

# PROPOSAL

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John Dev Inc.

2025

# TABLE OF CONTENTS

An Australian Business with a ... .....	3	Company Profile - Slattery As... .....	4
Why Slattery - Remarketing S... .....	5	Why Slattery - Skill and Expertise .....	6
Our Client Promise .....	7	eevee Overview .....	8
Staff Profiles .....	9	Our Offices - Newcastle .....	17
Our Offices - Brisbane .....	18	Our Offices - Roma .....	19
Our Expertise - Automotive .....	20	Valuations & Asset Managem...	21
Valuation Experience .....	22	Valuation Reports .....	23
Sample Valuation .....	24	Print Marketing Examples - A... .....	33
Print Marketing Examples - M... .....	35	Bespoke Brochure .....	37
Our Fee Structure .....	38	Our Fee Structure - Trucks & ... .....	39
Our Fee Structure no-charge table .....	40	Reporting .....	41
Insurances/Trust Account & P... .....	42	Workplace Health, Safety & E... .....	43
Code of Ethics .....	44	References .....	45
Our Contact Details .....	46	Member Association - AMEA .....	47
Annexure A - Certificates .....	48	Annexure B - Risk Assessmen... .....	55

## 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 \$1billion 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

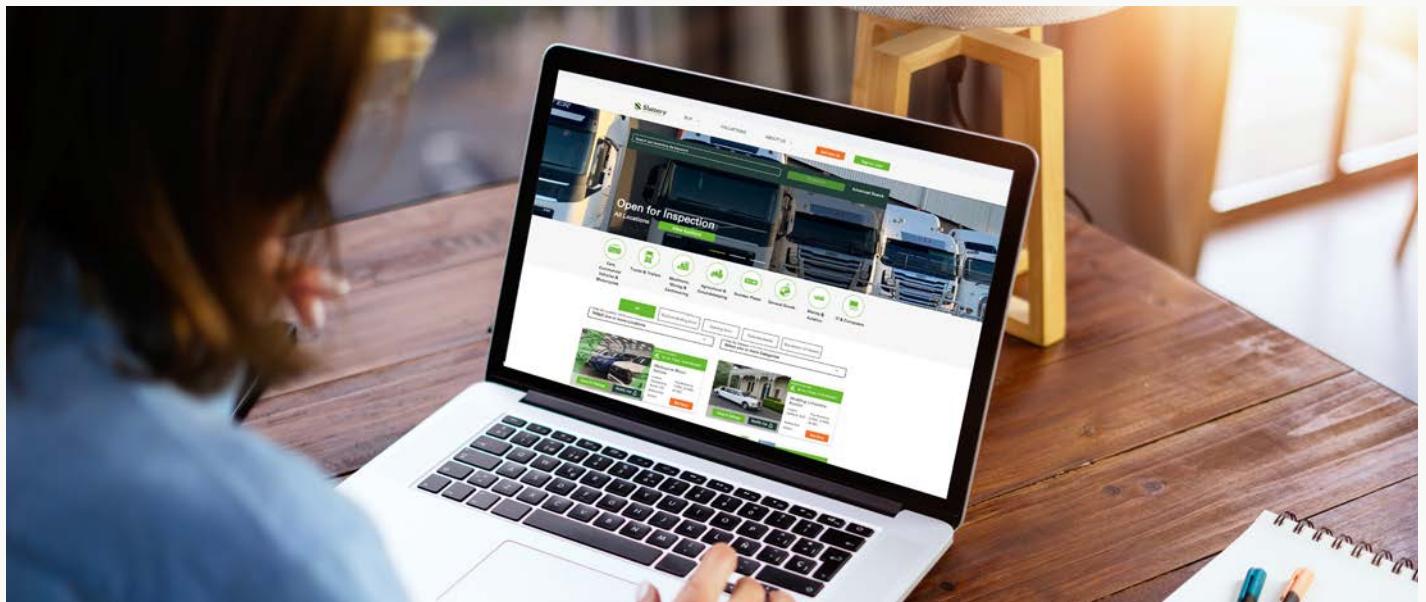
- › Expressions of interest and tender processes.
- › Private treaty sales.
- › Auction services through: Hybrid traditional and simulcast auction; traditional auctions only; webcast auctions only; online auction platform.

