### **PROPOSAL**

### John New 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 Expertise - Road Transport	16
Our Expertise - Automotive	17	Our Expertise: Specialised Assets	18
Our Expertise - Manufacturing	19	Valuations & Asset Managem	20
Marketing	21	Print Marketing Examples (Ple	22
Digital/Social Media Marketing	23	Online Vendor Interface	24
Online Auctions	25	Our Fee Structure	26
Our Fee Structure: Trucks & M	27	Our Fee Structure: Small Plan	28
Our Fee Structure no-charge table	29	Reporting	30
Code of Ethics	31	References	32
Our Contact Details	33	Annexure 'A' - Certificates	34
Annexure 'B' - Risk Assessme	41		

### 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.

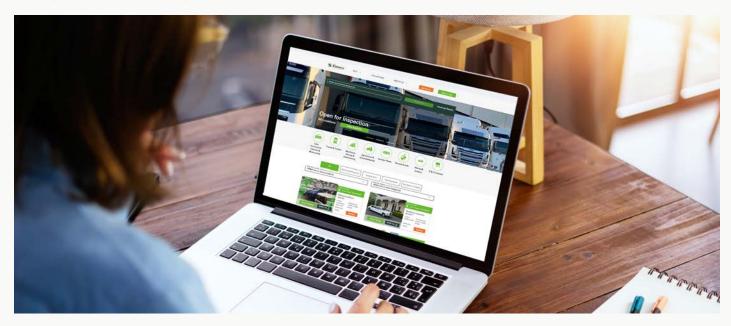
More recently we managed the liquidation of \$16 million worth of Ostwald Brothers assets, including their valuation, remarketing and successful sale.

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 purchaes 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 launced 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

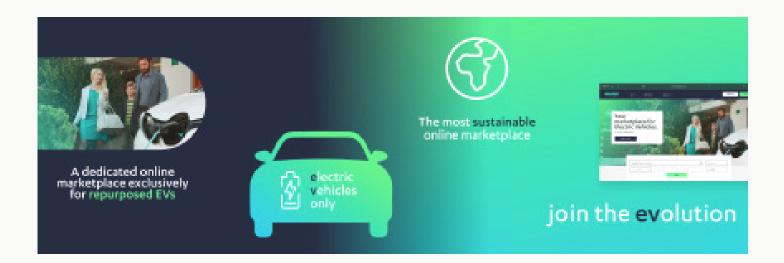
Slattery Asset Advisory and Slattery Auctions and Valuations demonstrate the highest integrity through our consistently honest and reliable actions. We value the principles of loyalty and dependability and embody these values in all our engagements. When we make a commitment or deadline, we honour it. 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 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



### 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 buildingcutting-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."



### 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



### 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 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.

# 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 values 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 teams dynamic and innovative approach to disposing of assets is of critical important when dealing with manufacturing assets.

Due to the nature of the assets every job requires our teams 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.

### 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.

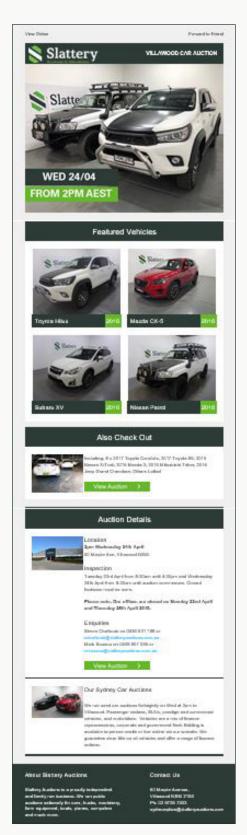
In the circumstances where Slattery Auctions is engaged to remarket a unique or specialised asset or carry out an onsite auction, we agree a specialised budget with our client for the proposes of undertaking a specially tailored marketing campaign on those assets. The size of the marketing budget and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

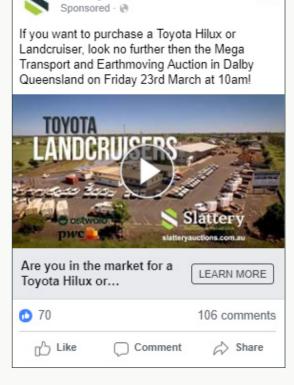
### DIGITAL MARKETING EXAMPLES - AUTOMOTIVE







