

LOTS TO TALK ABOUT

Kincaid
CONSULTANCY PTY LTD



December
2025



ONSITE & LIVE AUCTION

civil engineer formwork
equipment & vehicles

18 MYER COURT, BEVERLEY SA 5009

Kincaid
CONSULTANCY PTY LTD



WEDNESDAY 3RD DECEMBER 2025

JAMTEK STRUCTURAL



0408 974 973

sk@kincaidconsultancy.com

www.kincaidconsultancy.com

LOT 1

WWW.KINCAIDS.A.COM



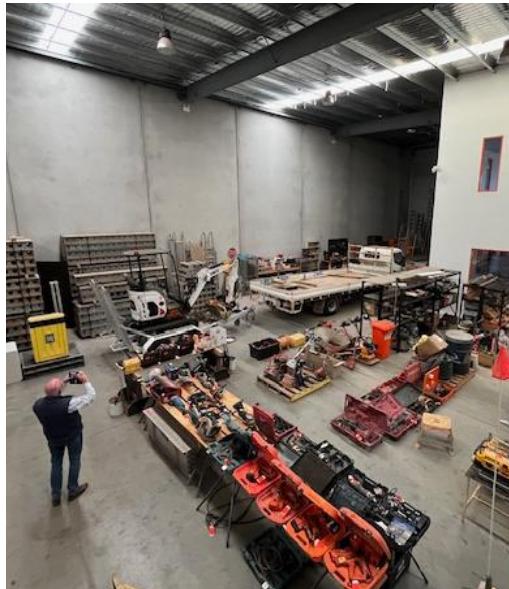
Kincaid
CONSULTANCY PTY LTD

This year has seen strong results across a diverse range of onsite and webcast auctions, along with continued growth in our valuation assignments for insolvency practitioners, accountants, solicitors, and private clients. As we head into a new year, we look forward to delivering even more successful outcomes across South Australia and beyond. Thank you for your ongoing support.

Steven Kincaid

LOTS TO TALK ABOUT

A MESSAGE FROM OUR MANAGING DIRECTOR



In this issue

A look at our refreshed Marketing Strategy, insights into the Auction Process, and a visit to Busselton for a Valuation Assignment.

We also welcome Alastair Finlay to the Kincaid Consultancy team and share highlights from our Melbourne Cup Cruise and Adelaide Grand Final Opening Luncheon.

TABLE OF CONTENTS

4
Welcome
Alastair Finlay

8 - 11
Melbourne Cup
Lunch & Cruise

16
Merry Christmas
Message

2
Managing Director's Message

4
Welcome Alastair Finlay

5
Kincaid Marketing Approach

6
Adelaide Grand Final Luncheon

7
Monthly Timber Auction

8 - 11
Kincaid Melbourne Cup

12 - 13
The Auction Process

14 - 15
Trip to Busselton

16
Merry Christmas Message



LOTS
TO TALK ABOUT

Kincaid
CONSULTANCY PTY LTD

A Familiar Face Returns!

Alastair Finlay is heading up our new Melbourne Office

We are pleased to announce the appointment of **Alastair Finlay** as **Accredited Valuer & Auctioneer**, who will be heading up our new **Melbourne** Office whilst also supporting onsite sales and valuation assignments across Australia.

Alastair brings more than three decades of industry experience, beginning his career in 1988 with respected firms including Dominion Theodore Bruce & Dominion SA under the guidance of our Managing Director Steven Kincaid, before moving on to Mason Gray Strange, and Hymans Asset Services. His long-standing tenure as Senior Appraiser with Dominion Group, specialising in aviation assets for over 18 years, has made him one of the most widely regarded valuers in his field.

Alastair has worked closely with Steven Kincaid throughout his career, developing a strong professional partnership built on capability, practical expertise, and a shared commitment to delivering accurate, transparent valuation and auction services. His return to the Kincaid Consultancy family marks an exciting new chapter as we continue to expand our national presence.

We warmly welcome Alastair back to the team and look forward to the leadership and depth of knowledge he brings to our operations.

LOTS
TO TALK ABOUT

December
Edition
2025



Alastair Finlay
Accredited Senior
Appraiser (ASA) MTS
Melbourne & Adelaide

EXPERTS IN VALUATIONS STRATEGY & AUCTION SALES

Where Stronger Campaigns Create Stronger Results



Our marketing approach combines powerful visuals and targeted campaigns across print, digital, and social media. Our vendors know what to expect at every stage, and buyers receive straightforward, reliable information that supports confident decision-making.



This integrated approach—strong branding, strategic placement, and transparent communication—consistently produces exceptional outcomes for our clients across Australia.

Kincaid
CONSULTANCY PTY LTD



LOTS
TO TALK ABOUT

CELEBRATING BUSINESS & COMMUNITY AT THE ADELAIDE GRAND FINAL

We were delighted to attend the bp Adelaide Grand Final Opening Luncheon hosted by the South Australian Business Chamber.