### 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.

## 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.

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



## 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



## 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."



## 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."



## STEVE MARTINELLI

### CONSULTANT

Steve has joined the business following an extensive career in Banking and Finance. Commencing with ANZ/Esanda Steve was State Manager, Specialised Leasing & Finance, including fleet leasing Joint Ventures with Autofleet and Emeco.

This was followed by a solid stint in Mortgages with Macquarie Securitisation and HSBC as Head of Mortgages, before being appointed Foundation Director at GMAC RFC and more recently Head of NZ & COO for Bluestone Asset Management and Chief Executive at the Hunter United Credit Union.

Steve is a professional General Manager, a current Fellow of Finsia, and a Graduate of the AICD. He has a Master of Business degree in Banking and Finance, is a past member of the MFAA National Lending Committee and National Broking Committee.

In addition, Steve volunteers as an active Director with local NFPs.

#### What do you think sets Slattery apart?

Slattery's have not lost sight of their local family values whilst pursuing growth on an expanding APAC stage.

#### What makes good client service?

Good client service is built on a quality of the team being able to deliver on a brief.

#### What do you love most about auctions?

Auctions are one of the earliest forms of buying and selling and pretty much nothing has changed from the earliest days.

#### What is your favourite pastime?

Apart from spending time with my family I love high altitude trekking, football, and the odd surfing trip (when the knees hold up)



## AHMET OZCELIK

### GENERAL MANAGER, RECOVERIES

After 15 rewarding years with Capital Finance as Remarketing Manager and over 20 years' experience in the Finance Industry Ahmet joined Slattery's Motor Vehicle Team in the Sydney Auction Offices.

After a couple of years in the Slattery team Ahmet is now responsible for growing and maintaining strong relationships with Slattery Auctions' clients in NSW and ensuring robust business growth over the coming years.

Ahmet has extensive knowledge of consumer regulated lending, commercial lending and insolvency and this unique insight into our clients' business ensures best in class Asset Management solutions with a high priority placed on procedural accuracy.

Ahmet also brings with him strong knowledge and expertise in both the motor vehicle and marine sectors and is has embraced the opportunity to expand his knowledge into different industries with help from his Slattery colleagues.

**What has been one of your highlights at Slattery Auctions?**

"When I was a fairly new member of the team I clerked for Paddy at one of our motor vehicle auctions. He is a well-respected leader in the auction industry and it remains a memorable experience and highlight of my early days with a great company."

**What makes great client service?**

"Great client service, in my estimation, is about understanding the client and their needs then partnering with them to achieve the best result possible."

**What is your favourite pastime?**

"In no specific order; Rugby (Union or League!) fishing, music and last but by no means least, spending time with my son."



## HEATH BURRISS

VALUER, VIC

Heath joins the Slattery Asset Advisory team, bringing with him over 10 years of valuation experience.

He has carried out many large scale valuations and auction projects for a range of insolvency practitioners, financiers, government departments and major corporations. Heath has worked on a broad range of valuations from different industries during his career including manufacturing, auto manufacturing, earthmoving, civil construction, transport, food processing and hospitality.

### What makes great client service?

"It's our honesty and transparency combined with our industry knowledge which helps us build relationships and provide good client service."

### What sets Slattery's apart?

"Slattery's provides a high level of service to all its clients, vendors and buyers. We're always striving to achieve the best results for our vendors, provide the best equipment to our buyers and exceed expectations and meet deadlines for our clients."

### What is your favourite pastime?

"In my spare time I enjoy playing football (AFL) and spending time with my kids and taking them to all the sporting activities."

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

"I most of all enjoy the challenge of large projects and achieving a great result for the both Slattery's and the vendor/client."



## JONO WILSON

### BUSINESS DEVELOPMENT MANAGER, NSW

Jonathon has a family background in stock and station agency and has predominately worked in finance. He spent two years working as a money broker in the financial markets in Sydney prior to accepting a role on the NAB Graduate Program. It was in this role that Jonathon returned to his country roots and spent the next 5 years as an Agribusiness Banker in Northern NSW and Central QLD. A desire to enter the auction industry saw Jonathon commence with Slattery's in 2013.

