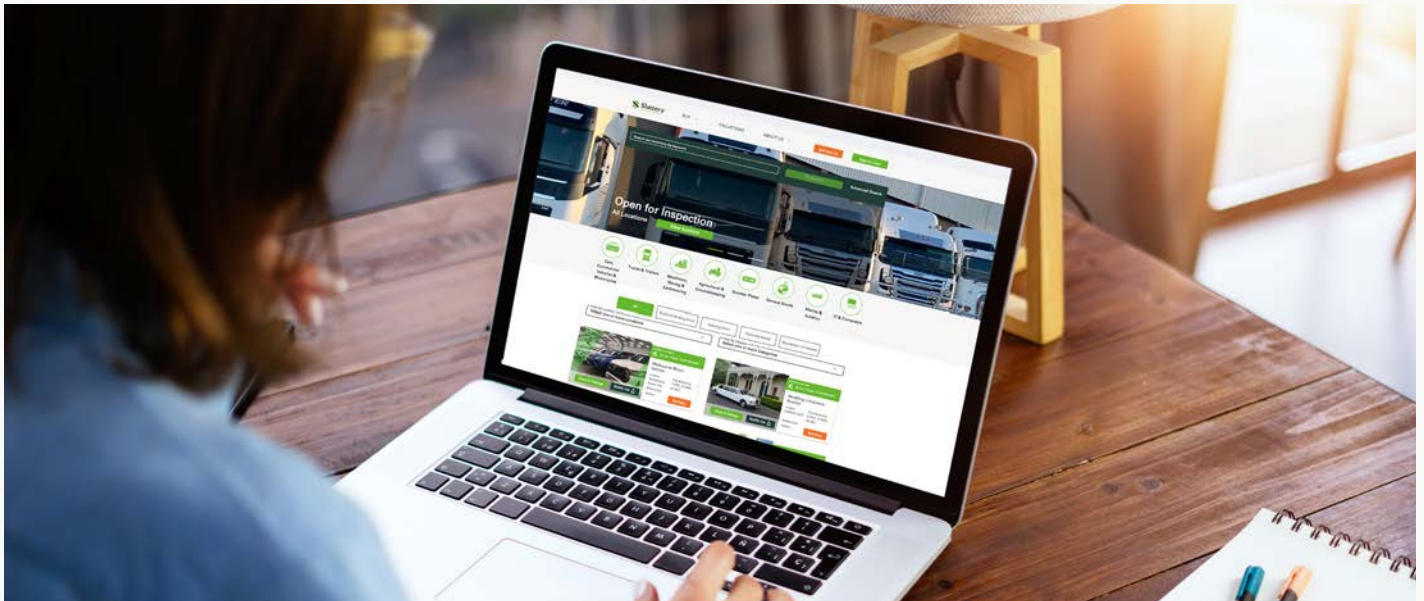
More recently we managed the liquidation of \$16 million worth of Ostwald Brothers assets, including their valuation, remarketing and successful sale.

Our auctioneers are recognised industry leaders with proven experience. And our team has specialist knowledge and experience in the following asset categories:

- › Agriculture and Farming
- › Road transport
- › Mining and Engineering
- › Earthmoving
- › Automotive
- › Retail
- › Aviation
- › Marine
- › Manufacturing

## WHY SLATTERY

# REMARKETING SOLUTIONS



The wide range of remarketing options we offer allows us to provide clients with the most appropriate solution for the scale and nature of the assets to be sold. We pride ourselves on our tailored approach to the marketing of our clients' assets and provide bespoke marketing plans for every job we undertake. Generally, a blend of the following sales channels is the most effective approach.

### Online auctions

Online auctions allow buyers to participate from anywhere, at any time, providing our clients with an expanded marketplace. Our online auctions foster competition maximizing the potential return on your assets.

To make the journey as low-risk as possible for our customers, our auction rooms are open from Monday to Friday, offering them the opportunity to inspect potential purchases firsthand which gives our clients the best possible outcomes for their assets.

### Private treaty or Buy Now sales process

Private treaty is more common in land transactions, however it can be useful when there are no time pressures and our vendors are looking for a specific result that might be higher than expected through alternative sales processes. This sales method is also used successfully in the sale of high value, specialist equipment that attracts few motivated buyers.

### Expressions of interest or Invitation to Tender

The EOI or Tender process is a formal, structured process inviting interested parties to submit bids according to a predetermined set of rules. This process is employed for highly specialised equipment that may not attract a large number of buyers at any one time.



## WHY SLATTERY

# SKILL AND EXPERTISE

Our auctioneers are expert salesmen with highly tuned skills in understanding buyer behaviour patterns. They understand the behavioural psychology of an auction, and engage bidders by tapping into emotions that are activated by the auction process. By promoting greater competition and creating demand and urgency, our auctioneers are able to achieve the best possible results for our clients.

From listing your assets to managing inquiries and closing deals, our team are experienced professionals who leverage their expertise to optimize your sales strategy and achieve the best possible outcomes.

Through our in-house training program, our senior auctioneers pass on their knowledge and experience to the next generation. We encourage all our auctioneers to join professional associations, including the Auctioneers and Valuers Association of Australia.

Accurate assessment and successful remarketing of assets requires specialist knowledge of both the asset class and industry in which those assets are used. We recruit with this requirement in mind, and look to continually add diverse experience to our team.

Our valuers are not generalists. Rather, each valuer has a primary and secondary field of expertise, which is unmatched in our industry.

All formal valuations undertaken by Slattery Valuations must meet the Uniform Standard of Professional Appraisal Practice (USPAP) standards, which are a minimum set of appraisal standards mandated by the US congress. Presently, the valuation of plant and equipment in Australia is not required to meet any legislated or industry appraisal standards.



In the absence of equivalent training and qualifications in Australia, our valuers undertake regular training in the United States with leading industry groups: Association of Machinery and Equipment Appraisers (AMEA) based in Virginia; National Aircraft Appraisers Association (NAAA) Detroit; International Society of Transport Aircraft Trading (ISTAT) Chicago; and Society of Accredited Marine Surveyors (SAMS) Florida. Our valuers are the only Australian members of these world-class organisations.

## WHY SLATTERY

# TECHNOLOGY LEADERS

At Slattery Asset Advisory and Slattery Auctions and Valuations, we are leading the industry in technology. Our auction management software has been fully upgraded with a user-friendly interface that allows vendors to manage their own inventory sales process. We have invested heavily in the development of an 'ebay' style online auction, and simulcast software that will allow live auctions to be broadcast online in real time, to anywhere in the world.

We have also launched our proprietary appraisal and goods inward app, allowing us to efficiently record all detail, photograph and appraise individual assets in a central location, dramatically streamlining our end-to-end asset processing.



Our team can inspect and turnaround asset listings and valuations in significantly shorter timeframes, making us market leaders in service delivery and responsiveness, both in our own facilities and wherever assets are to be assessed. In 2023, Slattery Auctions launched eevee auctions, Australia's first dedicated electric vehicle auction site. Our bold aspiration is to repurpose the country's fleet EVs into affordable family EVs, making sustainable transportation accessible to all. Powered by Slattery Auctions, a leading provider of premium asset advisory and remarketing services, eevee auctions is set to become the new home for repurposed EVs in Australia.



A HISTORY OF EXPERIENCE,  
A FUTURE OF INNOVATION

# OUR CLIENT PROMISE

Slattery Asset Advisory and Slattery Auctions and Valuations demonstrate the highest integrity through our consistently honest and reliable actions. We value the principles of loyalty and dependability and embody these values in all our engagements. When we make a commitment or deadline, we honour it. If we perceive an issue to exist, it is escalated to a decision maker and resolved. When we are given a task we complete it with efficiency and quality.

The culture and values of our business reflect the people in it. Our ethos is one that sets a high standard of professionalism yet embraces the need to create a fun and rewarding work environment. It is incumbent on all of our staff to ensure our ethos is always at front of mind and protected.



## WHY SLATTERY

# eevee auctions



We are thrilled to announce the launch of eevee auctions, Australia's first dedicated electric vehicle auction site! Our bold aspiration is to repurpose the country's fleet EVs into affordable family EVs, making sustainable transportation accessible to all. Powered by Slattery Auctions, a leading provider of premium asset advisory and remarketing services, eevee auctions is set to become the new home for repurposed EVs in Australia.

At eevee auctions, we understand the importance of creating a seamless EV purchasing experience. We are not just an auction site; we are an information resource for repurposed EVs and their future owners. Our dedicated platform ensures that EV assets are remarketed to a targeted audience of discerning EV buyers, providing a focused marketplace where unique EVs won't get lost in a sea of unrelated listings.

We want to make the EV purchase journey as low-risk as possible for our customers. That's why we invite potential buyers to visit our eevee auction rooms from Monday to Friday, offering them the opportunity to inspect their potential vehicles firsthand. This unique offering sets us apart as the only auction house dedicated to EVs, providing a tailored experience for both sellers and buyers.

Join us in making Australian roads more sustainable and contributing to our net-zero target. eevee auctions is committed to creating a future where EVs are affordable and accessible to all. We're ready to redefine the EV marketplace and prepare for a greener tomorrow.

STAFF PROFILES

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SLATTERY ASSET  
ADVISORY



## JAMES SLATTERY

DIRECTOR - VICTORIA, QUEENSLAND & NORTHERN TERRITORY

James joined Pat in business in 2004 and later spent a period of time working in the insolvency industry where he gained valuable insights into the challenges faced by our clients. James is currently the Director responsible for both the Victorian and Queensland businesses.

In addition to his multi-state strategic management duties, he is one of our lead auctioneers and head of valuations. James' knowledge of clients' industries has led to the Melbourne and Brisbane businesses becoming major hubs for truck and machinery transactions and specialist advice. James holds the following qualifications:

- › Member of the Auctioneers and Valuers Association of Australia (AVAA)
- › Certified Practising Auctioneer (AVAA)
- › Member of the Insolvency Practitioners Association (IPA)
- › Member of the Association of Machinery and Equipment Appraisers (AMEA)

What is an achievement you are most proud of?

"Our team. We are able to operate at a level beyond our size and deliver better service and net results because our strengths and weakness are complemented within our team. We have a high retention rate, allowing us to maintain high service levels and develop our skills and knowledge of key stakeholders within our business. This makes us a well-oiled unit and have proven results under pressure situations."

What sets Slattery's apart?

"High service levels, good net results combined with lateral problem solving skills."

What are some of the most unusual items you have had to value?

"Inspecting and valuing Forestry Equipment onsite in the bush is always an interesting experience. Advancement in the technology combined with the specialist nature of the machinery and the general working conditions of what the machines are subject to is amazing."



A.V..A.A. CERTIFIED PRACTICING AUCTIONEER NO: 327



## PADDY SLATTERY

### DIRECTOR - NEW SOUTH WALES & WESTERN AUSTRALIA

Paddy directs the operation of our Newcastle, Sydney and newly opened Perth offices, having initially taken over the running of the flagship Newcastle site from Pat and then further growing our business into new geographical areas.

In addition Paddy heads up our Onsite Strategic Operations team, directing all areas of large-scale onsite and mining sales, including logistics, remarking and sales management. Paddy's meticulous attention to detail, customer service, logistics experience and ability to trouble shoot any problem ensures the continual success of our sales and hence high financial returns to our clients.