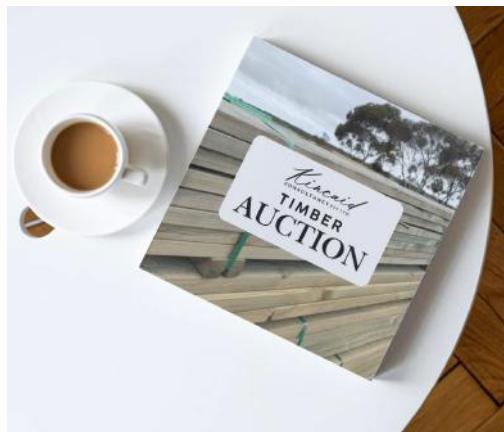
Our sincere thanks to **Mark Draper** of **CCC Corporate Finance** and **Emma Trebilcock** of **EMT Legal** for their warm invitation and hospitality.

It was an afternoon of great company, great conversations, and an engaging group of panelists including racing legends Craig Lowndes, David Reynolds & Nick Percat who brought terrific insight and energy to the room.



KINCAID MONTHLY TIMBER SALE TIMBER AUCTION

Each month, **Kincaid Consultancy** is proud to partner with **SA Pine** in Monarto to deliver a dedicated online-only timber auction, offering buyers access to high-quality surplus timber sold by the pack. With stock presented in organised, clearly labelled packs, bidders can secure substantial quantities with confidence, transparency, and ease. Keep an eye on our social media for catalogue releases to secure your next timber purchase.



Kincaid
CONSULTANCY PTY LTD



LOTS
TO TALK ABOUT

CRUISING & LUNCH KINCAID STYLE MELBOURNE CUP

Our Melbourne Cup celebrations began in style with customised invitations, including a beautifully designed boarding pass to set the tone for a day of elegance and excitement. Guests boarded our Pontoon Party Boat on the Murray River, ready to embrace the festivities despite the unpredictable weather. With coats on and spirits high, we set off along the river for a relaxed cruise, complete with a delicious cheese platter to enjoy along the way.



Kincaid
CONSULTANCY PTY LTD



LOTS
TO TALK ABOUT

CRUISING & LUNCH KINCAID STYLE MELBOURNE CUP

While the weather put on a show of its own, our guests braved the breeze and soaked in the scenic Murray River views as we made our way toward our luncheon destination. Upon arrival, we were welcomed to the private rooftop dining space at 1924 Riverfront Steakhouse, a stunning venue overlooking the water. Just as we settled in, the skies cleared—making way for a beautiful afternoon ahead.



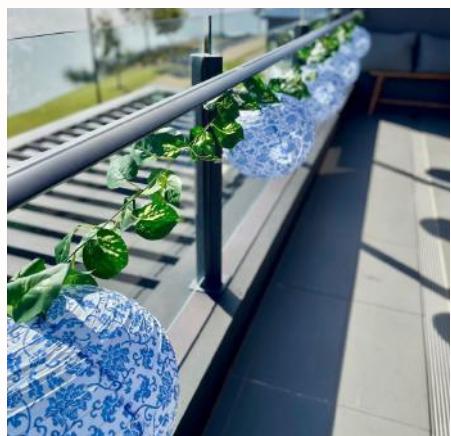
Kincaid
CONSULTANCY PTY LTD



LOTS
TO TALK ABOUT

CRUISING & LUNCH KINCAID STYLE MELBOURNE CUP

Our rooftop luncheon was a highlight of the day, with guests treated to sensational food crafted with care by the talented team at 1924. Each course was thoughtfully paired with a selection of perfectly matched wines, enhancing the dining experience and complementing the breathtaking river views. The atmosphere was relaxed, refined, and full of celebration as we enjoyed the best the Murray region has to offer.



Kincaid
CONSULTANCY PTY LTD



LOTS
TO TALK ABOUT

CRUISING & LUNCH KINCAID STYLE MELBOURNE CUP

The excitement continued as we gathered around our large private viewing screen to watch the race that stops the nation—an unforgettable moment shared in great company. Laughter, conversation, and a touch of friendly competition filled the room. After an afternoon enjoyed by all, our guests were comfortably returned home courtesy of the Kincaid Consultancy bus charter, rounding out a memorable Melbourne Cup event.



