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## NATIONAL AUCTION SELLING COMMITTEE

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### SUMMARY OF OUTCOMES: MEETING NASC38-2013

FRIDAY 31ST MAY 2013, 1.00PM AEST

AUSTRALIAN WOOL EXCHANGE LTD

2 EDEN PARK DRIVE, MACQUARIE PARK, NSW

TELECONFERENCE

#### **N38/13/1.0 PRESENT**

Les Targ (Chairman)  
Wayne Beecher  
John Bradbury  
Dean Collison  
David Freeman  
Lyndon Hosking  
Josh Lamb  
Len Tenace  
David Cother (Secretary)

#### **N38/13/2.0 WELCOME/APOLOGIES**

Michael de Kleuver  
The Chairman reminded the representatives of the importance of nominating an Alternate to ensure all constituents are represented at each meeting.

#### **N38/13/3.0 MINUTES PREVIOUS MEETING**

Accepted. Secretary noted the Wool Selling Programs were reissued shortly after the meeting with minor amendments to the NZ offering designated Sales as a result of NZ Merino offering to modify their program to avoid clashes with designated AS (Australian Superfine) Sales.

#### **N38/13/4.0 ACTION ITEMS/ISSUES ARISING (NASC37 and Prior)**

Item ID	Description/Action	Status
	Issue of Auction Handbook (Technical Parameters, Showfloor Lotting Standards, Sale Room Code of Conduct)	In Progress
N34/6.0	Auction Rules/Compliance	To be considered NASC39
N34/9.1	Chairman's Review of Terms of Reference	Finalised after NASC38
N34/9.2	Definition of Delivery Area** Some preliminary discussions held since NASC 37**	To be considered NASC39
N36/9.0	Test result query protocol	To be considered NASC39
N36/10.2	Non declaration of Run with – letters to industry organisations	To be done
N37/6.0	Issue Wool Selling Programs (2013-14-15)	Completed
N37/9.0	Notification to North sellers of continuation of seller rotations	Completed
N37/10.3	Number of times offered ruling – see Auction Rules/Compliance	To be considered NASC39
N37/10.5	Sale Room – Sellers entering room when not offering – etiquette warning	Completed

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### **N38/13/5.0 SHOWFLOOR CLEARING TIMES**

The Committee considered a Seller submission asking NASC to consider a change to the showfloor clearing time (from Noon to 10AM – the day after the catalogue is offered).

The buyer representatives believed 10AM was achievable as most were working on the next sale by this time and inspections would have been completed.

It was AGREED:

Showfloors could be cleared after/from 10AM the next business day after the catalogue had been offered. This was applicable to all centres.

**ACTION** Secretary to notify Auction participants of change and implementation date (Week 01 showfloors).

### **N38/13/6.0 IDENTIFICATION OF BULK CLASS LOTS WITH SELLER INSPECTED BALES**

The Secretary briefed the Committee on the background to this paper. It was lodged by AWEX as part of the consultation process with the AWEX Quality Committee (ISAC). AWEX was seeking from NASC its view on;

- a) Whether it was a requirement to identify Bulk Class sale lots (containing single seller inspected bales (aka “spinners”, “shooters”, “turn-aounds”) separately to those sale lots containing Bin Product only, and, if so
- b) Whether a catalogue symbol was an appropriate mechanism.

A number of issues were raised as part of this Agenda item, including:

- There should be a mechanism to differentiate these two preparation types to manage quality risk, and
- Low average bale weights in Bulk class lines for some sellers was still of concern.

NASC confirmed that they believed one of these lines should be identified in the catalogue, and that a catalogue symbol was a possible mechanism to do this. There was mixed views as to which case (Bin Product only, or Bin Product with Seller Inspected Bales) should be identified.

**ACTION** Secretary to notify ISAC of NASC consideration.

### **N38/13/7.0 OTHER BUSINESS**

#### **7.1 UNSKIRTED MERINO FLEECE IN ROOM 2\***

The Committee considered a submission from Mr. Freeman to included unskirted Merino fleece wool in Room 1. Currently this wool must be lotted in Room 2. He raised this as a) he thought the discount was not high and b) it may help room balance.

There was no support for this proposal. The buyer representatives did not support unskirted Merino Fleece in Room 1. Discounts will move with the market and should not be the reason for room allocation. There was also strong support for not encouraging the practice of not skirting.