Paddy is also our in-house aviation expert and is both a licensed commercial helicopter pilot and a certified appraiser with the National Aircraft Appraisers Association (NAAA), his experience brings a unique skill set to both our Asset Advisory and Auctions and Valuations businesses. Paddy is able to provide insightful strategic responses to clients looking for asset value, restructuring or resale advice for both fixed wing and helicopter businesses. Paddy is also able to personally fly our team to the remotest parts of Australia at short notice giving us a key competitive advantage where a client brief involves businesses or assets in a rural locale.

Paddy holds the following licences and qualifications:

- › Certified aircraft appraiser with the National Aircraft Appraisers Association (NAAA) Commercial Helicopter Pilot Licence
- › Member of the Association of Machinery and Equipment Appraisers (AMEA)
- › Affiliate member of the Society of Accredited Marine Surveyors (SAMS)
- › Certificate of Completion of Uniform Standards of Professional Appraisal Practice (USPAP)
- › Advanced Diploma of Business Management

#### What makes great client service?

"Great client service is efficiency, promptness and having the foresight to meet and exceed our client's expectations without them having to ask for it."

#### What is your favourite pastime?

"One of my favourite pastimes is Spearfishing. I enjoy the peacefulness of being underwater as well as the thrill of the hunt. I love the challenge of trying to maintain my breath hold, find the fish and get a clean shot away."



MEMBER NO: 45030



## TIM SLATTERY

### DIRECTOR - BUSINESS DEVELOPMENT AND STRATEGY

Tim joined the Slattery business with a varied background in the legal profession. Having worked as an advisor to an Australian Senator, in-house for Time Warner in Hong Kong and Meat and Livestock Australia in Beijing, Tim returned to Sydney to take up a position at Freehills within their Equity Capital Markets and Finance team.

In addition to managing Slattery's compliance and legal affairs, Tim drives business development and company strategy, which includes leading all internal business development projects in the areas of new technology, marketing and business process and creating and delivering game changing business solutions based on our clients' changing needs. Tim's role involves spending considerable time strengthening existing client relationships and establishing new ones. Tim also sits on the directional board of the AVAA ensuring that the high standards set in Australia for the Auction and Valuation Industry are consistently applied and upheld.

Tim's notable achievements include spearheading the opening of our six new branches across the country helping Slattery Auctions to establish a strong presence in various regions, extending our reach and impact, successfully rebranding the business in 2014 and building cutting-edge websites, which function as robust software platforms, providing our clients with seamless experiences and comprehensive solutions

Tim holds the following licenses and qualifications:

- › Bachelor of Laws
- › Bachelor of Arts (International Relations)
- › Diploma of Legal Practice
- › Chartered Secretaries Australia – Company Secretary training
- › UNSW – International Business
- › MGSM – MBA (continuing)
- › Admitted to the roll of the Supreme Court of NSW

#### What makes great client service?

"Great client service is about going above and beyond what you were engaged to do. Slattery Auctions excels in customer service by thinking outside of the square to achieve the best results that are in our clients' interests."

#### What sets Slattery's apart?

"Slattery Auctions analyses its client's drivers and takes a commercial approach to achieving its clients' objectives. By providing a tailored approach to each auction and avoiding the systemised 'sausage factory' approach, Slattery's ensures our client achieves the best results for their assets as well as satisfying their other business requirements."





## PATRICK SYMONS

### GENERAL MANAGER, SYDNEY

After 6 years in the recreational vehicle manufacturing industry, Patrick joined the asset Auction and Valuation industry in 2012. From 2012 to late 2020 Patrick worked for another national Auction and Valuation firm as a National Director specialising in project management of large scale and complex projects including, onsite auctions, expressions of interest, private tenders, and asset repossessions. Pat has ran projects in all states and territories across Australia for a variety of Insolvency firms, major banks, second tier funders and private companies.

Patrick's experience covers a wide variety of assets including heavy machinery, manufacturing, construction, motor vehicles, collectable cars, boats, and inventory. Patrick is a certified practicing valuer, and loves a challenge of valuing and disposing of all types of assets.

Patrick holds the following qualifications:

- › AVAA Certified Practising Valuer No. 549

What do you think sets Slattery apart?

"Our team has an open-minded approach to all matters, it is never one size fits all, instead out of the box thinking and custom solutions for all assets, clients, and projects".

What makes good client service?

"Working as part of the client's team, being reliable, trustworthy, and consistent".

What are one of the aspects you love most about auctions?

"A tried and tested process which always ensures a fair price is achieved in the current market. Neither vendor nor buyer are left with any doubt it was a fair outcome".

What is your favourite pastime?

"Golf, never happier than when on a Golf course. Regardless of how I am playing..."

# Our Offices & Auctions Sites



## HEXHAM, NEWCASTLE NSW

Slattery Auctions strategic location at the junction of 3 major highways; the M1 freeway, the Pacific Hwy and the New England Hwy, as well as its proximity to Newcastle airport, which has direct flights from Brisbane and Melbourne, facilitates easy access for our buyers from all over Australia.

Slattery Auctions regular truck and machinery auction attracts buyers from the Sydney market as well as regional NSW and interstate.

Slattery Auctions commenced operations in its Newcastle based premises in 2000 with a team of 4 core staff who not only combined decades of valuation and auction experience but worked previously as a team together for over 20 years. Building on this exceptional working relationship, the company grew rapidly and has developed a very strong reputation nationally for its expertise in a wide range of valuations and disposals. The Newcastle office has now grown to a dedicated professional team of 20 staff.

Based in the centre of a national transport hub, Slattery Auctions' Newcastle branch outperforms in the disposal of truck and machinery assets and its monthly truck and machinery auction regularly draws in excess of 200 registered bidders each month who attend to purchase millions of dollars of assets in the truck and machinery, earthmoving, plant and equipment, motor vehicles and marine sectors. This regular auction is on top of the regular motor vehicle auctions as well as regular on site auctions for private companies, major banks and receivers.

# Our Offices & Auction Sites



## MILPERRA, SYDNEY NSW

“Slattery Auctions Sydney premises located in Milperra places it in the geographic heart of Sydney and positions it perfectly to service the large number of buyers in the surrounding suburbs.

The premises is easily accessible from the M5 in the south, M4 and M2 in the north and the M7 in the west and conveniently located close to Sydney airport. With a growing number of staff, Milperra is a strong launchpad into the largest market in Australia.

The high security large premises in Milperra is secured with electric fencing, CCTV, security patrols and 24 hour vehicle drop off. Intended primarily as a major weekly motor vehicle auction and monthly truck and machinery auction facility, our Milperra premises attracts a wide range of stock ranging from general goods to industrial and marine assets on behalf of government, banks, finance companies as well as both public and private companies.

Slattery Auctions Sydney site offers a wide range of services to our clients from reserved parking and office infrastructure when doing business and visiting our site. Our buyers are also looked after with a large amount of onsite parking.

# Our Offices & Auction Sites



## DANDENONG SOUTH, MELBOURNE VIC

Since opening in 2008 at Moorabin Airport, Slattery Asset Advisory and Slattery Auctions, Victoria has experienced meteoric growth to a scale that has required it to move to its state of the art premises in South Dandenong.

Slattery Asset Advisory and Slattery Auctions' 30,000 sqm premises in Dandenong South has over 8,500sqm internal warehousing facilitating one of the only indoor Truck auction arenas in Australia. Regular truck and machinery auctions in Melbourne have occurred every third Thursday of each month since Slattery Auctions opened in Melbourne over 4 years ago. Our Victorian truck and machinery auction has grown to sell millions of dollars of truck and machinery assets each month on top of the regularly scheduled on site auctions on behalf of government, banks, finance companies as well as both public and private companies.

Slattery's dynamism, flexibility and broad spectrum of specialities has set them apart from their competitors who tend towards a production line mentality. Slattery's Victoria team is in the enviable position of possessing a large base of experience and skills whilst having the ability to call on our colleagues in other states for any national matters.

Slattery Asset Advisory and Slattery Auctions recognise the importance of taking a traditional and innovative approach to its marketing campaigns and continues to impress our clients with its marketing successes.

Slattery Asset Advisory aims to be the dominant auction and valuations house in Victoria as part of a wider strategy to become the most reputable Asset Advisory firm in Australia.

# Our Offices & Auction Sites



## STAFFORD, BRISBANE QLD

Slattery Auctions large high security premises is located in the Brisbane suburb of Stafford and is the central hub for all of our major Queensland truck and machinery auctions. Our 10,000sqm premises located within 15 mins of the Brisbane CBD and Brisbane Airport services a strong following of loyal buyers in the motor vehicle, truck, machinery and earthmoving sectors.

With a regular truck and machinery auction each month, fortnightly online motor vehicle auctions and regular general auctions as well as a number of onsite auctions, Slattery Auctions Brisbane site disposes of millions of dollars of assets each month.

Regularly scheduled truck and machinery auctions are held every third Tuesday of the month selling, among other things, between \$2 and \$5 million of trucks, trailers, plant and equipment, earthmoving and motor vehicle assets.

The regular Queensland truck and machinery auction is additional to regular motor vehicle specific auctions as well as on-site auctions on behalf of government, banks, finance companies, as well as both public and private companies.



# Our Offices & Auction Sites



## WELSHPOOL, PERTH WA

Having opened in late 2015, Slattery Auctions Perth operates out of two offices with our city office in the South 32 building on St Georges Terrace in Perth and our asset processing and auction facility in Welshpool. The strategic Welshpool location allows for easy accessibility for transport companies, vendors, and buyers alike.

Slattery Auctions Perth holds regular auctions on behalf of major banks, finance companies, receivers, government & private companies with assets from all industries including Trucks, Machines, Cars, IT Equipment, Workshop Tooling, Catering Equipment and General Goods.

Our new Welshpool facility is centrally located in Perth's premium industrial hub, and only 15 mins to Perth CBD & Airport for convenience of our buyers and vendors. The 8,500 sqm site is all sealed bitumen with a large warehouse and modern offices. It offers piece of mind for vendors with the latest security system which includes an electrified fence, CCTV, and motion detecting alarms. The site is completely wheelchair accessible.

Slattery Auctions Perth employs eight full time staff and two casuals. Their combined experience is invaluable to the company and their broad spectrum of specialities has set them apart from our competitors.



# Our Offices & Auction Sites



## ROMA, WESTERN QLD

Slattery Auctions Roma is located in South West Queensland making it the perfect hub for Truck and Machinery auctions in regional Queensland. The secured 1.25 premises is located along Raglan Street off the Warrego Highway.

Slattery Auctions Roma experienced staff is invaluable to remarketing the range of equipment they manage on a day to day basis that sets them apart from our competitors. We hold quarterly auctions Roma are predominately made up of trucks, yellow goods and agricultural equipment. We are the leading auctioneers for the sale of surplus local government in the region and have previously held an auction which saw \$16 million dollars' worth of trucks, earthmoving equipment and workshop equipment being sold.

# Our Offices & Auctions Sites



## KILKENNY ADELAIDE, SA

We are thrilled to announce the opening of our brand-new office located at 3 – 5 Bollen Street, Kilkenney, Adelaide SA 5009. Our expansion into this vibrant city allows us to better serve our valued clients in the South Australia region.

Situated in the heart of Kilkenney, our new office is easily accessible and conveniently located for all your auction and valuation needs. Whether you're looking to buy or sell property, vehicles, industrial equipment, or other assets, our experienced team is here to assist you every step of the way.

