



AUCTION BUYERS GUIDE

WELCOME TO SCAMMELLS



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INTRODUCTION

WELCOME TO SCAMMELLS

Scammells are Australia's leading Estate Auctioneers, and have been selling over 50 000 lots per year for the past 15 years.....welcome to Scammells.

We can safely say we have something for everybody. If you cant find something this week, it might come to auction next week, next month or maybe next year. But you are guaranteed your special piece will eventually find its way to Scammells. You have also found a very unique way of buying, you bid against other buyers also wanting the same piece, only your budget decides if you win or not. Bidding at auction can be fun and very much a social event, but for new buyers it can also be a source of anxiety, nervousness and intimidation.

This guide is designed and written for new bidders to auction, and serves to help you with some of the oddities only associated with auctions. Our aim is to take some of the intimidation or fear new buyers feel at their first auction and get you bidding as quickly as possible.

Whilst the fundamentals of bidding is quite easy.....find the item you like, register for a paddle number, raise your hand to bid, win, pay and collect. Now with the advent of online bidding software, online absentee bidding and bidding from intrastate and interstate, another level of complexity has entered a very traditional (and very old) business.

A SHORT HISTORY OF AUCTIONS

Auctions are one of the oldest businesses to still exist today, and the basics of auctions have not changed for centuries. Think of auctions as a market place that connects sellers and buyers, and rather than the seller setting the price as they do in retail, the buyer sets the price, pitching bids against one another until finally only one bidder remains. The auction is conducted by an Auctioneer who calls for bids in set increments (called a bidding progression).

Auctions are one of the true and last free markets.

The word "auction" is derived from the Latin *augeō* which means "I increase", and the first recorded auction happened around 500 BC according to Herodotus (an ancient historian), where woman were auctioned off as wives. The Romans held auctions for the plunder of war and family estates. The one of the most well documented auctions during this time was when the Praetorian Guard, in 193 AD put the entire Roman Empire on the auction block.

The first auction room in the modern era was Stockholms Auktionsverk, founded by Baron Claes Rålamb in 1674, followed in 1744 when Samuel Baker founded Sothebys and 1766 when James Christie founded what is now the world's largest auction rooms, Christies.

OUR AUCTIONS

Scammells hosts between 50 and 60 auctions every year which can be categorised into three main groups – Estate Auctions, Speciality Auctions and Online Auctions.

ESTATE AUCTIONS

Held every Monday (and Tuesday's in case of a public holiday), our Estate Auction has between 800 – 1200 lots and starts at 9am. Inspection is every Saturday from 9am – 12noon and from 8am Monday mornings, The catalogue is published online, with photographs every Friday night around 7pm.

The Estate Auctions have a large range of items including Antiques, Collectables, Retro, Industrial, Country and International. The Estate auction is very exciting, two Auctioneers in two rooms selling at 100 lots per hour! It's also a sociable event and lots of collectors and buyers meet at Scammells to catch up with old friends.

SPECIALITY AUCTIONS - SHOWCASE AUCTIONS

Our Showcase Auction, replaces our Evening Antique Auctions and contains some of the finer items of Antiques, Art, Silver, Crystal, Jewellery and Objet d'art. Held every 6 - 8 weeks on a Monday evening, the Showcase Auctions are a calendar favourite for many of our private buyers and collectors and we have seen some amazing items catalogued for these auctions (not to mention setting a few Australian records).

SPECIALITY AUCTIONS – THE GREAT COLLECTORS SALE

Starting in 2008 as a 700 car parts auction, The Great Collectors Auction has since built to be Australia's premiere Oil/Petrol Memorabilia and Vintage Motorcycle Auction. Held biannually in March and October, buyers come from across Australia to bid on enamel signs, oil bottles, “garage collectables” and vintage and veteran motorcycles.

The Great Collectors sale have 300 – 400 lots and are held on a Saturday morning. Catalogues are available two weeks prior to the auction day and inspection runs over the week prior to the sale day.

ONLINE AUCTIONS

Held throughout the year, these are an “online” only auction. A very cool piece of software runs the auction on our behalf and takes the role of Auctioneer. The auction opens for bids between 3 days and one week prior. The auction closes with “final bidding call”, where buyers place their last bids for the auction lots. During the final bidding stage, a timer is reset for 10 minute any time a bid is received. This stops last second “sniping” of auction lots as experienced on eBay.

