
NATIONAL AUCTION SELLING COMMITTEE

SUMMARY OF OUTCOMES: MEETING NASC20-2008

HELD FRIDAY 14TH NOVEMBER 2008, 10.00 AM AEST

AUSTRALIAN WOOL EXCHANGE LTD

318 BURNS BAY RD

LANE COVE

TELECONFERENCE

N20/08/1.0

PRESENT

Sas Douglas (Chairman)
Richard Butcher
Michael de Kleuver
Josh Lamb
Jim McDonald
Chris McDonnell
Perry Roberts
Ken Walker
David Cother (Secretary)

N20/08/2.0

APOLOGIES

Rowan Woods

N20/08/3.0

MINUTES/ACTION ITEMS/ISSUES ARISING

Minutes NASC 19

Minutes NASC 19B

[Minutes Accepted.](#)

N20/08/4.0

SALE ROOM CODE OF CONDUCT

Chairman asked if Committee had received any comments on the Code of Conduct released in October.

4.0A

A request to allow (previous) Sellers to access the Sale Room to negotiate Passed In lots was considered. This may be in the form of allowing a prescribed period (e.g. 2 minutes) between Sellers.

[It was Agreed:](#)

[The request above did not have support from the Committee. There was concern that allowing a set period would lengthen the sale days unnecessarily. The Committee did not endorse previous sellers accessing the Sale Room whilst a current seller was in progress.](#)

4.0B Elders submission

The Committee reviewed the submission from Simon Hogan (Elders).

4.0.1 Mr. Hogan sought clarification when the Alteration List was to be distributed.

[It was Agreed:](#)

[To add the clause: Printed Alteration Lists were to be distributed by all Sellers in the Sale Room 10 minutes prior to the Sale Day commencing. \[Clause 1d\]](#)

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4.0.2 Mr. Hogan queried the requirement to announce No Lots if published on the Alteration List

It was Agreed:

That the requirement to Announce Withdrawn Lots was a requirement (and to remain).

4.0.3 Mr Hogan queried the term of accepting "Late Bids" after the fall of hammer

It was Agreed:

Reference to accepting "Late Bids" was to be removed. [Clause 4d.]

4.0.4 Mr Hogan queried whether staff from the current seller could negotiate passed in lots whilst the current seller was operating.

It was Agreed:

That staff from the current seller could circulate in the room to negotiate passed in lots provided it was done discretely. It was preferred this could be done using printed sheets to keep verbal discussion to a minimum. [Add Clause 8c.]

To modify the wording of 8b to include the reference to Previous Sellers.

ACTION Secretary to update Sale Room Code of Conduct and issue.

4.1 Auctioneer and Sheriff's Workshops

The Committee reviewed a suggested format for these workshops. The workshops are intended to promote the Code of Conduct.

There was concern that a recognised Sheriff may not exist in all Sale Rooms.

It was Agreed:

- The Workshops were to be held in January 2008.
- Fridays were preferred in Southern and Western Regions. Northern Region may need to be another day of the week.
- The format was generally acceptable.

ACTION(s) NASC Buyer representatives to facilitate appointment of room sheriffs.
Secretary to liaise with NASC representatives to arrange regional workshops in New Year

N20/08/5.0 SELLER PRE SALE DOCUMENTATION (Progress Report)

Secretary briefed Committee on progress with respect to standardizing some of the collection forms and roster documents. Prototype documents were included in the papers. Secretary proposed that AWEX would trial documents with NASC Sellers and Buyers as proof of concept.

ACTION AWEX and NASC sellers to trial new documentation.

N20/08/6.0 SALE OFFERING VOLATILITY (Preliminary Paper)

NASC considered a preliminary discussion paper relating to sale offering volatility. The AWEX Board will be considering this issue in more detail due to concerns from its Members.

The Committee discussed this matter at some length. The Committee did not support over regulation of the market. Equally it believed legal clarification would be needed if some form of market management process was proposed. As a general summary the Seller representatives were more in

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favour of letting the market naturally occur, whereas the buyer representatives tended to favour some form of intervention in extreme cases.

It was Agreed:

- That, as a general principle, NASC did not support regulation to address volatility.

ACTION Further papers to be considered at later meeting.