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### 7.2 LOT SEQUENCING\*

Mr Tenace sought clarification on the lotting rules as to whether a showfloor/catalogue containing multiple brokers should be presented in sequential order. When asked if this was a showfloor issue or a bidding catalogue (selling arrangement) issue he believed it was the latter.

**ACTION** AWEX to check Sale Roster data control file to see if bid catalogue sequencing is out of order for the affected broker(s).

### 7.3 SALE ROOM BEHAVIOUR\*

The Committee was briefed on concerns about Sale Room behavior in one region and how this could be addressed. The Committee discussed this at length and believed it was appropriate to hold a series of Auctioneers' meetings (with NASC and Room Sheriffs present) to discuss roles, rights and responsibilities. These are covered in the NASC Sale Room Code of Conduct however it was thought to be beneficial to all parties to discuss these via informal meetings.

**ACTION** Secretary to coordinate and arrange with NASC/Sheriffs prior to Week 6.

### 7.4 INSUFFICIENT DETAIL SUPPLIED BY SELLERS – ALTERATIONS/ADDITIONS\*

NASC considered a letter from Mr. Belgre expressing concerns about the lack of information supplied/announced by brokers at point of sale regarding significant quality issues raised, or identified presale, in their catalogues (via the AWEX CICA (Catalogue and Clip Inspection Audit) report.

The Committee agreed all relevant and significant quality information should be announced to the room.

**ACTION** Secretary to notify Sellers of responsibilities in this area.

### 7.5 BROKER NAME PLATES ON ROSTRUM\*

Mr. Beecher tabled a request from one of his constituents as to whether it was necessary to retain the plastic broker name plates on the rostrum(s) when the seller is selling.

The Committee noted that the underlying policy requirement was that the name of the current broker (catalogue) selling must be clearly identified, and visible, to the buyers and to the Gallery.

If the name of the current broker selling was clearly identified on the electronic sale screen it was thought this met this requirement and the name plate was optional. (It was noted that the AWEX Service Provider had this detail at the top of their screen). If the name exists on the screen display the broker may choose to retain their name boards at their own option.

*\*Items listed under Other Business are those tabled at the meeting, or received after the requested cut off. These items are discussed but generally have not have been formally circulated to Industry on the NASC Items of Considered document for comment. Any Items requiring a policy change or additional industry consultation will be held over to the next meeting.*

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### N38/13/8.0 NEXT MEETING SCHEDULE

Meeting Code	Week	Date	Time	Type
NASC-39	09	Friday 30 August 2013*	1.00pm	TELECONFERENCE
NASC-40	21	Friday 22 November 2013*	1.00pm	TELECONFERENCE
NASC-41	34	Friday 21 February 2014	9.30am	FACE TO FACE
NASC-42	47	Friday 23 May 2014	1.00pm	TELECONFERENCE

\*amended dates

Meeting Closed: 2.20pm AEST

For more information: NASC representatives

Name	Position	Contact No	E-mail
Wayne Beecher	North Seller	02 6341 1900	<a href="mailto:beecherwool@bigpond.com">beecherwool@bigpond.com</a>
John Bradbury	West Buyer	0418 926 899	<a href="mailto:john@fremantlewool.com.au">john@fremantlewool.com.au</a>
Dean Collison	North Buyer	0419 868 783	<a href="mailto:dean.collison@michell.com.au">dean.collison@michell.com.au</a>
David Freeman	Large Seller	02 9681 5655	<a href="mailto:david.freeman@landmark.com.au">david.freeman@landmark.com.au</a>
Michael de Kleuver	South Seller	03 9240 4700	<a href="mailto:mdeklever@rodwells.com.au">mdeklever@rodwells.com.au</a>
Lyndon Hosking	West Seller	0427 779 460	<a href="mailto:lhosking@dysonjones.com.au">lhosking@dysonjones.com.au</a>
Josh Lamb	4 <sup>th</sup> Buyer	0419 841 609	<a href="mailto:joshlamb@techwool.com.au">joshlamb@techwool.com.au</a>
Len Tenace	South Buyer	0400 966 177	<a href="mailto:lent@segardmasurel.com.au">lent@segardmasurel.com.au</a>
Les Targ	Chairman	0414 365 933	