CATALOGUES

THE CATALOGUE – YOUR AUCTION GUIDE.

The catalogue contains so much information, whether online or in text format, and it will help you make your decision on what to buy. Treat this as your guide for the auction.

A catalogue contains information about each lot in the auction. A “lot” or “auction lot” is an item or collection of items offered in a single group for sale. A lot is defined by the lot number, description and a guide price, which is typically a range offered by the Auctioneer of the expected selling price.

For example a catalogue lot may appear as - *Lot 10 - A VICTORIAN CEDAR CHEST, 19thC Eight Drawer Australian Cedar Chest of Drawers with Barley Twist Columns \$800 – 1200*

This indicates lot 10 is a chest of drawers and the Auctioneer expects the “hammer price” to fall between \$800 and \$1200.

The catalogue is organised in incremental lot numbers, and typically starts at lot 1. However if an auction is split over multiple days, or in the case of our own auctions, a catalogue might start at lot 1001 for example. Either way, expect the lot numbers to increase incrementally.

ONLINE AND PRINTED CATALOGUES

Scammell's auction catalogues can be found online at www.scammells.com.au, and are accompanied by a photograph of each lot. We also have a mobile phone and tablet app (search Google Play or Apple App store for Scammells), which displays the lots, descriptions and photographs.

If you are attend the auction, we have “house copies” you can view or buy a text catalogue for a few dollars.

CATALOGUE PUBLISHING TIMES

Our Monday Estate auction catalogues are available online every Friday night from 7pm (SA time), and available in house for our Saturday inspection. Scammells hold speciality auctions throughout the year including our Showcase and Collectors Auctions. These catalogues are usually available seven days prior to the auction day.

TIP – Sign up online to receive emails of forthcoming auctions. A reminder of each auction is emailed to you, just in case you forget to look online.

COMMON TERMS USED IN CATALOGUES

Whilst there is no “international adopted standard” for cataloguing, most auction rooms of note follow similar guidelines and use similar vernacular in their catalogues. Here are some common terms we use and their meanings.

A/F or All faults – a lot marked a/f or af is sold with “all faults” and indicates the item has damage or wear outside of what is reasonably accepted for its age and use. It does not indicate if the item is working. Don’t assume that a lack of “a/f” assures you that the lot is perfect and working. Our staff try their best to indicate an a/f where they can, however inspection or condition reports is the best way to assure yourself of condition. All reputable auction rooms use a/f to indicate any sighted damage or imperfection.

Style - refers that the item is “of the style of”, or the art is “in the style of”. For example *Lot 15 – An 18th Century Style French Boudoir Chair \$200 – 400*. In this example we are indicating it looks like an 18th Century Chair but is a later copy. Another example might be *Lot 42 – A late 19th Century Georgian II Style Writing Table \$500 – 800*. In this example we are indicating the piece looks like it is from the George II era (1727 – 1760) however we indicate it is made in the late 19th Century i.e. 1870 – 1890's. So you can deduce this is an older reproduction, still an antique but not George II.

After – typically associated with works of art, this term refers to the art being in the style of an Artist but not by the artist themselves. Similar to “The School of” and “In the style of”. For example *Lot 52 – after Pierre-Auguste Renoir, Luncheon of the Boating Party, signed lower left 52 x 76cm \$500 - 800*. This indicates it is a later copy of the famous work (the price should also tell you a story!)

Georgian, Victorian and Edwardian – these terms refer to the reign of the British monarch in which the item was made. For example an item described as VICTORIAN indicates the item is manufactured sometime between 1837 – 1901. Sometimes you will see early or late added to this descriptor indicating it is early or late in the period i.e. *Late Victorian* would suggest the item is manufactured between 1870 and 1900.

Reproduction – indicates the item is a copy of an original. For example *Lot 19 A reproduction 18th Century Banquet Lamp \$300 – 500*. This item is a copy of an 18th Century lamp.

Remade – another term for reproduction.