His current key responsibility is running a best in class Truck and Machinery Remarketing operation in Newcastle that services Sydney and the wider NSW catchment area. He ensures robust processes and procedures are stringently followed to ensure our clients meet their compliance and probity obligations protecting them from future complications. Jonathon co-ordinates the truck and machinery auctions to ensure all sale operations run efficiently and effectively and his strong communication skills, love of building and developing relationships as well as his affable nature suits in his role when liaising with customers. These attributes also compliment Slattery's strong emphasis on client service.

#### **What sets Slattery's apart?**

"Our honesty and integrity. Always doing what's right by the customer."

#### **What is your highlight at Slattery Auctions?**

"Controlling the on-site post sale of a \$2 million clearing auction in the bush. This had a seemingly endless amount of challenges, but we got there in the end."

#### **What are you aiming to achieve in the next year?**

"I'm looking to further my experience running multiple auctions and understanding the challenges of leading a multi discipline team."

# 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



## 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



## 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 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.

# 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

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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**

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*Acting on instructions from:*

XX XXX  
XXX XXX

---

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*Valuation Number:XX-XXX-XX*

Our Ref:XX-XXX-XX

28 May 2015

XXX XXX  
 XX XXX  
 XX XXX  
 Attention:XX XX

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

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

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

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

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

Dear XXX,



XXX XXX

In regards to verbal instructions received on 26/5/15, 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
<b>Truck &amp; Trailer</b>	\$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.



- 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.



XOX XOX  
XOX XOX  
Effective Date: 26 May 2016  
Val No.: XX-XXXX-XX

## Summary

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



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

## Valuation Report

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



XXX XXX  
XXX XXX  
Effective Date: 28 May 2015  
Val No.: XXX-XXX-XXX

## Valuation Report

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

## PRINT MARKETING EXAMPLES - AGRICULTURE



# Slattery

Auctions & Valuations

### GLADSTONE MEGA AGRICULTURAL, MACHINERY & GENERAL AUCTION

Under Instructions from McGrath Nicol administrators of ACN .....Pty Ltd (Administrators Appointed) (formerly RCR Tomlinson Pty Ltd)

**ONLINE AUCTION CLOSES ON 12 MARCH**

We are offering a quantity of Vertical Borers, Horizontal Borers, Lathes, Welders, 20 foot and 40 foot shipping containers, Trailers, Forklifts, Franna Crane, 4 x John Deere 5075E Tractors, 7 x Polaris Ranger UTVs.

**Location:** 5 Ganley Street, Gladstone, QLD  
**Enquiries:** Anthony Martin 0427 483 165  
[Refer To Website For Full Listing.](#)






### TOWNSVILLE MEGA AGRICULTURAL, ENGINEERING & FARMING AUCTION

Under Instructions from McGrath Nicol administrators of ACN .....Pty Ltd (Administrators Appointed) (formerly RCR Tomlinson Pty Ltd)

**ONLINE AUCTION CLOSES ON 26 MARCH**

We are offering a quantity of Gayk 6000 and 4000 Piling Rigs, John Deere 8360RT, 6105MC, 6100 MC, 5075E Tractors, 6 and 3 seater Polaris Ranger UTVs, 9t Tag Trailers, 2t Tag Trailers, Sand Trailer, shipping containers.

**Location:** 190 Webb Drive, Mt St John, Townsville  
**Enquiries:** Anthony Martin 0427 483 165  
[Refer To Website For Full Listing.](#)






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# Slattery

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### TRUCK, MACHINERY & GENERAL AUCTION

**PUBLIC AUCTION WITH ONLINE AND PHONE BIDDING AVAILABLE**

TRUCKS; EARTHMOVING; MOTOR VEHICLES & A RANGE OF GENERAL ITEMS.

**Trucks:** 2012 MACK SUPERLINER CLXT; 2012 ISUZU FVZ EURO V WATER CART; 2012 ISUZU FSR EURO V 850 WATER CART. **Machinery:** 2008 TIMPERPRO TIMBER FORWARDER; 2006 CAT 740 EJECTOR TRUCK; 2011 KOMATSU BACKHOE LOADER; 2013 CATERPILLAR SKIDSTEER. **Also:** 2009 MITSUBISHI FUSO ROSA BE600 25 SEATER; 10 800L DIESEL FUEL TANK.