At Slattery Auctions and Valuations, we pride ourselves on our expertise, professionalism, and commitment to delivering exceptional service. With our new office in Adelaide, we are dedicated to providing the same level of excellence that has made us a trusted name in the auction industry.

Our Adelaide office features a modern and welcoming atmosphere, designed to create a comfortable environment for our clients. When you visit us, you can expect a warm reception and a team of knowledgeable professionals who are passionate about helping you achieve your goals.

Whether you are a buyer or a seller, our team of experts is ready to guide you through the auction process. We offer a comprehensive range of services, including property auctions, machinery and equipment auctions, vehicle auctions, online auctions, and valuations. With our extensive experience and deep understanding of the market, you can trust us to deliver results that exceed your expectations.

## OUR EXPERTISE

# Road Transport



Slattery Asset Advisory and Slattery Auctions and Valuations extensive expertise spans a wide range of Road Transport vehicles ranging from small tippers to large road transport fleets and mining vehicles. The Slattery team provides a fast, reliable and discrete service that delivers more to clients than they expect.

The road transport industry is a highly competitive industry that can be rapidly impacted with little warning. Slattery's seeks to mitigate the risks to stakeholders by providing high quality valuations that assist our clients to make commercially sound decisions. Slattery's also provides asset portfolio management services that monitor the value and condition of our client's assets on an ongoing basis, acting as an early warning system on the status of those assets. Slattery Asset Advisory is widely recognised as the road transport experts in the valuation sector Australia-wide.

In addition to asset advice, Slattery Auctions continually disposes of a large number of road transport assets through its very popular monthly auction selling to attendees from all over Australia on behalf of government bodies, major banks, finance companies, large road transport and mining companies. Through its dynamic approach to marketing with individually listed assets, website photos, website videos and both online and print advertisements in newspapers in all states, Slattery's consistently achieves excellent results for its clients.

Slattery Auctions have been engaged to manage the valuation and disposal of large truck fleets including, among many others:

Matter name	Client	Approximate value
Monthly Truck & Machinery Auctions	Various financiers, receivers and private corporations	\$70 million (annually)
A major coach company	A major bank	\$6 million
Fletchers Transport	McGrathNicol and various financiers	\$5 million
Queensland Freight Management	Directly for various financiers	\$3.5 million
BIS Industries	BIS Industries - Single Auction	\$1.9 million
Intercoast Transport	PKF and various financiers	\$1.5 million

## OUR EXPERTISE

# Automotive



Slattery Asset Advisory and Slattery Auctions and Valuations are experts in valuing and disposing of automotive assets from standard sedans and commercial vehicles through to prestige and specialised automotive assets. The Slattery's team values and disposes of hundreds of vehicles each week in its fortnightly car auctions held 3 times a week over all of its premises across the east coast of Australia.

Through regular engagement with buyers and dealers, Slattery Asset Advisory is able to ensure it provides accurate valuations that reflect market sentiment towards a particular make and model of vehicle. Providing accurate valuations on vehicles assists our clients with managing expectations of their stakeholders and mitigates potential risks of litigation.

Slattery Auctions holds weekly car auctions across its sites located across the east coast of Australia. Slattery Auctions fully details the vehicles being offered for sale in its marketing campaign and directly contacts regular vehicle buyers to ensure our clients get the best returns for their assets.

The sale of automotive assets is made easier for our clients with Slattery Auctions' vendor interface system which allows our clients to, among other things, efficiently and easily request transport collections, sight their vehicles, retrieve vehicle valuations, set reserve prices, retrieve sale details as well as remittance advice.

Slattery Auctions have been engaged to manage the disposal of repossessed fleet including, among many others, weekly auctions across each site disposing of stock for major banks, financiers, private and public corporations, as well as governments. We sell in excess of 2000 motor vehicle assets annually across all our sites.

## OUR EXPERTISE

## Mining &amp; Earthmoving



Slattery Asset Advisory's multi-disciplinary team have developed a strong reputation in the earthmoving, plant and equipment and mining sectors for their expertise in discreetly valuing and disposing of a variety of asset types.

Intimate knowledge of a particular piece of machinery is of critical importance when accurately valuing earthmoving, plant and equipment and mining assets due to the potential for individual components to significantly impact on the value of that asset. The Slattery team's profound knowledge of earthmoving, plant and equipment and mining assets coupled with their extensive experience in valuing and disposing of a range of machinery ensures their clients get the best advice allowing them to make sound and confident decisions.

In addition to its valuation and asset monitoring services, Slattery Asset Advisory develops tailored remarketing strategies to ensure our clients achieve maximum value for their assets.

Slattery Auctions disposes of a large number of earthmoving and industrial assets through its very popular monthly auctions selling to attendees from all over Australia on behalf of government bodies, major banks, finance companies, and large road transport and mining companies. Through its dynamic approach to marketing with individually listed assets, website photos, website videos and both online and print advertisements in newspapers in all states, Slattery consistently achieves excellent results for its clients.

The table below lists past valuations and auctions undertaken by Slattery Auctions:

Matter name	Client	Approximate value
Major mining services firm		\$91 million
Major mining services firm		\$64 million
Colliery		\$41 million
National drilling company		\$13 million
Large Mining Services Company	A major bank	\$5.7 million
Large Earthmoving Equipment Hire company	A major bank	\$7 million
Perth based Drilling company	Perth based Drilling company	\$1.2 million

## OUR EXPERTISE

# Aviation



Slattery Asset Advisory's expertise spans a wide range of aircraft from corporate jets and helicopters to vintage tiger moths. The Slattery's internationally trained staff provide a fast, reliable and discreet service with a strong emphasis on customer service that delivers more to our clients than they expect.

Asset values in the aviation industry can fluctuate over a short time period due to external uncontrollable factors. Slattery Asset Advisory seeks to mitigate the risks to financiers, insurers and other stakeholders by providing high quality valuations that assist our clients to make commercially sound and confident decisions. Our ongoing monitoring and valuation service ensures that early notification of an asset's rapid depreciation in value can be provided to stakeholders mitigating the risk of discovering an asset's value or the security over that asset is substantially different to expectations.

Slattery Auctions has also developed a reputation as the premier aviation auctioneer in Australia offering a number of aircraft for sale annually. With connections throughout the aviation industry in Australia and a dynamic approach to its marketing strategies, Slattery Auctions ensures it achieves the best results for its clients.

Slattery Asset Advisory has undertaken countless aircraft valuations and auctions. Previous valuations include:

Matter name	Client	Approximate value
A major aircraft company	Careflight	\$21.4 million
A large helicopter company	PPB Advisory	\$19.7 million
A large helicopter company	Rotorlift	\$13.8 million
A corporate aircraft company	National Australia Bank	\$11 million
A large aircraft company	National Australia Bank	\$8.6 million



## OUR EXPERTISE

# Agricultural



With a long and proud association with country Australia, the Slattery Asset Advisory team are market leaders in the valuing, asset management and disposal of agricultural assets across a broad range of disciplines including agricultural assets, plant and equipment, bloodstock and rural property.

Slattery Asset Advisory expertise has grown from our agricultural team's origins on the land and is complemented by our ongoing learning and development, including international valuations training in the United States. Our valuers' intimate knowledge of what they are valuing and its applications ensure all our advice and valuations are conducted efficiently and are of a very high quality and accuracy.

Complementing the agricultural valuations team are our experienced asset managers who have cumulatively sold hundreds of millions of dollars in agricultural assets with many of them cutting their teeth in the industry as stock and station agents. Our asset managers not only understand the equipment, bloodstock or property being sold but also understand the people selling and the people buying through auction, which is the driver behind our success in the agriculture industry.

Matter name	Client	Approximate value
Large grain processor	McGrath Nicol & Westpac	\$25.7 million
Agricultural company	A major financier	\$5.8 million
Horse stud property	Westpac	\$3.9 million
Ethanol plant	Capital Finance	\$3.45 million
Agricultural company	PPB Advisory & Rural Bank	\$3.3 million
Farming enterprise	BOQ, ANZ, CBA Westpac, Southern Leasing	\$1.5 million
Egg production enterprise	NAB	\$1.5 million
Farming enterprise	Private company	\$1.4 million
Farming enterprise	Private company	\$1.4 million
Farming enterprise	Private company	\$885,000
Farming enterprise	PPB Advisory	\$650,000
Farm machinery	Campbel Paton & Taylor	\$612,030
Polutry production	Sims Partners	\$340,000
Livestock & Grain	Campbel Paton & Taylor	\$170,000

## OUR EXPERTISE

# Marine



Slattery Asset Advisory Marine expertise spans a wide range of vessels including small recreational craft, luxury motor yachts, large commercial vessels and large defence ships. The Slattery team provides a fast, reliable and discrete service that delivers more to our clients than they expect.

Asset values in the marine industry can fluctuate dramatically over a short period of time due to external uncontrollable factors. Slattery Asset Advisory seeks to mitigate the risks to financiers, insurers and other stakeholders by providing high quality strategic advice and valuations on marine assets management that assist our clients to make commercially sound decisions.

Slattery Asset Advisory's marine experts have extensive experience in devising bespoke remarketing strategies and advertising compains for our clients marine assets that guarantees that our clients' assets are comprehensively exposed to our target market to ensure we maximise returns for our clients.

Through a comprehensive and dynamic marketing campaign, Slattery's ensures that all information a purchaser could need is readily available and potential purchasers are fully exposed to the nature of the vessel through photos and video placed online. Slattery's is the only remarketing agent to go to such lengths to market our clients' assets.

The marine assets listed below were either sold or valued by Slattery Auctions:

Matter name	Client	Approximate value
2009 Monte Fino 79 Luxury Motor Yacht	Bank of Queensland	\$2.1 million
Riviera 4700 Sports Yacht	St George Bank	\$675,000
2003 Formula Icon 52 Fly Bridge Cruiser	Westpac Banking Corporation	\$540,000
2007 Mustang 4600 Sports Top Cruiser	Westpac Banking Corporation	\$400,000
2006 Boston Whaler 305 Conquest	Westpac Banking Corporation	\$98,000
Sunrunner 3700LE Sports Cruiser	Macquarie Leasing Pty Ltd	\$92,000

## OUR EXPERTISE

# Retail



Slattery Asset Advisory and the APAC Sale Group have access to over 12 million registered retail consumers in Australia, New Zealand and SE Asia through the APAC Sale Group websites, offering our clients the ability to reach a large scale retail market in a fast and cost effective manner.

Every month approximately 150,000 new member's sign up to join the member's only website – In Australia alone, our clients have access to almost 10% of the Australian population through daily flash sales with proven results. Disposing of retail stock through [ozsale.com.au](http://ozsale.com.au) or any of the APAC Sale Group's websites gives our client direct access to the retail market surpassing the traditional liquidation method for retail stock which results in much lower returns.

Servicing major banks, finance companies, governments, ASX listed and private organisations, Slattery Asset Advisory and the APAC Sale Group provide an unparalleled business to consumer platform with a full range of services from the initial sales process through to the back office logistics and distribution networks. Slattery Asset Advisory and the APAC Group's partnership ensures our clients get the customer service they want and the results they need.

Listed below are valuations and auctions previously undertaken by Slattery Auctions:

Matter name	Client
United Colours of Benneton	Jirsch Sutherland
Perfume Empire	Taylor Woodings
Brides of Melbourne	Venn Milner and Co

## OUR EXPERTISE

# Specialised Assets

Slattery Asset Advisory has developed a reputation for thinking innovatively when required to deal with specialised assets. With a team of highly trained valuers, the Slattery Asset Advisory team ensures it conducts extensive research on the assets being valued as well as engaging with manufacturers in the field in question to determine if the asset is capable of being accurately valued. After providing this information, Slattery Asset Advisory briefs its stakeholders on the issues surrounding specialised assets before producing its detailed valuation report.