Silver – Silver does not indicate solid silver or sterling silver, but could refer to colour or EPNS (electro plated nickel silver). Solid silver will always be described as Sterling Silver, European Silver, French Silver, 925, 800 etc

Circa – usually followed by a date and indicates the item is made “around” or “approximately” of that time. For example *Circa 1920* suggest the piece is of the 1920's era

Hammer price – this is the final price the Auctioneer calls out prior to the “hammer” or gavel falling to complete the sale. The hammer price does not include the buyers premium and gst which are additional charges, and will be added to the hammer price on your invoice.

Buyers premium – this is a commission added to the hammer price or sale price of an item and common for all Auctioneers to charge. Historically buyers premium dates back as far as the Roman times when buyers at auction were required to pay a 2% tax on purchases to the state.

Bidding progression or increments – our Auctioneers use a set and defined increments to increase the bidding amount for the lot. For example if the bidding starts at \$200 then the increments rise \$20 and the auction will call for bids and rise in \$20 each time. Bidding increments we use are based on a band of value up to \$200 increases of \$10, between \$200 and \$500 increases of \$20, \$500 to \$1000 increases of \$50, \$1000 - \$2000 increases of \$100, and \$2000 – 5000 increases of \$200 and so on.

C – means Century as in 19th C is 19th Century

TIP – Make sure you read the catalogue thoroughly and fully understand what you are intending to bid on. Buyers remorse is the most expensive mistake a bidder can make.

PRE- AUCTION

AUCTION INSPECTION

Ideally you will inspect the items of sale prior to bidding. Inspection offers you the best opportunity to make sure the lots you are interested in are suitable for you. It also gives you an opportunity to see items you might have missed if you viewed our online catalogue.

Scammells open every Saturday from 9am – 12noon for inspection. You are most welcome to visit us during business hours to see what's coming up, however there might not be a catalogue available at the time.

If you are tech savvy (you can hold a smart phone or tablet) our Scammells App has a really cool feature that helps you make a "shopping list" during your inspection (you can also do this from home).

On the app and the website catalogue there is a star next to each lot. Click on the star to save this to your list. You can revisit this list at any time by click WATCH LOTS on the app or website.

We offer extended viewing/inspection times for our speciality auctions, and usually this is over 7 – 10- days prior to the auction. Our website lists the inspection time for each auction.

TIP – If you are not able to inspect the auction in person, ask the auction room for a condition report of more photos. Depending on time, they will be able to offer more information

RESEARCH

Albert Einstein was once heard to say *“If we knew what we were doing, it would not be called research, would it?”*.

There are many other sayings about some knowledge being dangerous, I think no knowledge can be fatal. Although you are unlikely to meet a dire end by buying something at auction, you will most likely regret buying a lot without any research or information.

Research is the key to good buying at auction. Here are a few questions to start your research

- Does the catalogue description match the item?
- How much have similar items sold for in the past?
- What factors makes this better or worse than other similar items?
- Sometimes size matters, is bigger better, is smaller cheaper?
- Does age make a difference?
- Is the item signed or marked?
- What age or damage does the item have?
- It is original or has it be repaired or changed?

As an Auctioneer, my most joy for buyers is helping their path of learning and discovery. The Auctioneer and the auction staff have years of experience and are happy to help buyers find out more about the items that interests them. Don't be afraid or embarrassed to ask.

TIP – We do not suggest using eBay or similar online Auction sites to start your research. In our experience prices are skewed and don't always represent live auction values.

There are many resources online and fabulous books you can buy or borrow to help research. Whilst the list below is not comprehensive they are resources we use everyday to help us research and value items for auction.

Fine and Contemporary Australian Art – **Australian Art Sales Digest** (Online paid description)
www.aasd.com.au

General Antique and Collectables – **Carters Price Guide to Antiques in Australia**. These are great books containing thousands of images and descriptions. Ignore the prices, these are retail values. However use the prices to work out if the item is tens of dollars, hundreds of dollars or thousands of dollars. They also contain great tips to collecting.

Australian Furniture – **Nineteenth Century Australian Furniture (Vol 1 and 2)** by Simpson and Fahy. Expensive but great resource for Australian Colonial Furniture. Contains many images but no pricing. **The Barossa Folk: Germanic Furniture and Craft Traditions in Australia** by Noris Ioannou.

