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# NATIONAL AUCTION SELLING COMMITTEE

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**SUMMARY OF OUTCOMES**  
**NASC18-2008**  
**HELD FRIDAY 27<sup>TH</sup> JUNE 2008, 10.00 AM AEST**  
**AUSTRALIAN WOOL EXCHANGE LTD**  
**318 BURNS BAY RD**  
**LANE COVE**

**TELECONFERENCE**

- N18/08/1.0      PRESENT**  
Sas Douglas (Chairman)  
Richard Butcher  
Michael de Kleuver  
Jim McDonald  
Chris McDonnell  
Perry Roberts  
Ken Walker  
Rowan Woods  
David Cother (Secretary)
- N18/08/2.0      APOLOGIES**  
Josh Lamb (supporting comments supplied by email)
- N18/08/3.0      A. MINUTES PREVIOUS MEETINGS**  
**NASC16: (29<sup>th</sup> February)**  
Amendment to Item 4.4. Minutes accepted.
- NASC16B (9<sup>th</sup> May)**  
Minutes accepted with no amendment.
- NASC17 (Circular Resolutions)**  
➤ Wool Week to be conducted as TUES/WED series.  
➤ M51/S51 to be offered as 1 day sales  
Resolutions accepted with no amendment.
- B. ISSUES ARISING/ACTION ITEMS**  
**B1. AWTA (Timing of Results)**  
It was AGREED that:  
➤ NASC seek additional statistics with respect to timing of results from AWTA.
- ACTION      Secretary to write to AWTA**
- B2. AWEX FIVE WEEK FORECAST**  
At NASC16, the Committee considered the variation in Sale Estimates provided by Sellers. It was proposed that the AWEX Five Week Forecast be reduced to three weeks of estimates to minimise the impact of earlier (more subjective) estimates.
- In response, AWEX had offered to remove the change values on the outer weeks to soften the perception of variability.
- It was AGREED that:  
➤ NASC recommend to AWEX that only three weeks of estimates be published.
- ACTION      Secretary to supply recommendation to AWEX.**

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### B3. SALE ROOM CONDUCT

The issue of sale room behaviour/conduct was raised at NASC16. Specific cases of concern were catalogues with less assertive auctioneers. Auctioneer Training and sale room code of conduct were discussed. It was noted that smaller volumes can make it difficult for some auctioneers to experience longer room times.

It was AGREED that:

- NASC develop a sale room Code of Conduct.

**ACTION** Secretary to provide a draft Code to Committee for review prior to next meeting.

### N18/08/4. AUCTION PROTOCOL: REISSUED CERTIFICATES

The proposal put to the Committee was that “all certificates that are to be reissued as a result of showfloor clip inspection processes should be withdrawn and offered at a subsequent sale”.

It was AGREED that:

- Lots with re-issued certificates (as a result of showfloor clip inspection) could be offered in the same sale, provided the Seller has them on the Alteration Sheet and they are announced from the rostrum prior to the catalogue been offered.
- The proposal made by Mr. Butcher (for D/B certificates to be lotted in separate catalogue sections) was to be documented for more consideration at NASC19.

**ACTION** Secretary to promulgate.

### N18/08/5.0 EARLIER CATALOGUE TRANSMISSIONS (TO MINIMISE SALE FLUCTUATIONS)

The Committee considered a request to advance catalogue transmissions to the Wednesday prior to sale. The purpose of the timing change was to reduce sale volume fluctuations.

It was AGREED that:

- There was not support to change the transmission times, and
- Secretary was to write to [selected] Sellers that consistently vary their quantities at last minute.

**ACTION** Secretary to write to brokers.

### N18/08/6.0 WEEK 2

#### A. FREMANTLE [F02]

Local and National concern had been raised about whether Fremantle sale F02 would have enough quantity to proceed. Previous indications from Sellers published on the Five Week Forecast was for a 1 day sale of 8,000 bales. An interim estimate from Sellers was 4,600 bales. The minimum quantities for a sale in the Technical Parameters is 4,500 bales.

It was AGREED that:

- NASC endorsed the decision for F02 to proceed.

**ACTION** No further Action.

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### **B. REQUEST TO OFFER WEEK 2 AS TUES/WED**

NASC considered a request to offer Week 2 as a Tuesday/Wednesday series.

It was AGREED that:

- Sale Week 2 was to be rostered as a Tuesday/Wednesday series.
- The Technical Parameters are to be updated to make this practice a permanent arrangement:  
"Where Sales in the week prior to a Sale Recess period are expected to be two day Sales (or less), these Sales shall be rostered on Tuesday/Wednesday".

**ACTION**            Secretary to update rosters and Technical Parameters.

### **N18/08/8.0      NASC COST RECOVERY**

Secretary briefed the Committee on the proposed NASC cost recovery structure to be levied on Sellers.

This was supplied for information as it was an AWEX issue. Committee advised consultation should be continued with Principals.

### **N18/08/9.0      OTHER BUSINESS**

Nil

### **N18/08/10.0    NEXT MEETINGS**

NASC-19	Friday 5 <sup>th</sup> September 2008	TEL-CONF
NASC-20	Friday 14 <sup>th</sup> November 2008	TEL-CONF
NASC-21	Friday 27 <sup>th</sup> February 2009	FACE TO FACE

Sub-meetings held as required.

### **N18/08/11.0    MEETING CLOSE: 11.20 AM AEST**