[Refer to Website For Full Listing.](#)

**Enquiries:** Paul Martin 0488 001 780 or pmartin@slatteryauctions.com.au  
**Inspection:** 1st & 2nd Oct 2018 from 8am-4.30pm and Wed 3rd Oct from 8am. Auction starts 10am AWST  
**Buyer's Premium:** Refer to website and catalogue

**- WHEN -**  
10am Wednesday  
3rd Oct 2018

**- WHERE -**  
33 Rothschild Place,  
Midvale WA 6056






[slatteryauctions.com](http://slatteryauctions.com)
SYDNEY | NEWCASTLE | MELBOURNE | BRISBANE | PERTH

# DIGITAL MARKETING EXAMPLES - AGRICULTURE

[View Details](https://www.slattery.com.au/) [Follow on Facebook](https://www.facebook.com/SlatteryAuctions)

**Slattery**  
Auctions & Valuations

Mega Engineering, Agriculture, General & IT Equipment Auctions in South Gloucester



FOUR MAJOR ONLINE AUCTIONS  
CLOSING: 8:30PM AEST WED 28/02/18

**ONLINE AUCTIONS**

[MODULAR PLANT & EQUIPMENT AUCTION](#) [VIEW AUCTION](#)

[HAULAGE, VEHICLE & MAJOR PLANT AUCTION](#) [VIEW AUCTION](#)

[OFFICE & IT EQUIPMENT AUCTION](#) [VIEW AUCTION](#)

[SHIPPING CONTAINER AUCTION](#) [VIEW AUCTION](#)

**Also Check Out**

[Under instructions from McGrathNicol, Slattery Auctions has been appointed to conduct a series of auctions on behalf of RCR Transport Pty Ltd \(Formerly Musters Transport\).](#)



**McGrathNicol**

We are offering a quantity of Industrial Boxes, Forklift Boxes, Ladders, Sheds, 20ft Box and 40ft shipping containers, Trailers, Forklifts, Pallet Racks, 8 x John Deere 5210's Trailers, 7 x Polaris Ranger UTV's. Registered surveyor and office equipment assets from local clients.

**Auction Details**

**Open Now**  
Closes: 8:30pm AEST Wednesday 28th Feb at 2018  
All items are located at 5 Ganley Street, South Gloucester QLD 4670

Inspection: Tuesday 13th & Wednesday 20th March 2018 from 7am until 3pm.

**Enquiries**  
Slattery Martin  
(P) 0427 483 165  
(E) [mcgrathnicol@slattery.com.au](mailto:mcgrathnicol@slattery.com.au)

**About Slattery Auctions**  
Slattery Auctions is a proudly independent and family run business. We are your local auctioneers nationally for cars, boats, machinery, farm equipment, tools, vehicles, caravans and much more.

[www.slattery.com.au/](http://www.slattery.com.au/)

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**Slattery**  
Auctions & Valuations

**MEGA AGRICULTURAL, MACHINERY & GENERAL AUCTION**  
ONLINE AUCTION

**CLOSES:** 12th March 2019  
**LOCATION:** 5 Ganley Street, Gladstone, QLD  
**ENQUIRIES:** Anthony Martin 0427 483 165

**McGrathNicol**



[View all lots online here](#)

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

**Slattery**  
Auctions & Valuations

**MEGA AGRICULTURAL, ENGINEERING & FARMING AUCTION**  
ONLINE AUCTION

**CLOSES:** 26 March 2019  
**LOCATION:** 190 Webb Drive, Mt St John, Townsville, QLD  
**ENQUIRIES:** Anthony Martin 0427 483 165

**McGrathNicol**



[View all lots online here](#)

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

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Auctions & Valuations

**GROUND MAINTENANCE, WORKSHOP AND TOOLING AUCTION**

**ONLINE AUCTION**  
**OPENS:** 9am AEST Aug 12  
**CLOSES:** 7pm AEST Aug 19  
**WHERE:** 2 Laurel Rd, Lake Albert NSW

See website for full details!