Sterling Silver – **Book of Hallmarks** by Bradburys – this pocket booklet contains only English hallmarks. An online version 925-1000 www.925-1000.com/ is a great resource and free!

Australian Silver and Gold – **Australian Jewellers:Gold and Silversmith Makers and Marks** by Cavill,Cocks and Grace. This is expensive and hard to find, but a very valuable resource if you are keen on collecting Australian colonial jewellery and silver. **Australian Silver 1800 – 1900** by J B Hawkins, inexpensive and a very well written and researched book.

Australian Pottery – **Australian Pottery: The first 100 years** by Geoff Ford. **Australian Art Pottery 1900 - 1950** by John Freeland and Keith Simpson (expensive but very detailed). **Ceramics in South Australia 1836 – 1986** by Noris Ioannou

Australian Coins and Notes – **Australian Coin and Banknote Values** by Michael Pitt. Great resource just be wary of price fluctuations over the years since written. **Australian Coins and Banknotes (2017) Catalogue 23rd Edition** by Greg McDonald, a pocket size but a more up to date version.

Auction Prices – **Scammells** website has 1000's of photographs, descriptions and selling prices, all online and at no charge. Anyone can access the past auctions. Scammells.com.au

Google and Wikipedia are great resources for general knowledge.

There are also thousands of clubs and groups that meet in person or in online forums that collect very specific items.

TIP – Don't forget you can search online for almost any subject. Like any good research don't just rely on one source (especially online).

AUCTION DAY

WELCOME TO THE AUCTION DAY

Now the exciting part.....auction day. By now you have viewed the catalogue, inspected the items and made a buying list. This is when most new buyers get nervous or intimidated. There is a lot of action, a flurry of bidding and crowds of people. You could also be worried about making a mistake, or the Auctioneer taking your bid whilst you scratch your nose.

We understand. Our aim is to make this a very exciting and comfortable day for all of our customers. Our Auctioneers are very experienced and have worked with many new buyers over time.

REGISTRATION

ONLINE

Buyers can register online from the catalogue section of our website. Online registration gives you access to the online bidding room, allows you leave absentee bids, create watch lists and assigns you a permanent number, yours for life. There is no need to register again, even if you attend one of our auctions in person.

The same registration gives you access to our free smart phone and tablet app (search Google Play Store and Apple App Store for Scammells).

Registration is free, and you only need a valid credit card. The card is used for verification only and you are not billed for your purchases.

AT THE AUCTION

If you have not registered online for a permanent number, you will need a temporary registration for the auction you are attending. Available at our office, you complete a bidder card with your full details. The number on top of this card is your buyers number for that auction only (if you come back next week you will need to complete this process again).

If you have registered online, there is no need to register for the day. You will have been issued a permanent buyers or paddle number and you are welcome to use that number at any of our auctions (including our online only sales).

If you have forgotten your buyers number please ask at the office.

HOW THE AUCTION IS CONDUCTED

Auctions around the world are conducted more or less in the same manner. The Auctioneer stand in front of the buyers, announces the lot number, reads the lot description and asks for opening bids. The Auctioneer calls the current bid price and refers to each buyer as they bid at a certain increment, finally closing with the gavel or hammer coming down and the bidders number and hammer price recorded.

The auction of each lot can be split into three stages -

OPENING STAGE

The Auctioneer calls the lot number and reads out the description and asks for opening bids. Most of the time the call is for mid way between the guide prices i.e. *Lot 22 CHEST – Cedar Victorian Chest of Drawers \$1000 – 2000*. The Auctioneer might ask for bids at \$1500. If no bidders come forward the Auctioneer might drop the asking price to \$1000 or lower.

Where the Auctioneer has absentee bids (explained later in this chapter), she might open the bidding with the highest absentee bid.

MIDDLE STAGE

Usually there is a flurry of early bids, which at time seems chaotic. A good Auctioneer will always remain in control. During the middle stages of an auction bidding usually settles down to a rhythmic pace between 2 or 3 buyers only and, depending on the bidders is like a long rally of a great tennis match.

CLOSING STAGE

As bidding starts to wind up, usually only two bidders remain, then one. The Auctioneer will call for last bids, hold for a moment, then bring the hammer down signifying the closing of that lot.