Slattery Auctions

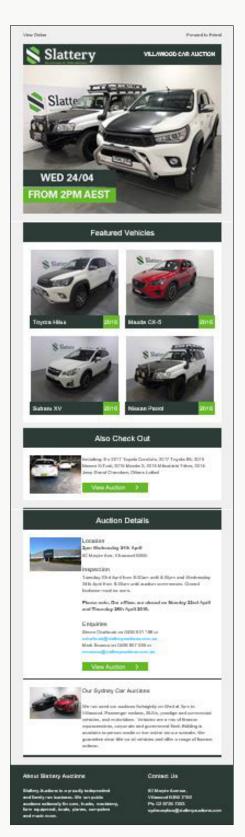




WHERE: 60 Marple Ave, Villawood NSW

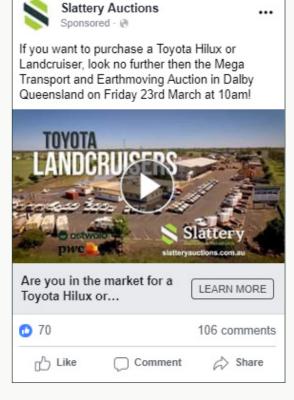
Click here for full details

### DIGITAL MARKETING EXAMPLES - AUTOMOTIVE









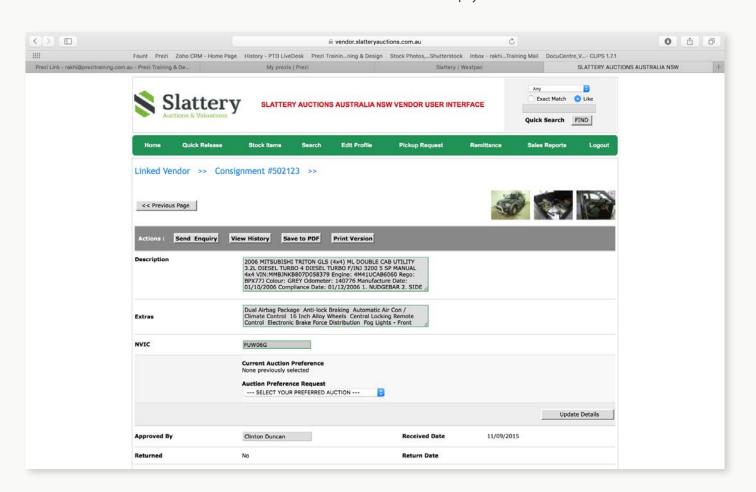


# Online Vendor Interface

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



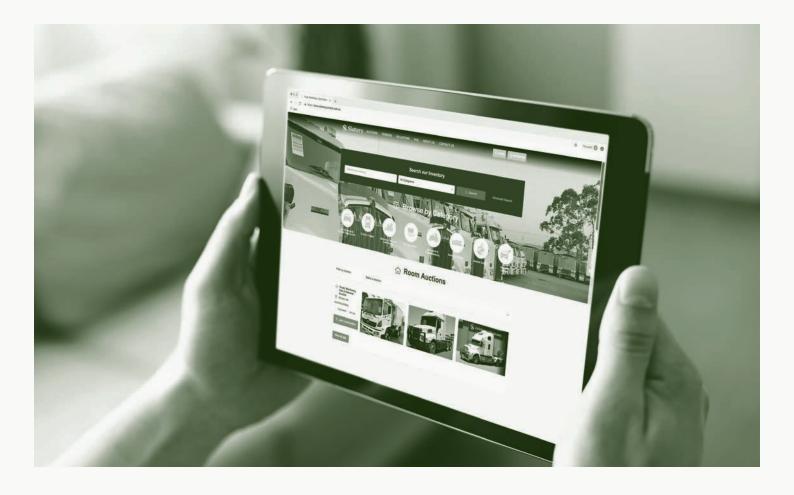
### **Online Auctions**

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 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:

Detailing: \$300

Advertising Costs: \$100

Risk Assessment: \$100

Transport: \$300

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

Storage: \$300

# OUR FEE STRUCTURE Small Plant & Equipment





Service Fee:

Detailing: \$250

Advertising Costs: \$90

Risk Assessment: \$90

Transport: \$250

Buyer's Premium: 2.00% (minimum \$250)

