



eaauctions.com.au

22 STEELE CRT TULLAMARINE VICTORIA

☎ (03) 9379 7233

EA Auctions History

Alan Raynes was the founder of a company called Raynes & Sons Pty Ltd in 1993 situated in small offices inside the Essendon Airport complex that dealt mainly in the disposal of surplus stock lines for some Australia's largest retailers. In an attempt to capitalise on some of his clients other needs with relation to their asset disposal requirements, he sought to re-enter an industry that had employed him for the last 10 years, in starting up Essendon Airport Auctions Pty Ltd.

Without fail, since its inception all those years ago, EAAuctions has managed to hold consistent fortnightly in-house auctions, totalling over 350 in house sales in this period and ensuring EAAuctions have a key place in the Australian auction calendar.

From humble beginnings in occupying half an aircraft hanger at Essendon Airport, the company quickly experienced rapid growth due to its drive to provide both its buyers and sellers with a fresh and frank approach.

The introduction over the years of his three sons Luke, David & Adam has also seen the business experience rapid growth in the industry. Together with Alan's experience and his boys' drive to bring the business strongly into the 21st century with some of their forward thinking and fresh approaches, the business is poised to take a bigger slice of the industry pie.

In 2008, with three premise shifts due to upsizing already under its belt, EAAuctions as it is known now, moved into their own purpose built auction complex at 22 Steele Crt, Tullamarine, Vic. With over 1km of exposure to the Western Ring Rd, 3000sqm of undercover warehouse, and a 2.14 hectare total site footprint, there really is now no job too big or too small for EAAuctions.





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Auctions

When it comes to auctions, EAAuctions set out to achieve one thing, That is, to set a realistic agreed target market value on assets with our client and then put all our resources into surpassing it.

On Site Auctions

When location, time, volume or transport constraints suggest it is better suited to conduct an on-site sale, EA Auctions have every experience required to tackle the biggest of jobs. From pre-valuation, to laying out of lots, cataloguing, advertising, through to the administration of the sale and its collection of monies, together with any requirements to ensure all OH&S and site inductions are adhered to; EAAuctions can assure peace of mind to all of its clients of a job well done.

In House Auctions

When asset disposal can not take place on site due to time restraints, workplace or site issues or if there are simply too few items to support an on-site sale, rest assured as EAAuctions new state of the art site together with their typical means of reaching their buyers will still ensure maximum exposure for your assets.

Valuations

EAAuctions provide a full valuation service tailored specifically to any of our client types ranging from private industry, to government, banking and finance sectors. From Auction Realisation (A/R), Market Value (M/V), Market Value Existing Use (MVEU) and Replacement with New Cost (RWN). These reports will arm our client with the information required to make any decision in regards to asset disposal, insurance, business sales etc.

Tenders/Expressions of Interest

EAAuctions can offer the capacity to remarket your assets through our open and closed tenders held online on our website. We will actively promote all current tenders via all of our traditional means together with access to our detailed database. With some assets hard to transport due to their remoteness or physical size, or for a client still wanting to use their asset right up to a specific date, we believe, there always is an ability to achieve the best result for our client.





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Brokerage

When the need arises for an asset to be sold within an industry or to diminish any conflict of interest relating to the resale of particular pieces, EAAuctions can happily act as an impartial third party in offering their services in affecting a sale. This requirement may arise to ensure that all OH&S Requirements have been addressed upon sale of said assets.

Logistics Support

Our experience in organising the transport of almost anything in the past, puts us in good stead to handle whatever requirements you place on us in organising the move of your asset. We have worked with and also for most state and national carriers in the past allowing us to call upon our database of carriers to move anything pre and post sale at the best available price and in the quickest available time.

Advertising Placement

EAAuctions offers a full range of advertising and promotion services to suit your needs. From traditional print media, online, to one of many other means to reach a buyer, we will advise you on those most appropriate to service your needs obviously depending on such factors as your target market, desired return, geographical placement and the asset or assets in question.

E-Marketing

Our extensive database of proven purchasers in the past will always be notified of the asset you have for sale. With direct email straight to the desktop of thousands of heads of companies, this feature ensures that not only traditional scatter gun approaches of print advertising are carried out, but specific targeted audiences are met with invoiced proven buyers made aware of your assets.





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Corporate Location

With EAAuctions experiencing tremendous growth over all aspects of its business, their premises at Essendon Airport unfortunately had a use by date. The decision was made in 2007 to look at purchasing a site suitable to their physical requirements together with ensuring maximum exposure was still paramount.

In April 2008, EAAuctions held their first in-house auction at their purpose built new site.

This new site consists of

- 2.14 hectares total site footprint
- 3000sqm undercover warehouse facility
- 4800sqm concreted area
- 8000sqm hardstand capacity
- Over 1.5kms Exposure to the Western Ring Road
- Central Tullamarine Location
- State of the Art Digitally Secured & Alarmed Premise Protected by External Red Eye Beams, Internal Sensors and cameras; accessible online by clients
- Full Materials Handling Capacity (Up to 12Ton Forklift, loading dock available)