The Auctioneer then records the buyers number and the hammer price, and the lot is over and in a blink of an eye the Auctioneer opens the next lot.

Our Auctioneers sell at around 90 lots per hour or 1.5 lots per minute!

TIP – Auctions sometimes seems chaotic and can easily intimidate new buyers (which is the last thing we want to do). Turn up early for the auction and watch a few lots before the one you want comes up. It's a great way to calm the nerves and make sense of what is happening.

BIDDING

Bidding at auction takes three forms - online, in person or by absentee. For some of our speciality auctions we also offer phone bidding, but this is subject to lot value and availability on the day.

ONLINE

Once registered for bidding online (this can only be done online through the catalogue section of our website), you will gain access to the "Live Bidding Room" on auction day, where you will hear and see the Auctioneer (subject to your internet speed) and bid in real time using your smart phone, tablet or PC.

ABSENTEE BIDS

This is simply bidding in absence, where you instruct the Auctioneer (or auction clerk) to bid on your behalf up to an agreed amount. You can do this online or in person by completing the back of your bidders card or a absentee bidding sheet. If you win you are contractually obligated to pay for the items, as if you bid for them in person.

IN PERSON

By far the best way to experience an auction. Bidding is very simple, get the Auctioneers attention at a certain price by raising your hand or waving your bidders card. We strongly advise don't hide behind anything, or bid by raising a pen or other small object. Once the Auctioneer sees you bidding once, they will refer back you until the item is sold. If you do not want to continue bidding you can nod "no" to the Auctioneer. The Auctioneer will indicate who the bid is with by pointing in the general direction or indicating "in front" or "to my left" or "seated at back". The lot is sold when the Auctioneer calls for final bids, slight pause and the hammer comes down. The Auctioneer then calls out the winning bidders number and sale price.

BIDDING INCREMENTS

Every Auction Room and Auctioneer uses a set and pre-defined bidding increment. This is the amount the next bid will be, based on the current bid. For example if the bidding is at \$150, then the bids rise in \$10 amounts, so the next bid will be \$160, then \$170, \$180 and so on.

Bidding increments change if the next bid takes the price into a the next increment bracket. For example the Auctioneer is rising in \$20 bids and the lot is currently at \$480. The bidding increments show bidding over \$500 rise in \$50 bids. Using our example another bid is taken and the price moves from \$480 to \$500, the next bid will be a \$50 amount and take the bidding to \$550.

PRICE RANGE	BIDDING INCREMENT
\$10 - \$200	\$10.00
\$200 - \$500	\$20.00
\$500 - \$1000	\$50.00
\$1000 - \$5000	\$100.00
\$5,000 plus	\$500.00

TIP – Learn the bidding increments or have them written down so you are aware when the Auctioneer will change bid amounts.

TECHNIQUES ON BIDDING

If you have ever seen a movie where an Auctioneer is taking bids as the crowd calls out the bidding increments, this rarely ever happens at auction. A good Auctioneer will control the increments, the crowd and the bids. There are a few techniques to bidding that can help and can hinder your chances of winning.....here are a few.

A GOOD TECHNIQUE

After 28 years weekly and speciality auctions (over 10 000 hours!), I have seen many differing techniques of bidding. This is the best technique I have seen so far -

- sit or stand in front of the Auctioneer and in his/her direct line of sight
- have your bidding card in hand (not in the pocket or handbag)
- understand the increments the Auctioneer will use
- bid strongly and confidently by raising the bidders card (number facing the Auctioneer).

Whilst an Auctioneer should always scan the crowd for new bidders, he or she will ALWAYS refer back to a customer who bid on the lot early on.

This technique is simple, easy to understand for both the Auctioneer and bidder. Only your budget stops you from winning at this point!

THE EARLY OPENER

This technique is more physiological than anything else, and is about bluffing the other bidders. The Early Opener will bid at the Auctioneers first or second price request (i.e. when the Auctioneer is calling for opening bids). This strong opening bid can scare away or unsettle other bidders.

THE LATE COMER

A bidder who waits patiently for everyone else to bid and comes in at the closing stages of bidding is the late comer. If your nerves can handle it, it's a great way to assess the bidding strength and your competition. However don't leave your bid too late, once the hammer falls the bidding is over and the Auctioneer is moving onto the next lot in the catalogue.