Slattery Asset Advisory's dynamic and innovative approach to disposing of assets is of critical importance when disposing of specialised assets. The 'sausage factory' approach of high volume low cost is guaranteed to fail where sufficient strategic thinking and planning has not been conducted.

Before offering specialised assets for sale, Slattery Asset Advisory spends a significant amount of time understanding the asset and the potential buyer market.

Slattery Asset Advisory will also consider alternative sale methods to determine which sale method is likely to garner the best returns. In consultation with our media buying agency, Slattery Auctions will plan a comprehensive marketing campaign that actively seeks out potential buyers of the specialised asset and engage with them to dispose of the specialised asset.

## OUR EXPERTISE

# Manufacturing



Our team has long been recognized as the market leader in the valuation and remarketing of unique and bespoke manufacturing and engineering assets.

Slattery Asset advisory ensures that it conducts extensive research on the assets being valued as well as engaging with manufacturers in the field to ensure accurate valuations are provided on the variety of manufacturing assets they deal with daily.

Our team's dynamic and innovative approach to disposing of assets is of critical importance when dealing with manufacturing assets.

Due to the nature of the assets every job requires our team's strategic thinking and planning to ensure the best possible outcome for the client.

Listed below are valuations and auctions previously undertaken by Slattery Auctions:

Matter name	Client	Approximate value
Manufacturing Plant	Private Company	\$2.1 million
Manufacturing Plant	Private Company	\$330,000
Manufacturing Plant	Liquidator	\$318,580
Manufacturing Plant	Administrator	\$264,130
Manufacturing Plant	Private Company	\$45,000

# Valuations & Asset Management Overview



Valuations are a significant part of our business and have been undertaken throughout Australia and the South Pacific. Valuations are undertaken for pre-finance by banks and finance companies, stock takes for accountants, and opinions on what goods will receive at auction for receiver/managers, liquidators and other formal appointments.

Slattery Asset Advisory will quote on all requests for valuations and support their valuations by researched data. Our many contacts within most industries help us establish a current day market price.

Slattery Asset Advisory use discretion for takeovers and delicate situations, has a broad spectrum of knowledge of specialty items and industries and can present boardroom presentations on the necessity of robust valuations.

Slattery Auctions Australia provide a comprehensive service from initial valuation through to disposal by auction if necessary which can be conducted in our auction rooms or an on-site auction. These services include supervision by suitably authorised persons and licensed security where required.



# Valuation Experience

Slattery Asset Advisory's experienced Valuers team conducts valuations and asset management services in many industries including:



## EARTHMOVING

Civil and Construction



## AGRICULTURE

Dryland, Irrigation,  
Grazing, Broad Acreage  
Equipment



## SMALL PLANT & MACHINERY



## MOTOR VEHICLES



## TRANSPORT

Trucks, Buses, Coaches,  
Trailers etc



## MINING

Underground,  
Open cut, Quarry



## MARINE

Pleasure, Commercial



## AVIATION

Fixed Wing and Rotary  
Aircraft



## IT EQUIPMENT & OFFICE FURNITURE



## FORESTRY

Machinery & Sawmilling



## ENGINEERING & MANUFACTURING MACHINERY



## PUBLIC SECTOR

Local Government, State  
and Federal including  
Councils & Defence

# Valuation Reports

Valuation reports completed for our clients are completed as the following values:

- › **REALISABLE ESTIMATE** - a value we would expect to achieve at a well-advertised and well-attended auction given that this auction was conducted onsite with the item fully functional.
- › **FAIR MARKET FOR EXISTING USAGE** - the value an incoming tenant or purchaser of the business should pay taking into account the original price of a similar item being purchased from a reputable merchant, also taken into account are any warranties, installation costs, transport costs, depreciation, obsolescence, current condition and replacement costs.
- › **MARKET VALUE IN-SITU** - The Market Value in Situ is defined as the amount in which an asset should exchange at the date of valuation between a willing buyer and willing seller in an arm's length transaction after proper marketing wherein the parties had each acted knowledgeably, prudently and without compulsion. The valuation also assumes the assets will be sold by way of a private treaty sale and remain in its current location after the sale. The valuation does not include any sale or other related costs.

On completion of each valuation we will send via email firstly then printed and bound as a hard signed copy together with an electronic valuation report.

We can send by either Australia Post (if local) or by courier delivered to your street address.

For items needing valuation without time for inspection, so long as we are given a good and accurate description, we will give as a phone valuation to our major clients.

# Sample Valuation



## VALUATION

---

XXX XXX

Of:  
Kenworth Tipper and Hamelex Trailer

Inspected at:  
XXX XXX

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As Inspected On: 27 May 2015  
Effective Date: 28 May 2015

On the basis of:  
**Market Value (MV)**  
**Auction Realisable Value**

---

*Acting on instructions from:*

XX XXX  
XXX XXX

---

*Valuation Number:XX-XXX-XX*

Our Ref:XX-XXX-XX

28 May 2015

XXX XXX  
XX XXX  
XX XXX  
Attention:XX XX

Dear XXX,

**Brisbane**  
57 Hayward St,  
Stafford QLD 4053

**Sydney**  
60 Marple Ave,  
Willawood NSW 2163

**Melbourne**  
6 Waterview Cl,  
Dandenong South VIC 3175

**Newcastle**  
230 Old Maitland Rd,  
Hexham, NSW 2322

**Perth**  
Level 25, 108 St Georges Tce,  
Perth, WA 6000



XXX XXX

In regards to verbal instructions received on 28/5/15, we have carried out a valuation for the above client and accordingly have prepared an itemised valuation and report for the purpose of assessing the present day value of such items. We enclose herewith our valuation and report.

Client: XX XXX  
Intended User: XXX XXX  
Intended Use: Financial Reporting Purposes  
Asset Class: Transportation - Trucks & Trailers  
Location: XXX XXX  
Inspection Date: 27 May 2015  
Effective Date: 28 May 2015

Subject to the matters set out in the letter and in the enclosed valuation and report, we advise that at the date of conducting the valuation the total value of the assets are as set out in the enclosed valuation and are as follows:

	Market Value (MV)	Auction Realisable Value
Truck & Trailer	\$205,000	\$140,000
<b>GRAND TOTAL</b>	<b>\$205,000</b>	<b>\$140,000</b>

This valuation has been carried out in one or more of a number of different bases set out in this letter and report in accord with our instructions. To better understand the methodology of this valuation we have included definitions outlining the basis upon which our instructions may have been given. When utilising this report your attention is drawn to the notes, assumptions, conditions and definitions set out below.

Please note the following in respect of our work:

- 1 The report has been prepared on the basis of Market Value (MV) and Auction Realisable Value. The definitions for these valuations are contained at the back of the report.
- 2 The values shown for Market Value (MV) and Auction Realisable Value in the above table relate only to the total value of assets and not to the individual values of the items listed.
- 3 All values ascribed in the report are GST INCLUSIVE.

Page 2

[slatteryauctions.com](http://slatteryauctions.com)





- 4 All facts and data set forth in this report are at the time of publication of this report considered true and correct to the best of the valuer's knowledge and belief. Changes in circumstances after the time of publication may impact on the accuracy of this report and the valuer gives no assurance as to the accuracy of this report post publication.
- 5 All information furnished by company personnel and others, upon which all or portions of this report is based, are believed to be reliable, but has not been verified in all cases. No warranties are given as to the accuracy of such information nor does the valuer, Slattery Valuations Australia Pty Ltd, report to be a technical expert on any assets as our expertise is confined to valuation practice.
- 6 The valuer reserves the right to recall all copies of this report to correct any omission or error.
- 7 Our Professional Indemnity Insurance policy excludes us from cover in respect of assets that we have not personally inspected. Accordingly, a valuation ascribed to assets in this report on a 'sight unseen' basis should be considered indicative only.
- 8 Physical inspection of the assets listed in this report have been made unless otherwise noted.
- 9 Any physical condition of the subject property described herein is based upon visual observation by the valuer. No responsibility is assumed for latent defects of any nature whatsoever which may affect its value nor for any expertise required to disclose such conditions.
- 10 The fee for this valuation report is not contingent upon the values reported. There have not been any guarantees with this fee and no liability can be intimated or assumed in any matter.
- 11 The assets have been valued on the assumption that they are wholly owned and free of all encumbrances. We recommend that you make your own independent enquiries to determine whether in fact this is the case.
- 12 No deduction has been made in our valuation in respect of any outstanding amounts owing under any finance lease or hire purchase agreement.
- 13 No additional values have been attributed regarding intangibles such as patents, rights to manufacture, trademarks, goodwill, customer lists, etc. The values ascribed as part of this report are for the assets listed only and are subject to the definitions in the report itself.
- 14 The valuation is based on the assumption that the assets are, or are capable of being, utilised as assets of a profitable undertaking at the date of the valuation. Asset values may be subject to significant fluctuations due to external market forces and no allowance has been or could be allowed for future market or economic changes. The values expressed in this report are current for 3 months from the date of this report however, if during that period there is a significant change in the national or world economy that impacts on the market for assets of the type valued, or a change in the physical condition of the asset, values may need to be reviewed.
- 15 No responsibility is taken for changes in market conditions and no obligation is assumed to revise this report without adequate compensation, time and procedural requirements that allow due diligence to reflect events or conditions which occur subsequent to the Effective Date.
- 16 In arriving at our valuation, no deduction has been made in respect of any statutory grants available or received. Again, we recommend that you make your own independent enquiries.



- 18 The Market Value (MV) does not take into account offers by a special purchaser. Should you receive an offer for all or part of the assets, then we recommend you consult us immediately to discuss the impact on our valuation estimates.
- 19 The equipment listed in this report has not been mechanically or electrically tested and/or assessed. Values placed are on the basis that all items are fully operational and comply with all government rules and regulations.
- 20 Subject to qualifications contained in legislation (if any), the accompanying valuation and report has been produced based on our experience of realisations of similar assets. However, no warranty is given that any item or all of the items will realise the values suggested at any particular sale.
- 21 To the extent permitted by law, any condition and warranty which would otherwise be implied into these assumptions and conditions is hereby excluded. Where legislation implies any condition or warranty, and that legislation prohibits us from excluding or modifying the application of, or our liability under, any such condition or warranty, that condition or warranty will be deemed included but our liability will be limited for a breach of that condition or warranty to:
- a. the supplying of the services again; or
  - b. the payment of the cost of having the services supplied again.

This disclaimer does not attempt or purport to exclude liability arising under statute if, and to the extent, such liability cannot be lawfully excluded.

Should you require any further assistance in relation to this matter, please do not hesitate to contact Craig Russell of this office.

**Valued by:**

Valuer(s): Craig Russell  
 Authorised by: Craig Russell  
 Issued: 31 May 2019

**Craig Russell**

Senior Valuer & Asset Manager  
 A.V.A.A. Certified Practicing Valuer  
 Auctioneer and Valuer No. 293 & 340  
 American Society of Appraisers





## Adopted Methodology

When considering this assignment and the asset(s) to be valued, three distinct valuation methodologies have been evaluated. The validity of each methodology is discussed below.