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

**Slattery**  
Auctions & Valuations

**MEGA AGRICULTURAL ENGINEERING AND FARMING AUCTION**

**ONLINE AUCTION**  
**CLOSES:** Tues, 26 March 2019  
**WHERE:** 190 Webb Drive, Mt St John, Townsville, QLD

[View All Lots Online Here!](#)



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154 views

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5 days ago

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**GROUND MAINTENANCE, WORKSHOP AND TOOLING AUCTION**

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See website for full details!

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



**Slattery**  
Auctions & Valuations

**GROUND MAINTENANCE, WORKSHOP & TOOLING AUCTION**

## PRINT MARKETING EXAMPLES - MANUFACTURING



# ONSITE AUCTION STEEL FABRICATION MACHINERY, TOOLS, STOCK & VEHICLES

**WHEN** -  
11am Tuesday 18th July 2017

**WHERE** -  
10-16 Osboldstone Rd, Wangaratta, VIC  
Acting under instructions of: Cor Cordis,  
Liquidators of Foley & Bear Pty Ltd (in Liquidation)  
T/AS J & R Industries:



MAXI 4x2500mm Guillotine, 2.4mtr Pan Brake  
Folder, Microcut Cropper Punch & Shear, Lathe,  
Welders, Benches, Large Range power & hand  
tools, Concrete Core Drill, Fusion Welder, Range  
Ass. Steel stock & componentry, etc. Trailers, 4  
Vehicles & Truck, Forklift & much more.

**See website for photos & details**

**Enquiries:** Michael Sloan 0418 585 792,  
msloan@slatteryauctions.com.au

**Inspection:** Monday 17 July 10am – 4pm

**Buyers Premium:** 12.5% on all general,  
5% on Cars only

**slatteryauctions.com**

171592

# DIGITAL MARKETING EXAMPLES - MANUFACTURING

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

**Onsite Metal Manufacturing & Warehousing Equipment Auction**  
When: 9am AEDT Thurs 1st March 2018  
Where: 44 Biloela Street, Villawood NSW  
[Click here for more details](#)



**Slattery**  
Auctions & Valuations

**Onsite Metal Manufacturing & Warehousing Equipment Auction**  
When: 9am AEST Thurs 1st March  
Where: 44 Biloela St, Villawood NSW 2163  
[Click here for more details](#)

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



Online Woodworking & Framing Machinery Auction

Email not displaying correctly?  
[View it in your browser](#)

**Slattery**  
Auctions & Valuations



**WOODWORKING & FRAMING MACHINERY AUCTION**

Jump online and place your bid on the range of Woodworking and Framing machinery that is going under the hammer in this auction including 2013 Woodtron CNC Routing Machine, 2013 Holzher Edge Bander, Carbotech TH5083-3P Thinknesser, Others Lotted.

Opens: Now  
Closes: 9pm AEST Tuesday 23rd April  
Located: 81 Metrolink Circuit, Campbellfield VIC

[View Auction >](#)

Inspections: Tuesday 23rd April from 9am until 3pm.  
Enquiries: Dean Jones 0402 568 453 or [djones@slatteryauctions.com.au](mailto:djones@slatteryauctions.com.au)

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Villawood NSW 2163

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[Click here for more details](#)



# BESPOKE BROCHURE EXAMPLE



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



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

**Other items for sale include**  
2005 Volvo FH16 Primemover 610HP 550,000km | 2012 Nissan UD PKC215 150,000km | 2010 Freightliner CST120 Promemover 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 Promemover 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** -



Macquarie Bank

**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**



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610HP 70 Tonne Rated 550,000km



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**Other items for sale**  
2005 Volvo FH16 Primemover 610HP 7500,000km  
2012 Nissan UD PKC215 150,000km  
2010 Freightliner CST120 Promemover 225,000km  
2005 Volvo FH16 Primemover 610HP 70 Tonne Rated 550,000km  
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2010 Freightliner CST120 Promemover 225,000km



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2010 Freightliner CST120 Promemover 225,000km

Page 37 of 56

# 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 subsidies 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

## Trucks & Machinery



Service Fee: 80 % + GST

Detailing: \$300

Advertising Costs: \$100

Risk Assessment: \$100

Transport: \$300

Buyer's Premium: 2.25% (minimum \$275)

Storage: \$300

# 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's 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<br>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