Storage: \$250

### 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.



### **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 know 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

Paddy Slattery 0412 402 264

pjslattery@slatteryauctions.com

Tim Slattery 0407 901 070

tslattery@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

James Slattery 0439 929 616

jslattery@slatteryauctions.com

Ahmet Ozcelik James Rouse 0410 458 016 0484 555 665

aozcelik@slatteryauctions.com jrouse@slatteryauctions.com

Andrew Hayes Jono Wilson 0413 373 102 0425 217 559

 $ahayes@slattery auctions.com\\ jwilson@slattery auctions.com$ 

 Brett Kemper
 Joseph Britt

 0456 456 886
 0406 216 716

bkemper@slattery auctions.com jbritt@slattery auctions.com

 Bruce Teichert
 Julien McEvoy

 0499 000 813
 0416 199 540

 $bteichert@slattery auctions.com \\ jmcevoy@slattery auctions.com$ 

Craig Russell Keith Flynn
0433 456 055 0447 491 341

crussell@slatteryauctions.com kflynn@slatteryauctions.com

Gavin Woolley Mark Sousou 0472 879 241 0438 807 055

 $gwoolley@slattery auctions.com \\ msousou@slattery auctions.com$ 

 Grant Tanner
 Mike Emery

 0422 955 206
 0412 157 840

gtanner@slatteryauctions.com memery@slatteryauctions.com

Gregg Watt Nathan Dwyer 0429 171 026 0438 314 884

gwatt@slatteryauctions.com ndwyer@slatteryauctions.com

 Heath Burriss
 Patrick Symons

 0490 750 508
 0498 760 201

 $hburriss@slattery auctions.com\\ psymons@slattery auctions.com\\$ 

Paul Reid

0478 689 688

preid@slattery auctions.com

Sean Deeble 0434 554 643

sdeeble@slattery auctions.com

Steve Martinelli 0412 163 922

smartinelli@s latter yauctions.com

Stuart Forbes 0424 653 507

s for bes@s latter yauctions.com



### 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

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

President

reasurer

Springtory

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

### Allianz Australia Insurance Limited



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

Stattery Auctions No. 1 Pty Ltd

Stattery Auctions Queensland Pty Ltd. Stattery Auctions Victoria Pty Ltd. Stattery Auctions WA Pty Ltd.

Stattery IT Pty Ltd

Slattery Valuations Australia Pty Ltd.

P&R Stattery Pty Ltd ATF Stattery Family Debt Instalment Trust Robmoo Pty Ltd ATF The Stattery Family Superannuation Fund

Stattery Helicopter Charter Pty Ltd.

Windstock Cafe Pty Ltd

Professional Business: Auctionery:

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,

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 Humber: 171R003736PLP

Level 13, 2 Mortet St Spalmay 109W 2008 GPO Black 4049 Spalmay 109W 2001 Telephone (2:9350 625) (35.10154 555) www.affers.com.an

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, Ros and Patrick Slattery Sm (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

insue date

04/07/2019

print date

04/07/2019

SARAH VANVALEN SLATTERY AUCTIONS AUSTRALIA PTY LTD 280 OLD MAITLAND RD HEXHAM NSW 2822

Deer Sir/Medem

### 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

30/08/2020

policy number

103915701

legal name

SLATTERY AUCTIONS AUSTRALIA PTY LTD.

trading name

abn

17 091 324 480

acn

091324480

industry classification number (WIC)

786900 Business Services nec

number of workers\*

н

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 1758 of the Wanters Companies of Act 1967 (NSW). Principals should also check and satisfy themselves that the information is correct and ensure that the proper workers companies to insurance is in place, ie, compare the number of employees on site to the everage 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 felchfully.

Any

Jeson McLaughlin General Menager, 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: WAD131234D13

Employer name: Stattery Auctions Queensland Pty Ltd.

ABN: 90165172154

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 worksale.qld.gov.au.

### CERTIFICATE OF CURRENCY



All horised Agent of the Visionan Herricenet Authority

I. Table of	STATEMENT OF COVERA mplayer is registered for WorkCo			
	mployer is registered for monkle diffation and Compensation Act I		abilities und	er me workpiece injury
This C	ertificate is valid from:	01/07/2019	tos	30/06/2020
The in	formation provided in this Certific	cate of Currency is correct a	t	04/07/2019
2.	EMPLOYER'S INFORMAT	ION		
Work	Cover Employer Number:			
12759	1226	3		
Legal	Name:			
SLAT	TERY AUCTIONS VICTORIA P	VL.		
Tradit	ng Name:			
Heliochton Co				
ABN:				
36 13	3 516 202	241		
ACNA	ARBN:			
100 0	16 202	-		

Laction Singleton

Premium Services Manager

Alianz Australia Workers' Compensation (Victoria) Limited

For and on behalf of WerkSafe Victoria.

ACN 059 805 791 GPO Box 50 Melbourne VIC 3001 Premium Engulties: Phone (63) 9234 3285 Fax (63) 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

Management Act 1981.				
This certificate is valid from:	4.00pm on 3	0/06/2019	to	4.00pm on 30/06/2020
The information provided in thi	s certificate is correct at:			28/06/2019
2. EMPLOYER'S INFORMAT	TON			
Policy Number State		Work Co	ver Number	ABN
O/16-1545 Weste	m Australia	WC10	092960	44606856099
Legal Name				
Slattery Auctions WA Pty Ltd				
Trading Name				
Slattery Auctions WA Pty Ltd				
Premium (Industry) Classificati	0 <b>n</b> 5			
60200 Other Information Serv	ices			
3. IMPORTANT INFORMAT	ION			
N/A				
Common Law Cover				
\$50,000,000 (in respect of any				

### ANNEXURE 'B' - RISK ASSESSMENT EXAMPLE

Total Risk Solutions	PLANT SAFETY HAZARDS ADVICE TO PURCHASERS OF AUCTIONED PLANT or PLANT FOR SALE	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)

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

Purchaser:			Date:
	NAME (Please print)	SIGNATURE	

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

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 data¹ 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.

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>&</sup>lt;sup>1</sup> WorkCover NSW Position Paper. Requirements for Auctioneers Selling Used Plant in NSW. (dated 16th December 2005)