



Gateway to \$15million art auction

New software, saleG8 (pronounced sale-gate) has helped major Australian art auction houses Deutscher~Menzies and Lawson~Menzies reach their goal of \$15 million in sales last week.

The combined attendance of 400 people on both nights plus many hundreds of telephone and absentee bids kept staff on their toes.

“This is the first auction we’ve conducted with saleG8. There are huge benefits facilitated by this new software which tremendously reduced time spent on administration and coordination. saleG8’s ability to handle complex auctioning requirements made our biggest auction fuss free!” says Miss Alison Burns, Auction Administrator at Deutscher~Menzies.

Myco System’s technical team lead by Andrew Lombe were filled with adrenaline, but received just one support call from Deutscher~Menzies during both sales, a testament to the quality of the new software..

“That’s impressive performance for a brand new system on its first live run. When buyers are at the sale, there’s no room for errors,” said Mr Lombe.

“The smooth auction is the result of months of preparation, hard work and meticulous detail by everyone at Deutscher~Menzies and Lawson~Menzies. Preparations included establishment of tailored contracts, control of art work movement and photography, production of catalogues as well as the scheduling of phone bids. Myco was happy to support them,” Mr Lombe said.

Myco has been developing business systems to support auctioning since 1990.

“The key was our understanding of the behind-the-scene complexity of sale processing and our ability to translate this into easy-to-use software” he said.

Alison adds that “407 lots were sold by the second night. We sold over 83 percent of the works by volume and 91% by value, which is a fantastic result!”

“Deutscher~Menzies and Lawson~Menzies are very happy to reach our goal of \$15 million in the auctions last week.” says Alison “And we’re very happy with saleG8.”

So is saleG8 truly the gateway to seamless auctioning? Apparently, yes.

For more information contact

Castaly Lombe

MYCO Systems Director 6273 4388 or 0419 267 599

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