### Melbourne VIC

41-45 Hydrive Close Dandenong South VIC 3175  
 P: 03 9799 3933  
 E: melbourne@slatteryauCTIONS.com

### Newcastle NSW

230 Old Maitland Road, Hexham NSW 2322  
 P: 02 4028 0000 F: 02 4964 9618  
 E: newcastle@slatteryauCTIONS.com

### Brisbane QLD

57 Hayward Street, Stafford QLD 4053  
 P: 07 3149 8210  
 E: brisbane@slatteryauCTIONS.com

### Perth WA

96 Poole Street, Welshpool WA 6106  
 P: 08 6555 5999  
 E: perth@slatteryauCTIONS.com

### Adelaide SA

3 - 5 Bollen Street, Kilkenny SA 5009  
 P: (08) 7095 0388  
 E: adelaide@slatteryauCTIONS.com

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 pjslattery@slatteryauCTIONS.com

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 ndwyer@slatteryauCTIONS.com

Heath Burriss  
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 hburris@slatteryauCTIONS.com

Patrick Symons  
 0498 760 201  
 psymons@slatteryauCTIONS.com

# MEMBER ASSOCIATION



Auctioneers and Valuers  
Association of Australia



## ANNEXURE 'A' – CERTIFICATES



### Auctioneers & Valuers Association of Australia

ABN: 21 000 109 544  
Incorporated 11th August 1952

### 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 "T. S. Slattery".

Treasurer:

A handwritten signature in black ink, appearing to read "D. Slattery".

Secretary:

A handwritten signature in black ink, appearing to read "B. Slattery".



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

**Allianz Australia Insurance Limited**  
ACN 001 122 450 ABN 75 001 122 450



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.

**Insurance Class:**

Professional Indemnity

**Insured Name:**

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

**Professional Business:**

Auctioneer;  
Plant/equipment/machinery/aviation valuations and expert witness  
in respect to same;  
Sale of afloat;  
Administration, contracting, engagement and management of debt  
collection, recovery, re-sale and legal recovery parties  
Consulting in respect thereof;

**Policy Inception Date:**

30 April 2019

**Policy Expiry Date:**

30 April 2020

**Limit of Indemnity:**

\$ 10,000,000 any one claim  
\$ 30,000,000 in the aggregate

**Policy Number:**

171R003736PLP

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

Telephone 02 9999 6229  
08 10154 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 & 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, Robmoo LTD ATF The Slattery Family Superannuation Fund, Ross 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.

**Endorsement:** 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®**  
workers  
insurance

# certificate of currency nsw

SARAH VAN VALEN  
SLATTERY AUCTIONS AUSTRALIA PTY  
LTD  
280 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**

103915701

**legal name**

SLATTERY AUCTIONS AUSTRALIA PTY LTD

**trading name**

**abn**

**acn**

17 091 324 480

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, i.e. 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

## 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 2019** to **30 September 2020**

The information provided in this Certificate of Currency is correct as at: **04 July 2019**

## 2. Employer's information

Policy number: **WAD131234013**

Employer name: **Slattery Auctions Queensland Pty Ltd**

ABN: **99165172154**

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:

36 133 516 202

ACN/ARBN:

133 516 202

A handwritten signature in black ink.

Leanne Singleton  
Premium Services Manager  
Allianz Australia Workers' Compensation (Victoria) Limited  
For and on behalf of WorkSafe Victoria

ACN 058 035 791  
GPO Box 80 Melbourne VIC 3001  
Premium Enquiries: Phone (03) 9254 3285 Fax (03) 9254 3455



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

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**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

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**2. EMPLOYER'S INFORMATION**

Policy Number	State	Work Cover Number	ABN
<span style="border: 1px solid black; padding: 2px;">O/16-1545</span>	<span style="border: 1px solid black; padding: 2px;">Western Australia</span>	<span style="border: 1px solid black; padding: 2px;">WC10092960</span>	<span style="border: 1px solid black; padding: 2px;">44606856099</span>

**Legal Name**

Slattery Auctions WA Pty Ltd

**Trading Name**

Slattery Auctions WA Pty Ltd

**Premium (Industry) Classifications**

60200 Other Information Services

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**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>	 Slattery
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.

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