from Valuation to Auction

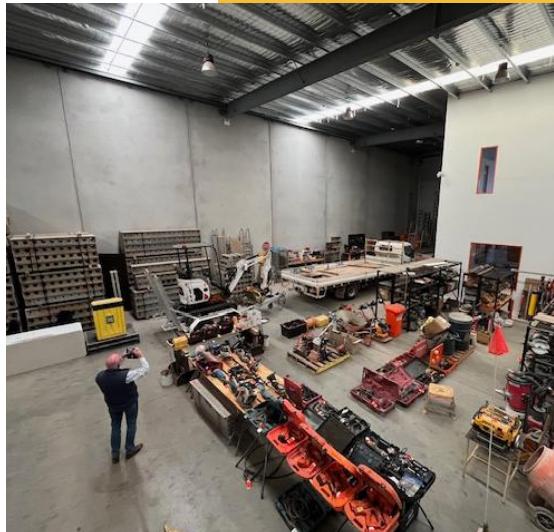
The Journey of the Auction Process

Kincaid Consultancy was proud to deliver a major Civil Engineering & **Concrete Formwork Auction for Jamtek Structural**, a project that showcased the depth of our capability and the strength of our end-to-end auction process. As with all large-scale disposals, our work began well before auction day—with a detailed site visit to inspect the extensive range of assets, assess condition, and determine the most appropriate strategy for sale. Following our onsite assessment, we provided a comprehensive valuation and disposal recommendation tailored specifically to the needs of our client.

Once the auction approach was confirmed, the substantial task of preparing **more than 600 lots** began. Our team undertook the meticulous work of sorting, presenting, and grouping assets into saleable, buyer-friendly lots. Every item was catalogued with precision—assigned a lot number, staged professionally, and photographed clearly to ensure an accurate, transparent catalogue for prospective bidders. This attention to detail is foundational to achieving strong bidding momentum and buyer confidence.

LOTS
TO TALK ABOUT

December
Edition
2025



Kincaid
CONSULTANCY PTY LTD

from Valuation to Auction

The Journey of the Auction Process

When auction day arrived, it was show time. The event was delivered as a **Live Onsite Auction**, supported simultaneously by a **national webcast** for those unable to attend in person. Led by **Steven Kincaid** and **Alastair Finlay** on the rostrum, our auctioneering team brought experience, energy, and professionalism to the entire sale.

At **Kincaid Consultancy**, we take great pride in preserving the craft of live onsite auctioneering. While the industry has shifted heavily toward online-only formats—accelerated by the impact of COVID-19—we remain committed to offering buyers the opportunity to inspect high-value assets in person. We understand that for many operators, from builders to contractors, seeing equipment firsthand provides confidence that can't be replicated through digital images alone. We believe that convergence yields the best results—combining traditional auction craft and personal engagement with the reach, convenience, and efficiency of technology.

LOTS
TO TALK ABOUT

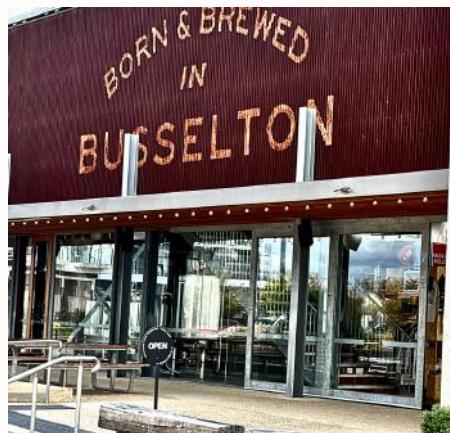
December
Edition
2025



Kincaid
CONSULTANCY PTY LTD

VALUATION WORK AMONGST COASTAL BEAUTY A VISIT TO BUSSELTON, WA

Earlier this year, our Managing Director **Steven Kincaid** travelled to the stunning South West region of Western Australia for a valuation assignment in Busselton — a location where business effortlessly meets breathtaking scenery. With its relaxed coastal charm, thriving local economy, and world-class natural surrounds, Busselton continues to draw strong attention from investors and industry operators alike.



VALUATION WORK AMONGST COASTAL BEAUTY A VISIT TO BUSSELTON, WA

Kincaid Consultancy Pty Ltd is proud to provide specialist valuation and asset advisory services across Australia, supporting clients in insolvency, corporate recovery, commercial decision-making, and private asset management. Our national reach ensures that wherever our clients' assets are located — from metropolitan centres to remote regional destinations — we deliver expert, independent and industry-informed assessments.



MERRY CHRISTMAS

LOTS
TO TALK ABOUT

December
Edition
2025



SANTA IS A FAN OF LOTS TO TALK ABOUT

The festive season has well and truly arrived when the iconic Adelaide Central Market **Santa** is spotted holding a copy of **Lots to Talk About!** It's a fun reminder of what a big year it has been for

Kincaid Consultancy — a year filled with incredible projects, milestone achievements, and continued growth across our valuation and auction divisions.

We extend our heartfelt thanks to our valued clients.

From complex insolvency matters to major plant, equipment and property disposals, it has been our privilege to deliver trusted, transparent and results-driven services for businesses across Australia.

This year also marked an exciting chapter with the opening of our Melbourne Office, expanding our national footprint and strengthening our ability to manage large-scale projects across multiple states.

As we wrap up 2025, we wish you and your families a warm and joyful Christmas, and a happy, successful New Year. Thank you for being part of our journey — we look forward to sharing even more with you in 2026.



Kincaid
CONSULTANCY PTY LTD