- 1 Income Approach - The potential income of the asset(s) to the entity is considered over the life of the assets and a conclusion is determined as to its likely current value. A determination of income was not an appropriate calculation under this report because an individual income stream could not be attributed to each individual asset(s). Consequently, the Income Approach Method was discounted as invalid for this particular report.
- 2 Cost Approach - The cost of a new asset(s) is determined and then depreciated for:
  - a. Physical deterioration (wear & tear, corrosion etc),
  - b. Functional obsolescence (whether there are better products in the marketplace that are more efficient, more cost effective, have a better environmental footprint etc) and;
  - c. Economic obsolescence (are there market forces that have caused this asset to be less desirable).

For this report the asset(s) may not be able to be replaced with the same make & model, or in the same format. To determine a replacement value, our process included taking Methodology 3 (Market Comparison Approach, below) into account.

- 3 Market Comparison Approach - This methodology entails researching the marketplace for asset(s) that are similar and comparing them to the subject asset(s). Often the condition and status will be different to the asset(s) being valued however they can be compared and ranked so as to determine an appropriate value on the subject asset(s) in the marketplace.

For this specific valuation, the Market Comparison Approach was utilised.





Effective Date:  
Val No.:

XXX XXX  
XXX XXX  
28 May 2016  
XX-XXX-XX

Summary

Section	Pages	Market Value (MV)	Auction Realisable Value
Truck & Trailer	8-9	\$205,000	\$140,000
GRAND TOTAL		<div><div></div><div>\$205,000</div><div></div></div>	<div><div></div><div>\$140,000</div><div></div></div>



Effective Date: XXX XXXX  
Val No.: XXX XXXX  
28 May 2016  
XX-XXX-XX

## Valuation Report

ASSET NO.	DESCRIPTION	Market Value (MV)	Auction Realisable Value
<b>Truck</b>			
1	<p>Location: XXX</p> <p>Description: Truck</p> <p>Year of Manufacture: 2010</p> <p>Compliance Date: May 2010</p> <p>Make: Kenworth</p> <p>Model: T402</p> <p>Configuration/Body Type: 6 x 4 Rigid Tipper</p> <p>VIN: XXXX</p> <p>Engine Type / Fuel: Cummins ISX 450 / Diesel</p> <p>Engine Number: XXXX</p> <p>Odometer: 670,696 kms Indicated</p> <p>Hourmeter: 11,691 hrs Indicated</p> <p>Registration Number: XXXX</p> <p>Registration Expiry: 23 June 2015</p> <p>Transmission: 18 Speed</p> <p>Make: Eaton Fuller Road Ranger</p> <p>Suspension: Airbag</p> <p>Colour: White with signwriting</p> <p>GCM: 70,000 kgs</p> <p>GVM: 24,700 kgs</p> <p>Tyres: 295/80 R22.5</p> <p>Rims: Alcoa on 10 Stud Axles</p> <p>Non Standard Extras: Air Conditioned, Power Steering, Ring Feeder, Radio/Stereo, 2 x CB Radios</p> <p>Fitted With: Hamelex White Aluminium Tipping Body 4.5m x 1.4m (H) Rollover Tarp (Electric)</p> <p>Note: Encumbered to Westpac Banking Corporation</p>	\$160,000	\$110,000





Effective Date: XXX XXXX  
Val No.: XXX XXXX  
25 May 2015  
XX-XXXX-XX

## Valuation Report

ASSET NO.	DESCRIPTION	Market Value (MV)	Auction Realisable Value
<b>Trailer</b>			
2	<p>Location: XXX XX</p> <p>Description: Dog Trailer</p> <p>Year of Manufacture: 2010</p> <p>Compliance Date: June 2010</p> <p>Make: Hamelex White</p> <p>Model: HXW D3</p> <p>Type: 3 Axle Aluminium Tipping Dog Trailer</p> <p>VIN: XXXX</p> <p>Registration Number: XXXX</p> <p>Registration Expiry: 23 June 2015</p> <p>Length: 5.9m x 1.3m (H)</p> <p>Suspension: Airbag</p> <p>Body: Aluminium</p> <p>ATM: 26,000 kgs</p> <p>Colour: Silver</p> <p>Brakes: Drum</p> <p>Tyres: 11 R22.5</p> <p>Rims: Alcoa on 10 Stud BPW Axles</p> <p>Extras/Comments: Rollover Tarp; Electric, Rear Trap Door</p> <p>Note: Encumbered to Westpac Banking Corporation</p>	\$45,000	\$30,000
<b>Subtotal - Truck &amp; Trailer</b>		<b>\$205,000</b>	<b>\$140,000</b>





## Qualifications

This valuation has been carried out in one or more of a number of different bases set out hereunder and which accord with our instructions. To better understand the methodology of this Valuation we define hereunder the basis upon which our instructions may have been given. Your attention is drawn to the qualifications and assumptions set out below.

As requested this valuation has been prepared on the basis of Market Value (MV) and Auction Realisable Value which may be defined as:

### **Market Value (MV)**

The Market Value is defined as the amount in which an asset should exchange at the date of valuation between a willing buyer and willing seller in an arm's length transaction after proper marketing wherein the parties had each acted knowledgeably, prudently and without compulsion. The valuation also assumes the assets will be sold by way of a private treaty sale and be removed from their existing location after the sale. The subject valuation does not include any sale or other related costs.

### **Auction Realisable Value**

A value at the date of the valuation which is the gross price one would expect to obtain at an auction sale conducted by Slattery Auctions Australia Pty Ltd, which is well patronised, held either on site for each of the items listed, or on the basis that substantially all of these items are offered for sale in one auction. Within this context "gross price" relates to the price achieved under the hammer and does not take into account the costs of conducting the sale and other related costs which may include decommissioning, relocation and transport costs. In individual cases, the removal of even one item may reduce the overall attraction of the sale as a whole and thus affect the prices of all items.

# Marketing

Slattery Auctions distinguishes itself from its competitors through its unique and wide reaching marketing campaigns that consistently generate a significant response from our target market. Slattery Auctions builds on the traditional and digital marketing approach to auctions, encompassing advertising through newspapers, industry journals, social media, SEO, website display and through Slattery's extensive mailing list, with an innovative flair which might include professional photography or producing a short asset video.

Where a client's assets are included in Slattery Auctions' weekly car auction or monthly truck and machinery auction, Slattery Auctions covers all costs associated with the advertising and marketing of those assets.

In the circumstances where Slattery Auctions is engaged to remarket a unique or specialised asset or carry out an onsite auction, we agree a specialised budget with our client for the purposes of undertaking a specially tailored marketing campaign on those assets. The size of the marketing budget and the scale of the advertising campaign are relative to the value of the assets being sold.

It is of foremost importance to Slattery Auctions to ensure that all our client's assets listed for auction have been sufficiently marketed and advertised so that we can generate enough interest in these assets to create competitive tension between the buyers attending our auctions. Our past experience suggests that our marketing and advertising campaigns result in well attended auctions that generate sufficient competitive tension among our buyers to ensure we maximise the returns for our clients.

Here's a summary of some the marketing tools we use:

Featured advertising on Slatteryauctions.com	Print media advertising in various newspapers, including Sydney Morning Herald, Melbourne Age, West Australian, Brisbane Courier Mail	Targeted email marketing to our huge database of active buyers
Print media advertising in various industry journals and magazines	External website advertising across a range of industry specific websites and the Fairfax digital network of 160 + websites	Social media, including Facebook, Twitter, LinkedIn, YouTube and Instagram
Postcards, brochures and flyers sent to our extensive mailing list of active buyers or a direct targeted mail list	Telemarketing to potential buyers	PR - editorials and media releases prepared for media and industry journals
Search Engine Optimisation (SEO) to increase our visibility in Google searches	Google AdWords to ensure we rank high in searches for specific keywords	Feature videos to showcase high value assets



# BESPOKE BROCHURE EXAMPLE

**TRUCKS**



2005 Volvo FH16 Primemover  
610HP 70 Tonne Rated 550,000km



2005 Volvo FH16 Primemover  
610HP 70 Tonne Rated 550,000km



2005 Volvo FH16 Primemover  
610HP 70 Tonne Rated 550,000km



2005 Volvo FH16 Primemover  
610HP 70 Tonne Rated 550,000km

**GENERAL**



2005 Volvo FH16 Primemover  
610HP 70 Tonne Rated 550,000km



2005 Volvo FH16 Primemover  
610HP 70 Tonne Rated 550,000km



2005 Volvo FH16 Primemover  
610HP 70 Tonne Rated 550,000km



2005 Volvo FH16 Primemover  
610HP 70 Tonne Rated 550,000km

**Other items for sale include:**  
 2005 Volvo FH16 Primemover 610HP 7550,000km | 2012 Nissan UD PKC215 150,000km | 2010 Freightliner CST120 Promover 225,000km | 2005 Volvo FH16 Primemover 610HP 70 Tonne Rated 550,000km | 2008 Mitsubishi FM600 Fuso Fighter 360,000km | 2012 Nissan UD PKC215 150,000km | 2010 Freightliner CST120 Promover 225,000km | 2005 Volvo FH16 Primemover 610HP 70 Tonne Rated 550,000km | 2008 Mitsubishi FM600 Fuso Fighter 360,000km

Visit our website for full listings on all auctions [slatteryauctions.com](http://slatteryauctions.com)

**SLATTERY AUCTIONS & VALUATIONS**  
 6 Waterview Close, Dandenong Sth VIC 3175  
 Phone: 03 9799 3933 Fax: 03 9799 3999  
 Email: [vic@slatteryauctions.com.au](mailto:vic@slatteryauctions.com.au)

**LOCATION MAP**



**FINANCE** -  
 Slattery Auctions now offer finance through Macquarie Leasing. Contact (03) 9799 3933 for more info.

**BUYERS PREMIUM** -  
 Various Buyers Premiums Applicable

**ENQUIRIES** -  
 James Slattery 0439 929 616 or Ben Hibell 0422 955 206

**MAQUARIE**

Covered footwear must be worn by all visitors to site.  
 Member of Auctioneers & Valuers Association of Australia.  
 A.V.A.A. Certified practising Auctioneer & Valuer No. 374

**Slattery**  
 Auctions & Valuations



**TRUCKS, MACHINERY, VEHICLES & GENERAL UPCOMING AUCTION**


**WHEN** -  
 11am Thu 25 Sept 2013

**WHERE** -  
 6 Waterview Close, Dandenong South VIC


**INSPECTION** -  
 8.30am - 4pm Wed 24 Sept  
 8.30am - 11am on day of sale

[slatteryauctions.com](http://slatteryauctions.com)


**TRUCKS**




2005 Volvo FH16 Primemover  
610HP 70 Tonne Rated 550,000km




2005 Volvo FH16 Primemover  
610HP 70 Tonne Rated 550,000km




2005 Volvo FH16 Primemover  
610HP 70 Tonne Rated 550,000km




2005 Volvo FH16 Primemover  
610HP 70 Tonne Rated 550,000km




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2005 Volvo FH16 Primemover  
610HP 70 Tonne Rated 550,000km




2005 Volvo FH16 Primemover  
610HP 70 Tonne Rated 550,000km

**Other trucks for sale:**  
 2005 Volvo FH16 Primemover 610HP 7550,000km  
 2012 Nissan UD PKC215 150,000km  
 2010 Freightliner CST120 Promover 225,000km  
 2005 Volvo FH16 Primemover 610HP 70 Tonne Rated 550,000km  
 2008 Mitsubishi FM600 Fuso Fighter 360,000km  
 2012 Nissan UD PKC215 150,000km  
 2010 Freightliner CST120 Promover 225,000km


