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# NATIONAL AUCTION SELLING COMMITTEE

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**SUMMARY OF OUTCOMES: NASC14-2007**  
**HELD FRIDAY 26<sup>TH</sup> OCTOBER 2007, 9.00 AM AEST**  
**AUSTRALIAN WOOL EXCHANGE LTD**  
**318 BURNS BAY RD**  
**LANE COVE**

## TELEPHONE CONFERENCE

### N14/07/1.0 PRESENT/ WELCOME

Andrew Blanch  
Michael de Kleuver  
Graham Evans  
Jim McDonald  
Chris McDonnell  
Ken Walker  
Rowan Woods  
Sas Douglas (Chairman)  
David Cother (Secretary)

### N14/07/2.0 APOLOGIES

Peter Morris

### N14/07/3.0 MINUTES/ISSUES ARISING

N13/07 Minutes accepted with Amendments (page 2)

“Mr. Woods and Mr. McDonnell noted that not all brokers will not agree to this.”

#### ACTION LIST/ISSUES ARISING

**SELLING CENTRES:** The Chairman acknowledged the letter from NCWSBA in response to the NASC letter re Selling Centres. He noted that no response had been received from ACWEP or IWB.

### N14/07/4.0 PUBLIC HOLIDAY ROSTERING – CATALOGUE DEADLINES

#### 4.1 PUBLIC HOLIDAYS

The Secretary introduced the item that asked NASC to consider a common schedule be used to determine (printed and electronic) catalogue deadlines. The current deadlines require NASC approval for each holiday in the North. AWEX has asked NASC to consider a common schedule to reduce the administration overheads. It was noted that North and West advance catalogues by 24 hrs to maintain valuing time.

It was AGREED that:

- A standard schedule/formula is applied for North, South and West in determining electronic and printed catalogue milestones when a Public Holiday exists.

#### 4.2 TEST RESULT DELIVERY

In assessing catalogue deadlines, a number of Northern region brokers had reported delays in receiving test results, affecting their ability to meet the deadlines. NASC considered a response from AWTA on this matter.

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It was AGREED that:

- NASC write to AWTA raising concerns that if quantities increase, service levels may decline.

**ACTION** Secretary to write to AWTA.

### N14/07/5.0-6.0 SALE ROOM CONDUCT/SALE ALTERATION LISTINGS

NASC considered a letter raising concerns about sale room conduct. Of specific concern was the practice of a Buyer challenging a wool selling broker in the middle of sale. Discussion of this matter included;

- ❖ the need for buyers and sellers to raise specific matters pre sale.
- ❖ The need to clarification what is required to be declared by the seller.

It was AGREED that:

- NASC is to define the requirements for a Seller Sale Alteration sheet which will be the formal Alteration list, other than announcements from the rostrum if growers withdraw wool post publication.

**ACTION** Secretary to create a draft definition of a Sale Alteration sheet. This is to be circulated and reviewed by the Committee before general release.

### N14/07/7.0 SELLING CENTRES

#### 7.1 LAUNCESTON SALE WEEK 33

The Chairman introduced the exporter survey results regarding the possible options on week 33. The survey results indicated strongest support for either the status quo or closure, with some support for split sale model.

Other contributing factors discussed included the decline in the wool production forecast for Tasmania (-16%).

He noted the Committee had three options on the week 33 configuration.

- ❖ No change
- ❖ 1 x Launceston/ 2 x Melbourne (showcase)
- ❖ 2 x Launceston/ 1 x Melbourne

It was AGREED that (on the forecast quantities):

- Week 32 was to be rostered as 2 day Launceston/ 1 Day Melbourne sale.
- The selling arrangement detail of the week was to be resolved during November.

#### 7.2 NORTHERN REGION

Mr. McDonnell noted that Newcastle sales were looking OK at this time to meet minimum quantities

### N14/07/8.0 TECHNICAL PARAMETERS

#### 8.1 SECRETARY REVIEW

The Secretary was asked to prepare a paper on possible Technical Parameter changes as a result of falling volumes.

Secretary advised that this was work in progress.

**ACTION** Secretary to complete review and present to next meeting.

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### **8.2 HILLIER WOOL**

A letter from Hillier Wool was tabled and considered.

### **N14/07/9.0 P/B CERTIFICATE – SHOWFLOOR PROTOCOL**

The Secretary updated the Committee with the recent changes AWEX and AWTA had implemented to resolve showfloor queries relating to incorrect Wool Preparation category.

### **N14/07/10.0 TERMS OF REFERENCE**

#### **10.1 TERMS OF REFERENCE**

The Secretary advised the Committee that the Chairman's performance review of the Committee had been noted by the AWEX Board.

#### **10.2 ELECTION**

Chairman advised that the terms of all Committee Members except Mr de Kleuver and Mr McDonald will expire in November 2007.

He noted that elections will be held in November 2007.

**ACTION** Secretary to commence the election process.

### **N14/07/11.0 OTHER BUSINESS**

#### **11.1 NEXT SALE CONFIGURATION**

Mr. Blanch noted that the current week was rostered for two large days and that the trade had a preference for three medium days.

#### **11.2 SALE ROOM BREAKS**

Mr. Blanch queries whether the Technical Parameters contain provision for sale room breaks. Whilst difficult to monitor it was recommended that all sale rooms have a break at least 2 hours or halfway through the sale day.

It was AGREED that:

- Sale Room Breaks were to be added to the Technical Parameters as a mandatory requirement; however the instruction on the timing was to be a guideline, subject to agreement between buyer and seller representatives.

**ACTION** Secretary to add Sale Room Breaks to Technical Parameters as a Guideline.

### **N14/07/11.0 NEXT MEETINGS**

NASC-15      Friday February 29th      FACE TO FACE

### **N14/07/12.0 MEETING CLOSE: 10.40 AM AEST**