OPENING THE DOOR

The idea of an auction is the buyer to buy the lot for the lowest price possible. Many times we have seen a buyer call out an opening bid half or a third of what the auctioneer is asking for. Sometimes it works and the bidder gets a bargain. Most of the time however it just encourages "spur of the moment" bidders because it seems so inexpensive, hence "opening the door to other buyers". This just drives the price up which makes for a very happy vendor.

CLOSING THE DOOR

The opposite of “opening the door” is rightly “closing the door”. We have seen this used by very confident bidders, who drive the price up in two or three increments by calling a higher price than what the auctioneer is asking. For example the lot is in the middle stage of the auction, and the auctioneer has a bid on the floor for \$380, the next increment is \$400, however a bidder calls out \$500, the Auctioneer accepts the bid.

Surely not you cry, why would a buyer offer *more* than the Auctioneer wants? Psychologically it unsettles other buyers, and knocks out those buyers who are near then end of their budget.

THE HIDDEN BIDDER

Buddha said “*Three things cannot be long hidden: the sun, the moon and the truth*”. Buddha should have included intending bidders. If the Auctioneer can not see you, nor is he likely to see you bidding. I can see no advantage in hiding behind or obscuring the Auctioneers line of sight to you. Once you start bidding your cover will be blown, you might as well be where the Auctioneer can see you.

THE PERIPHERY BIDDER

Similar to hidden bidders, except they hide in plain sight, on the periphery of the Auctioneer's vision. As with the hidden bidder you run the risk of the Auctioneer missing your bid.

THE WINK AND NOD BIDDER

Once the Auctioneer has taken your first bid, she will refer back to you to see if you want to bid more. If you try to make your first bid a wink, nod or even flicking you finger up, the Auctioneer might not see you, and miss your intention to bid and even close the bidding without you. Make the first bid clear and strong, then wink way to your hearts content.

AFTER THE AUCTION

Congratulations on your first purchase at auction.....now what? Time to pay and collect.

PAYMENT

There are a few different ways to pay. Scammells accepts cash, eftpos, Visa and Mastercards (an traditional 1% bank surcharge applies) and direct debit. Payment must be cleared before items are delivered, and with all auctions *time is of the essence*, which essentially means payment is required within 48 hours of the auction day.

TIP – Don't forget to include the Buyers Premium in your calculations. This will be detailed separately on your invoice.

COLLECTION AND DELIVERY

Buyers are responsible for arranging the collection of their purchases. We can suggest carriers for local and interstate delivery. Smaller items can be packed and posted anywhere in the world (at the buyers expense). Again time is of the essence and we ask all items are removed within 48 hours of the auction day, with the exception of interstate deliveries which are pre-arranged with our office.

As we have weekly high volume auctions (usually in excess of 800 lots), we need our auction floor and cabinets cleared quickly to bring in new stock for the following week.

WHAT DID LOTS SELL FOR?

Our website is not only for bidding, it is a great resource for sold items. You can go back through any of our recent auctions any access the photographs and sale prices of every lot, and there are 1000's of them and all for free.

SEE YOU AT THE AUCTION

I hope this buyers guide was of some help to you. Auctions are a great place to find some very unique items, and I am glad you have found us.

Don't forget to introduce yourself next time you are in and if you need any help just ask, we are here to help.

Enjoy the chase

Jason Harris, Managing Director Scammells

IMPORTANT CONTACT INFORMATION AND SHORTCUTS

WEBSITE

www.scammells.com.au

SCAMMELLS CONTACT INFORMATION

Auction Rooms – 7 Chapel Street, NORWOOD SA 5067

(08) 8362 0404 - (+61 8 83620404)

For after hours emergencies 0421 345 663

EMAIL CONTACTS

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Chris Stewart, Finance Manager – chris@scammellauctions.com.au

Louise Gooding, Post and Transport – louise@scammellauctions.com.au

REGISTER ONLINE

<https://auctions.scammellauctions.com.au/register>

SHORTCUT TO VIEW CATALOGUES

<https://auctions.scammellauctions.com.au/>

SCAMMELLS



AUCTIONEERS
& APPRAISERS