**TRUCKS**




2005 Volvo FH16 Primemover  
610HP 70 Tonne Rated 550,000km




2005 Volvo FH16 Primemover  
610HP 70 Tonne Rated 550,000km




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610HP 70 Tonne Rated 550,000km




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610HP 70 Tonne Rated 550,000km




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610HP 70 Tonne Rated 550,000km




2005 Volvo FH16 Primemover  
610HP 70 Tonne Rated 550,000km

**Other trucks for sale:**  
 2005 Volvo FH16 Primemover 610HP 7550,000km  
 2012 Nissan UD PKC215 150,000km  
 2010 Freightliner CST120 Promover 225,000km  
 2005 Volvo FH16 Primemover 610HP 70 Tonne Rated 550,000km  
 2008 Mitsubishi FM600 Fuso Fighter 360,000km  
 2012 Nissan UD PKC215 150,000km  
 2010 Freightliner CST120 Promover 225,000km


**CARS**




2005 Volvo FH16 Primemover  
610HP 70 Tonne Rated 550,000km




2005 Volvo FH16 Primemover  
610HP 70 Tonne Rated 550,000km




2005 Volvo FH16 Primemover  
610HP 70 Tonne Rated 550,000km




2005 Volvo FH16 Primemover  
610HP 70 Tonne Rated 550,000km




2005 Volvo FH16 Primemover  
610HP 70 Tonne Rated 550,000km



2005 Volvo FH16 Primemover  
610HP 70 Tonne Rated 550,000km



2005 Volvo FH16 Primemover  
610HP 70 Tonne Rated 550,000km



2005 Volvo FH16 Primemover  
610HP 70 Tonne Rated 550,000km

**Other cars for sale:**  
 2005 Volvo FH16 Primemover 610HP 7550,000km  
 2012 Nissan UD PKC215 150,000km  
 2010 Freightliner CST120 Promover 225,000km  
 2005 Volvo FH16 Primemover 610HP 70 Tonne Rated 550,000km  
 2008 Mitsubishi FM600 Fuso Fighter 360,000km  
 2012 Nissan UD PKC215 150,000km  
 2010 Freightliner CST120 Promover 225,000km



# Transportation Solutions

Slattery Asset Advisory and Slattery Auctions has a national presence with the capacity to manage any and all asset disposals from any location in Australia. Slattery Auctions services our clients throughout the country through our operations in Sydney, Melbourne, Brisbane, Perth, Roma, Newcastle and our newly launched Adelaide site.

Through our transport partners Slattery Auctions has the capacity to pick up from any location and transport any assets to our various sites in an efficient and cost effective way. Our efficient transport network means that we are able to transport at reduced prices. Our proposal represents better value for our customers and stakeholders. Please see the fee structure to assess the subsidised transport cost rates.

Slattery Auctions services the following locations:



# Online Vendor Interface

Slattery Auctions have developed a unique SAMS - Slattery Asset Management System that allows vendors to interact live with our system in a secure online environment.

As this system is wholly owned and supported by Slattery Auctions we can customize the system to meet your individual needs. The SAMS allows vendors to access the system 24hrs a day and perform the following tasks –

- › View stock listings
- › View vehicle details including condition reports & photos
- › View sale results from previous auctions according to asset class
- › Release vehicles, set reserves, specify account numbers, send secure notes and view consignment history
- › Organise vehicle pickups
- › Download payment remittance

The screenshot displays the 'Slattery Auctions Australia NSW Vendor User Interface'. The browser address bar shows 'vendor.slatteryauctions.com.au'. The page features a top navigation bar with links: Home, Quick Release, Stock Items, Search, Edit Profile, Pickup Request, Remittance, Sales Reports, and Logout. Below this, a breadcrumb trail reads 'Linked Vendor >> Consignment #502123 >>'. A 'Quick Search' box is visible in the top right. The main content area shows details for a vehicle:

- Description:** 2006 MITSUBISHI TRITON GLS (4x4) ML DOUBLE CAB UTILITY 3.2L DIESEL TURBO 4 DIESEL TURBO F/INJ 3200 5 SP MANUAL 4x4 VIN:MMBJNKB807D058379 Engine: 4M41UCAB6060 Rego: BPX773 Colour: GREY Odometer: 140776 Manufacture Date: 01/10/2006 Compliance Date: 01/12/2006 1. NUDGE BAR 2. SIDE
- Extras:** Dual Airbag Package Anti-lock Braking Automatic Air Con / Climate Control 16 Inch Alloy Wheels Central Locking Remote Control Electronic Brake Force Distribution Fog Lights - Front
- NVIC:** FUW06G
- Current Auction Preference:** None previously selected
- Auction Preference Request:** --- SELECT YOUR PREFERRED AUCTION ---
- Update Details** button
- Approved By:** Clinton Duncan
- Received Date:** 11/09/2015
- Returned:** No
- Return Date:**

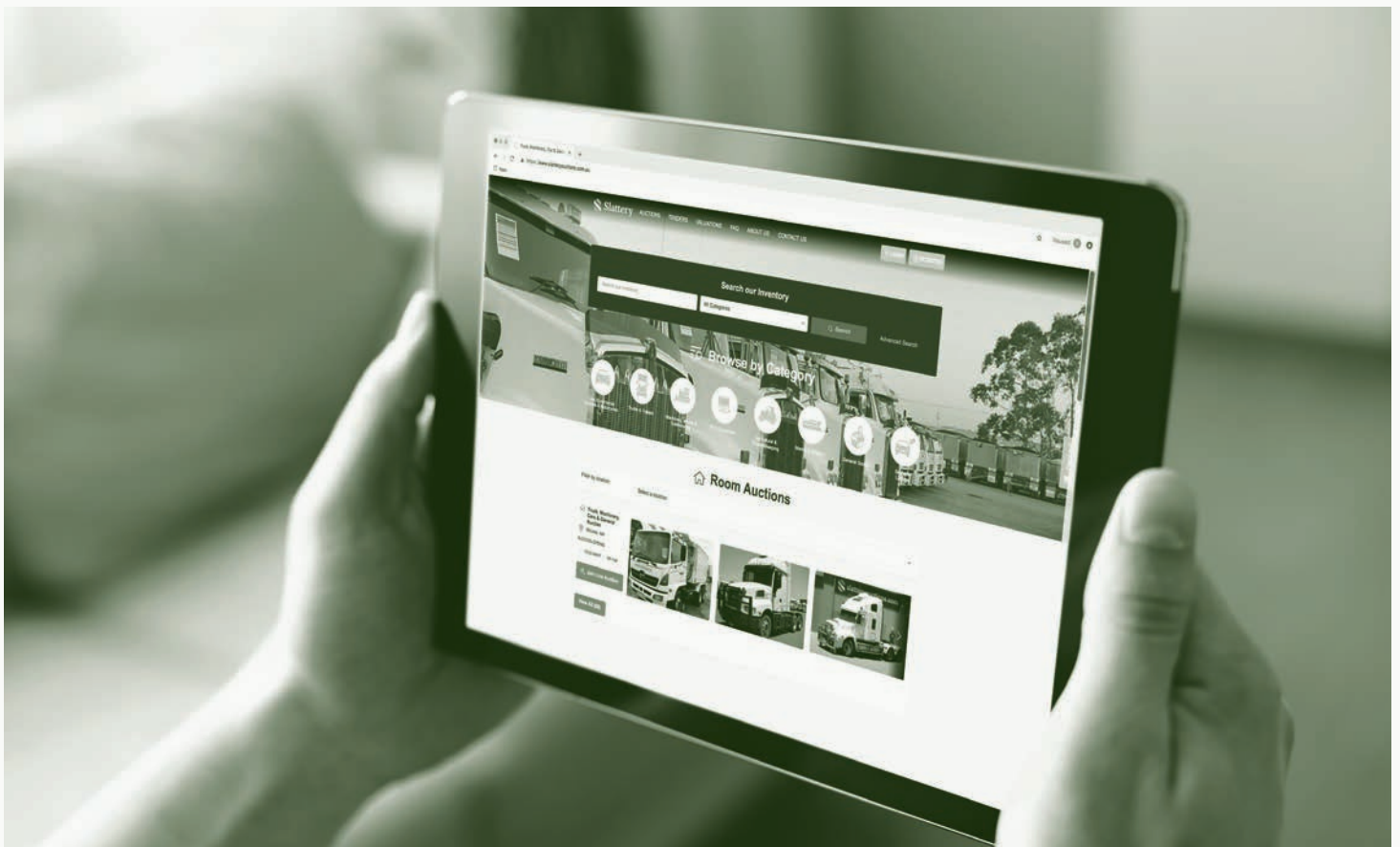
# Online Auctions

Slattery Auctions has developed its own online auction software over a number of years to provide our clients with the option of offering their retired assets for sale through our popular auction website. Our clients' assets are listed with their full specifications as well as photos and video (where appropriate) on our modern website so as to provide potential bidders with as much information about those assets as possible. Bidders then have a fixed period of time to place bids on those assets until the auction closes.

Where distance and the costs associated with transporting assets can be a disincentive to trucking assets to metropolitan centres, Slattery Auctions has the technology to list our clients assets on our website and ensure those assets are exposed to our large database of loyal buyers. We can achieve excellent results for our clients without having to move their assets from their site. Slattery Auctions distinguishes itself from other online vendors with our strong reputation in the

market for earthmoving, plant and equipment, trucks and automotive assets as opposed to the smaller 'knick knacks' or wine auctions that dominate the online auction market, this allows Slattery Auctions to advertise our clients' assets more effectively to the right market and achieve the right price.

In addition to our online auctions, Slattery Auctions' buyers can attend our live in room auctions online via our auction simulcast through the Slattery Auctions' website. Slattery Auctions' IT team simulcast the audio of each of our truck and machinery and automotive auctions and our bidders can bid from anywhere in Australia as if they were present at the live auction. The online bids appear before our auctioneers and those bids are accepted alongside the bids of the buyers present in the auction room.



# Our Fee Structure

Slattery Auctions differentiates itself from its bulk handling competitors through a more competitive fee structure that does not incorporate the extra charges of our competitors.

Slattery's fee structure is composed of:

- 1. Commission:** We operate on a commission basis which makes it a commercial imperative to maximise the returns for our clients and ensure they receive value for money when disposing of their assets with Slattery Auctions.
- 2. Buyers Premium:** Where our competitors use the Buyer's Premium as an additional revenue stream, Slattery Auctions prefers to use these funds to cover the costs associated with running a successful auction.
- 3. Transport:** For many of our loyal clients, Slattery Auctions subsidises the cost of transport of their assets. We seek to cover these transport costs out of the buyer's premium charged at auction.
- 4. Unique marketing:** Where we are given a unique or specialised item that requires a more tailored marketing campaign, Slattery Auctions uses a mutually agreeable marketing fund to create an innovative advertising campaign that draws in a wider range of buyers and heightens the returns for our clients. Past campaigns have included, amongst other things, short films, radio and television advertising.