N20/08/7.0 BALE DESCRIPTIONS – NON CONFORMING LOTS (ISAC Consultation Paper)

The Committee considered an ISAC Consultation paper with respect to a proposal to consider some Bale Descriptions as being eligible for Non Conforming status. This paper was provided as a background paper as it is to be developed for external general circulation for general consultation/discussion.

The Committee acknowledged that there were some cases where an incorrect bale description should/could be considered as suitable for Non conforming status (e.g. Missing R/Y/K on Merino lots where R/Y/K is clearly proven).

ACTION No Further Action - For information.

N20/08/8.0 AUCTION OFFERING BY CERTIFICATE TYPE

The Committee considered a series of auction statistics related to certificate type. This was an Action Item arising from NASC19.

Concerns were raised:

- That wool meeting the COP (but without a stencil) was being allocated with wool not meeting the COP, and
- The number of D certificates was higher than desirable.

In further discussion it was noted:

- That an Owner Classer registration was \$40 p.a. and a Professional Classer \$60 p.a. (which would be easily recovered by obtaining a P certificate),
- That the policy of having wool prepared by trained personnel was important.

It was Agreed:

- NASC recommends AWEX publicise the discount associated with D certificates to encourage more use of classers.

N20/08/9.0 LAUNCESTON (WEEK 33)

The Committee considered an update of Week 33. Very little feedback had been received in relation to this sale. It is expected the Sale will commence at 1pm on the Friday of week 33.

N20/08/10.0 BUYER SURVEY – CATALOGUE LAYOUT (ISAC Consultation Paper)

The Secretary briefed the Committee on an ISAC survey of Buyers on the printed catalogue format. The most common request was for the inclusion of the Scoured 16 yield. NASC Buyer representatives suggested the Scoured 17 Yield could be replaced.

ACTION No Further Action - For information.

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N20/08/11.0 WEEK 25 PROMPT DATE

The Committee considered the timing in of Week 25 Payment and Storage arrangements. It is was noted that:

- Prompt Date and Storage payments are commercial terms of sale managed by each seller.
- The normal prompt for week 25 falls on a Public Holiday. Most sellers allow for Public Holidays in their terms of sale.
- Buyers would be appreciative of an extension to Prompt and/or storage to recognising the reduction in business opportunity over the Christmas New Year period.
- Sellers would also need to consider their Grower clients with respect to payment.

It was Agreed:

- NASC recommends AWEX publish a summary document of Prompt arrangements over the Christmas/New Year period to enable Buyers to construct their buying strategy for week 25.

ACTION AWEX to seek Post Sale Arrangements from Sellers and publish as a Summary to Buyers.

N20/08/13.0 WOOL SELLING PROGRAM 2009-10

The Secretary reminded all representatives that the next general meeting to be held in February 2009 was to consider and finalise the 2009-10 Wool Selling Program. To assist in this process, representatives were asked to ensure that they had consulted with their constituents to ensure all submissions were available to the Committee well in advance. The Secretary advised that a general notice would be released in December (as in previous years) notifying stakeholders of the meeting.

N20/08/13.0 OTHER BUSINESS

13.1 WITHDRAWN LOTS

Mr. McDonald asked whether it was possible for buyers to receive (network) rebates for lots transmitted but then withdrawn from sale. The Secretary advised that this was not a NASC matter but one for the commercial providers of the networks.

13.2 NEWCASTLE N22

Mr. Lamb asked if the size of N22 was known at this stage, as there were concerns that it would be small. Mr. McDonnell believed it would be approximately 13.5k bales. Messrs Lamb and Butcher believed the (superfine) trade would prefer three smaller days that 2 big days. They noted that others would prefer 2 days to reduce operating costs.

ACTION Secretary to circulate current figures to Messrs McDonnell, Lamb and Butcher.

13.3 CHAIRMAN

The Chairman advised the Committee that he would be retiring due to health and family reasons and that this would be his last NASC meeting. As the inaugural NASC Chairman (appointed December 2004) he had enjoyed working with the representatives and thanked them for their support over the years.

The Committee extended a vote of thanks to Mr. Douglas and for his services to NASC and wished him well in his retirement.

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N20/08/14.0 NEXT MEETINGS

NASC-20B TBC

NASC-21 Friday 27th February 2009

FACE TO FACE

N20/08/15.0 MEETING CLOSE: 11.40 AM AEST