## OUR FEE STRUCTURE

Service	Slattery Auctions Charge	Cost estimate
Arranging transport	No charge	MV: \$50 T&M: \$50 Aircraft/Marine - \$200
Administration of incidental rectification work (inflating flat tyres, petrol, charging batteries, other minor repairs)	No charge	MV - \$50 - \$100 T&M - \$100 - \$300 Aircraft/Marine - \$500 - \$2000
Provision of a final auction report on all company liquidations and high risk asset disposals.	No charge	MV - \$1000 T&M - \$2000 Aircraft/Marine - \$2000
Insurance on assets	No charge	MV - \$50 T&M - \$100
Advertising of assets	No charge	MV - \$50 T&M - \$50
Inspection and condition report of assets	No charge	MV - \$10 T&M - \$10 Aircraft - \$1500
On-site valuation of assets	No charge	MV - \$100 T&M - \$400 Aircraft/Marine - \$2500
Storage of assets	No charge - In the event assets are redeemed, Slattery Auctions charges the accountholder the agreed rates	MV - \$5 per day T&M - \$10-\$15 per day
Advice on setting reserves of assets	No charge	MV - \$50 T&M - \$50 Aircraft/Marine - \$500
Booking in and cataloguing of assets	No charge	MV - \$50 T&M - \$50 Aircraft/Marine - \$500
Roadworthy inspection (where deemed necessary) on assets	No charge	MV - \$65 T&M - \$100
Buyer phone bidding services for assets	No charge	MV - \$80 T&M - \$80 Aircraft/Marine - \$80
Buyer online bidding services for assets	No charge	MV - \$80 T&M - \$80 Aircraft/Marine - \$80
Buyer Administration services	No charge	MV - \$65 T&M - \$65 Aircraft/Marine - \$65
Buyer Processing services	No charge	MV - \$50 T&M - \$50 Aircraft/Marine - \$50
Auction catalogues provided to buyers of assets	No charge	MV - \$2 T&M - \$2 Aircraft/Marine - \$2
Final Auction reporting evidencing compliance with your section 420A of the Corporations Act (Cth) 2001 obligations (where necessary)	No charge	MV - \$3000 T&M - \$3000 Aircraft/Marine - \$3000*

# REPORTING

Slattery undertakes all its sales processes as if it were to comply with section 420A of the Corporations Act itself. This will help ensure our clients are protected from any potential litigation.

Our final auction reports outline the sales process and the steps taken to achieve not less than market value for the assets sold. The report details each step of the advertising and marketing campaign and provides evidence to support the final auction result.

A number of Slattery' clients have relied on our final auction report to successfully protect themselves and their client from litigation and its associated costs.





# INSURANCES

Despite taking all preventative measures, Slattery Auctions Australia recognises the critical importance of maintaining a comprehensive insurance regime as a final measure of protection for our clients and our company.

Slattery Auctions has all insurances covering workers compensation and personal accident, public liability insurance, professional indemnity insurance, fidelity guarantee insurance on our audited trust account, goods in care, custody and control insurance and a general fleet policy of insurance.

A list of our insurances and their thresholds held with Eagle Eye Insurance Solutions Pty Ltd are listed below. Copies of their certificate of currency can be supplied on request:

1.	Public liability insurance	-	\$30,000,000
2.	Product liability insurance	-	\$30,000,000
3.	Professional indemnity insurance	-	\$20,000,000 - \$10,000,000 per claim
4.	Workers compensation insurance	-	The full amount of the employer's liability under the Workers Compensation Act 1978
5.	Fire insurance		
6.	Theft and burglary insurance		

# TRUST ACCOUNT & PAYMENTS

Slattery Auctions Australia believes it is of critical importance that all auction houses maintain a separate audited and insured trust account so as to protect the funds of their clients whilst those funds are under the control of the Auction house. Slattery Auctions is one of the few auction houses that holds an insured trust account and is committed to an annual audit of that trust account.

Slattery Auctions deposits all sale proceeds into our trust account which is held with the Westpac. This trust account has fidelity guarantee insurance held with Eagle Eye Insurance Solutions Pty Ltd.

# WORKPLACE HEALTH, SAFETY & ENVIRONMENTAL SYSTEM

Slattery Auctions Australia is committed to maintaining the highest standards of workplace health and safety systems to protect our staff, our clients and our buyers. As part of our commitment to WH&S, Slattery Auctions, in conjunction with independent occupational health and safety specialists (Total Risk Solutions), has developed a comprehensive accredited occupational health, safety and environmental plan (OH&S Plan) as part of Slattery Auctions' overall management system. The OH&S plan meets and exceeds the requirements set out in the Work Health and Safety Act 2011 and Slattery Auctions is committed to strictly adhering to the requirements set out within the OH&S Plan.

Slattery Auctions engages Total Risk Solutions to conduct inspections on all plant and equipment sold through our auctions and commissions individual WH&S reports to be produced on each piece of plant and equipment. Each WH&S report details the known safety hazards applicable to each piece of plant and equipment and stresses the need for all successful purchasers to fully inspect, test and repair all plant and equipment before use. The WH&S report is available to all buyers when inspecting plant and equipment at the auction and the successful buyer is required to sign a copy of the report acknowledging they have received and read the report. Slattery Auctions stringent approach to WH&S has already saved a number of our clients from damaging litigation claims.

# CODE OF ETHICS

As an organisation, Slattery Auctions Australia and Slattery Valuations Australia and their staff maintain a Code of Ethics which upholds their business standards of professionalism and ethical practice in the conduct of their day-to-day activities.

- › Slattery Auctions Australia will conduct all auction / tender sales in a fair and impartial manner to client and customers alike.
- › Slattery Auctions Australia will conduct valuation exercises only after assessing all relevant details and information on the equipment being valued.
- › Slattery Auctions Australia will observe the principles and processes as outlined in the Auctioneers and Agents Act 1914, the Auctioneers and Valuers Association of Australia and the Motor Dealer Act 1974.
- › Slattery Auctions Australia will describe all assets for sale in their true condition and stating all faults as known to this organisation.
- › Slattery Auctions Australia will provide Plant Safety Hazards Advice to Purchasers by way of documentation to meet obligations detailed in NSW Occupational Health and Safety Regulations 2001, Part 5.3 Supply of Plant, Division 2: Sale of transfer of plant.
- › Slattery Auctions Australia will uphold the highest principles of probity in the conduct of its business and will observe all statutory regulations imposed on it, not only in the letter, but also in the spirit of said regulations.

# REFERENCES

Name	Company	City	Phone
Tim Datson	Westpac Banking Corporation	Adelaide	08 8177 7829
Maria Giorgatzis	Westpac Banking Corporation	Adelaide	08 8177 7977
Tom Brooks	Commonwealth Bank of Australia	Sydney	02 9151 8802
Rahul Goyal	Korda Mentha	Sydney	02 8257 3003
Chris Fileman	NAB	Sydney	0404 883 459
Llyod Kerr	Jirsch Sutherland	Newcastle	02 4953 6244
Nathan Murray	Morris Finance	Geelong	03 5223 3453
Christopher Hill	PWC	Sydney	0419 499 103
John Lindholm	KPMG	Melbourne	0419 307 897
Alan Walker	Cor Cordis	Sydney	(02) 8221 8456
Greg Quinn	PwC	Sydney	(02) 8266 0141
Ken Stanton	Barraket Stanton	Sydney	(02) 8920 1344



## OUR CONTACT DETAILS

### Sydney NSW

2 Ashford Avenue, Milperra NSW 2214

P: 02 9726 7333

E: [sydney@slatteryauctions.com](mailto:sydney@slatteryauctions.com)

### Melbourne VIC

41-45 Hydrive Close Dandenong South VIC 3175

P: 03 9799 3933

E: [melbourne@slatteryauctions.com](mailto:melbourne@slatteryauctions.com)

### Newcastle NSW

230 Old Maitland Road, Hexham NSW 2322

P: 02 4028 0000 F: 02 4964 9618

E: [newcastle@slatteryauctions.com](mailto:newcastle@slatteryauctions.com)

### Brisbane QLD

57 Hayward Street, Stafford QLD 4053

P: 07 3149 8210

E: [brisbane@slatteryauctions.com](mailto:brisbane@slatteryauctions.com)

### Perth WA

96 Poole Street, Welshpool WA 6106

P: 08 6555 5999

E: [perth@slatteryauctions.com](mailto:perth@slatteryauctions.com)

### Adelaide SA

3 - 5 Bollen Street, Kilkeny SA 5009

P: (08) 7095 0388

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Paddy Slattery

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Nathan Dwyer

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Heath Burriss

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Patrick Symons

0498 760 201

[psymons@slatteryauctions.com](mailto:psymons@slatteryauctions.com)

## ANNEXURE 'A' – CERTIFICATES

**Auctioneers & Valuers Association of Australia**

ABN: 21 000 109 544  
Incorporated 11th August 1957

**CERTIFICATE OF MEMBERSHIP**  
**Slattery Auctions Pty Ltd**

Is hereby declared to be an  
**AVAA Certified Corporate Member**

**Member No: 151**  
**For the Year 2018**

Given under the Seal of the Auctioneers & Valuers Association of Australia

President:

A handwritten signature in black ink, appearing to read 'Tim S...', written over a light blue grid background.

Treasurer:

A handwritten signature in black ink, appearing to read 'Philip...', written over a light blue grid background.

Secretary:

A handwritten signature in black ink, appearing to read 'Belinda...', written over a light blue grid background.



This certificate is issued subject to the memorandum and articles of association  
and remains the property of the association.



**Allianz Australia Insurance Limited**  
 ACN 008 122 850 ABN 15 008 122 850



30 April, 2019

## Certificate of Currency

This is to certify that the following policy reference is current, as at the date stated above.

This Certificate provides a summary of the policy cover and is not intended to amend, extend, replace or override the policy terms and conditions contained in the actual policy document.

<b>Insurance Class:</b>	Professional Indemnity
<b>Insured Name:</b>	Slattery Auctions Australia Pty Ltd Slattery Auctions No. 1 Pty Ltd Slattery Auctions Queensland Pty Ltd Slattery Auctions Victoria Pty Ltd Slattery Auctions WA Pty Ltd Slattery IT Pty Ltd Slattery Valuations Australia Pty Ltd P&R Slattery Pty Ltd ATF Slattery Family Debt Instalment Trust Robmoo Pty Ltd ATF The Slattery Family Superannuation Fund Slattery Helicopter Charter Pty Ltd Windstock Café Pty Ltd
<b>Professional Business:</b>	Auctioneer; Plant/equipment/machinery/aviation valuations and expert witness in respect to same; Sale of abattoir; Administration, contracting, engagement and management of debt collection, recovery, re-sale and legal recovery parties Consulting in respect thereof;
<b>Policy Inception Date:</b>	30 April 2019
<b>Policy Expiry Date:</b>	30 April 2020
<b>Limit of Indemnity:</b>	\$ 10,000,000 any one claim \$ 30,000,000 in the aggregate
<b>Policy Number:</b>	171R003736PLP

Level 13, 2 Market St  
 Sydney NSW 2000  
 GPO Box 4049  
 Sydney NSW 2001

Telephone 02 9550 6228  
 OR 16154 888  
[www.allianz.com.au](http://www.allianz.com.au)

**CLASSIFICATION: CONFIDENTIAL**



## Certificate of Insurance

### Public and Products Liability Insurance

To whom it may concern, this certificate:

- is issued as a matter of information only and confers no rights upon the holder;
- does not amend coverage afforded by the policy/number listed;
- is a summary only of the cover provided. For full particulars, reference must be made to the current policy wording;
- is current at the date of issue.

**Insurer:** AAI Limited ABN 48 005 297 807 trading as Vero Insurance

**Policy wording:** Vero General and Products Liability Insurance Policy – Corporate Liability Solutions V8145 01/11/18 A

**Policy number:** LCL017564517

**Named insured:** Slattery Auctions Australia Pty Limited, Slattery Valuations Australia Pty Limited, Slattery Auctions Victoria Pty Limited, Slattery Auctions Queensland Pty Limited, P B R Slattery Pty Limited ATF Slattery Family Debt Instalment Trust, Slattery Auctions No. 1 Pty Limited, Slattery IT Pty Limited, Slattery Auctions WA Pty Limited, Robmo LTD ATF The Slattery Family Superannuation Fund, Ros and Patrick Slattery Snr (Bldg Owner – Hexham)

**Business:** Principally Property Owners, Occupiers, Auctioneers and Valuers including Non-Real Estate Valuations, motor vehicles, planes, boats, machinery and real estate, livestock valuations and administration of debt collection and any other activity incidental thereto.

**Period of insurance:** From: 30/04/2019  
To: 30/04/2020  
4.00pm Local Standard Time

**Limit of liability:**

**General/Public liability** \$ 30,000,000 any one Occurrence.

**Products liability** \$ 30,000,000 in the aggregate during any one Period of insurance in respect of claims arising from Products.

**Endorsements:** Property in Your Care, Custody or Control – Increased Sub-limit, Product Recall Expense Coverage, Product Errors or Omissions Coverage, Aircraft, Watercraft Endorsement, Breach of Professional Duty – Total Exclusion

On behalf of AAI Limited ABN 48 005 297 807 trading as Vero Insurance

**icare<sup>™</sup>**  
workers  
insurance

## certificate of currency nsw

SARAH VANVALEN  
SLATTERY AUCTIONS AUSTRALIA PTY  
LTD  
230 OLD MAITLAND RD  
HEXHAM NSW 2322

**issue date**

04/07/2019

**print date**

04/07/2019

Dear Sir/Madam

### statement of coverage

The following policy of insurance covers the full amount of the employer's liability under the *Workers Compensation Act 1987(NSW)*.

### valid until

30/06/2020

#### policy number

103815701

#### legal name

SLATTERY AUCTIONS AUSTRALIA PTY LTD

#### trading name

#### abn

17 091 324 480

#### actn

091 324 480

#### industry classification number (WIC)

788900 Business Services nec

#### number of workers\*

18

#### wages/units\*

\$2,800,000.00

\* Number of workers includes contractors/deemed workers

+ Total wages/units estimated for the current period

## important information

Principals relying on this certificate should ensure it is accompanied by a statement under section 175B of the *Workers Compensation Act 1987 (NSW)*. Principals should also check and satisfy themselves that the information is correct and ensure that the proper workers compensation insurance is in place. ie. compare the number of employees on site to the average number of employees estimated; ensure that the wages are reasonable to cover the labour component of the work being performed; and confirm that the description of the industry/industries noted is appropriate. A principal contractor may become liable for any outstanding premium of the sub-contractor if the principal has failed to obtain a statement or has accepted a statement where there was reason to believe it was false.

Yours faithfully,



Jason McLaughlin  
General Manager, Loss Prevention and Pricing  
icare workers insurance

# Certificate of Currency

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## 1. Statement of coverage

The Accident Insurance Policy covers the full amount of the employer's liability under the *Workers' Compensation and Rehabilitation Act 2003*.

Your workers' compensation insurance policy is due for renewal. Your policy will be current to 30 September 2020

This Certificate is valid from: 01 July 2018 to 30 September 2020

The information provided in this Certificate of Currency is correct as at 04 July 2018

## 2. Employer's information

Policy number: WAD131234013

Employer name: Slattery Auctions Queensland Pty Ltd

ABN: 99185172154

ACN / ARBN: 185172154

## 3. WorkCover industry classification

Commission-Based Wholesaling - 380013

For more information, please contact us on 1300 382 128 or visit our website at [worksafe.qld.gov.au](http://worksafe.qld.gov.au).

# CERTIFICATE OF CURRENCY



Authorised Agent of the Victorian WorkCover Authority

## 1. STATEMENT OF COVERAGE

This employer is registered for WorkCover insurance to cover its liabilities under the *Workplace Injury Rehabilitation and Compensation Act 2013* (and amendments).

This Certificate is valid from:

01/07/2019

to:

30/06/2020

The information provided in this Certificate of Currency is correct at:

04/07/2019

## 2. EMPLOYER'S INFORMATION

WorkCover Employer Number:

12759226

Legal Name:

SLATTERY AUCTIONS VICTORIA P/L

Trading Name:

ABN:

38 433 516 202

ACN/ABN:

133 516 202

Lachlan Singleton

Premium Services Manager

Allianz Australia Workers' Compensation (Victoria) Limited

For and on behalf of WorkSafe Victoria

ACN 008 035 731

GPO Box 60 Melbourne VIC 3001

Premium Enquiries: Phone (03) 9234 3285 Fax (03) 9234 3489



**Contact:** Catherine Castaneda  
**Direct Line:** 02 9088 9791

#### National Accounts

CGU Centre  
 Level 8, 181 William St  
 MELBOURNE VIC 3000  
 GPO Box 2090S MELBOURNE VIC 3001  
 Telephone: (03) 8630 1000  
 Facsimile: (03) 8804 9242

### EMPLOYERS' INDEMNITY INSURANCE CERTIFICATE OF CURRENCY

Resilium - Eighteen 33  
 Suite 3, Level 28  
 1 Farrier Place  
 Sydney NSW 2000

#### 1. STATEMENT OF COVERAGE

The following insurance policy covers the employer's liability under the Workers' Compensation and Injury Management Act 1981.

This certificate is valid from: 4.00pm on 30/06/2019 to 4.00pm on 30/06/2020

The information provided in this certificate is correct at: 28/06/2019

#### 2. EMPLOYER'S INFORMATION

Policy Number	State	Work Cover Number	ABN
O/16-1545	Western Australia	WC10092960	44606856099

##### Legal Name

Slattery Auctions WA Pty Ltd

##### Trading Name

Slattery Auctions WA Pty Ltd

##### Premium (Industry) Classifications

60200 Other Information Services

#### 3. IMPORTANT INFORMATION

##### Other Interested Parties


N/A

##### Common Law Cover

\$50,000,000 (in respect of any one event, regardless of how many workers are injured by that event).



## ANNEXURE 'B' – RISK ASSESSMENT EXAMPLE

 Total Risk Solutions	<b>PLANT SAFETY HAZARDS ADVICE TO PURCHASERS OF AUCTIONED PLANT or PLANT FOR SALE</b>	 <b>Slattery</b> <small>ASSET MANAGEMENT &amp; AUCTIONEERING</small>
Lot No: 008	Assessment Date: 14 MARCH 2016	TRS Ref:
Plant Description: QTY SAFETY HARNESSES & SLINGS		ID or Serial No:
Location: HEXHAM		Assessor: KEN

This document is provided to meet obligations as set out in NSW Work Health and Safety Regulation (2011) *Part 5.1 General duties for plant and structures, Division 5: Duties of persons conducting business or undertaking that supply plant*. The safety hazards associated with operating and maintaining this plant have been identified as far as is practicable based on a visual inspection only and are listed on subsequent pages.

This Plant Hazard Assessment Report has been provided by the plant supplier or seller, as required by the NSW Work Health and Safety Regulation (2011) *Part 5.1 General duties for plant and structures, Division 5: Duties of persons conducting business or undertaking that supply plant*.

In providing this Plant Hazard Assessment Report, the sellers or transferor of the plant is complying with the NSW Work Health and Safety Regulation (2011) *Part 5.1 General duties for plant and structures, Division 5: Duties of persons conducting business or undertaking that supply plant* in providing information for the safe use of the plant by the new owner.

**This plant is being sold in an as-is condition with known and unknown safety hazards. No physical testing has been conducted (e.g. Wire rope testing, stress testing, structural/non-destructive testing, noise testing, vibration testing, brake testing, insulation testing, electrical, controls, etc).**

This hazard assessment of the plant was undertaken as it appeared on the day of the inspection, and while the plant was in a static condition (not operating), other hazards may be introduced under operational conditions and must be addressed by the purchaser at a time prior to use.

The condition of the plant may have changed since its inspection. Consequently, it is the responsibility of the purchaser, prior to operating, maintaining, modifying and/or transporting this plant, to ensure that it complies with the NSW Work Health and Safety Regulation (2011) *Part 5.1 General duties for plant and structures, Division 5: Duties of persons conducting business or undertaking that supply plant* and with full regards to the NSW Work Health & Safety Act (2011), and relevant Australian Standards.

**NOTE:** This document is not intended to provide information on, nor warrant the mechanical or electrical condition of plant and must be read in conjunction with the TRS limitations statement.

**These regulations require that plant be specifically assessed for hazards which may include:**

Electrical hazards	Ergonomic issues	Inadequate operator controls
Inadequate machine guarding	Plant noise exposure	Chemical exposure and controls
Modification to original design	Unserviceable components or conditions	

**IMPORTANT NOTICE:** This plant should be further assessed, tested, inspected or dismantled as necessary to gauge any further hazards and/or risks relating to workplace use, which are currently unknown.

Under the NSW Work Health and Safety Act, Regulations, Codes of Practice and appropriate Australian Standards, there is a requirement for the plant owner, employer and operator to exercise a duty of care in the safe operation and maintenance of this plant. Accordingly, before this item is supplied to, or used at any workplace, it must be inspected in order to ensure it is in a fully operational, safe and serviceable condition and that operators are trained in the use of this piece of plant.

Prior to use, operation, maintenance and/or transportation of this piece of equipment, a comprehensive risk assessment needs to be undertaken to ensure appropriate risk controls are implemented and are proven as adequate.

**ACKNOWLEDGEMENT: PURCHASER TO COMPLETE (1) OR PURCHASER AGENT TO COMPLETE (2)**

(1) I have read the above and understand my responsibilities with respect to the identified hazards.

Purchaser: \_\_\_\_\_ Date: \_\_\_\_\_  
NAME (Please print) SIGNATURE

(2) I have read the above information and undertake to pass this information and/or all supporting documentation on to the purchaser on whose behalf I act.

Total Risk Solutions Pty Limited

**NON COMPLIANT CONDITIONS FOUND IN THE ASSESSMENT**

The following conditions were found to be non compliant when assessed according to the requirements of the NSW Work Health and Safety Act (2011). These conditions were determined during a plant hazard assessment and require relevant risk control measures to be both developed and implemented by the new owner of the plant prior to its use in the workplace together with the development of a workplace and work task risk assessment.

**There are no certification details or inspection data<sup>1</sup> available for this item of plant. There are no manuals, operating instructions or maintenance instructions available for this item of plant, therefore: ITEMS IS TO BE SOLD AS SCRAP OR AS PARTS AND IS TO BE SOLD IN A NON-OPERATIONAL STATE.**

1. **CONDITION UNKNOWN.** – USE WITHOUT INSPECTION AND CERTIFICATION BY OEM OR ACCREDITED REPAIRER MAY RESULT IN INJURY: Prior to use it is recommended that the unit be inspected and certified by the original equipment manufacturer (OEM) or an accredited person in order to determine the integrity of the unit.

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<sup>1</sup> WorkCover NSW Position Paper, *Requirements for Auctioneers Selling Used Plant in NSW*, (dated 16<sup>th</sup> December 2005)