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## **NATIONAL AUCTION SELLING COMMITTEE**

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### **SUMMARY OF OUTCOMES: MEETING NASC26-2010**

**FRIDAY 21<sup>ST</sup> MAY 2010, 1.00 PM AEDST**

**AUSTRALIAN WOOL EXCHANGE LTD**

**318 BURNS BAY RD, LANE COVE, NSW**

#### **N26/10/1.0 PRESENT**

Les Targ (Chairman)  
Richard Butcher  
Simon Hogan  
Lyndon Hosking  
Josh Lamb  
Perry Roberts  
Len Tenace  
Rowan Woods  
David Cother (Secretary)

#### **N26/10/2.0 APOLOGIES**

Michael de Kleuver

#### **N26/10/3.0 WELCOME**

##### **3.1 MINUTES**

[Minutes NASC-25AB - Amendment](#)

[Mr Roberts recalled that concerns with L33/09 were more related to the offering of Pieces \(and less the issue of fleece style\).](#)

##### **3.2 ACTION ITEMS/ISSUES ARISING/OUTSTANDING FROM NASC25**

###### **3.2.1 Implications of buyers bidding in multiple names**

Secretary briefed the Committee on discussions with ALPA (Australian Livestock and Property Association) as to whether this practice was condoned or regulated in their environment. Secretary advised that AWEX lawyers were waiting on further advice from AWEX and he anticipate this would be considered at next AWEX Board meeting.

###### **3.2.2 Provision of AWEX-ID in catalogues**

NASC agreed that a letter to Sellers from NASC Buyer representatives seeking publication of AWEX-ID in catalogue was to be issued.

###### **3.2.3 Sellers Terms of Sale**

Secretary issued notice to Sellers asking that current versions are available in the sale rooms. Committee asked that this be re-stated to Sellers and finalised by June 30.

###### **3.2.4 Lightweight Bales**

At Committee request the Secretary has obtained a break-down of lightweight bales by Company and Category.

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### **N26/10/4.0 WOOL SELLING PROGRAM - CORRESPONDENCE**

NASC discussed correspondence received in relation to the Wool Selling Programs.

**ACTION**            **No Further Action**

### **N26/10/5.0 SOUTHERN REGION SELLER ROTATION**

A discussion paper was tabled for consideration on Southern Region Seller rotations. This was raised as an Agenda Item under Other Business from NASC25. As Mr de Kleuver (representing Southern Region Sellers) was an apology for the meeting, it was Agreed to hold over the Item until NASC27.

**ACTION**            **Secretary to add to NAC27 Agenda**

### **N26/10/6.0 Roster schedule: Sale Days, Catalogue Deadlines and Times**

The Secretary tabled the operational Technical Parameters used by the Sale Coordinator(s). The Committee highlighted some areas that may require attention however believed this (schedule) should be circulated to auction participants for wider feedback and consideration.

It was Agreed:

- ❖ Operational Technical Parameters are to be circulated to auction buyers and sellers seeking feedback<sup>1</sup>

**ACTION**            **Secretary to circulate Operations Technical Parameters for comment.**

### **N26/10/7.0 POST SALE CHARGES**

The issue of Post Sale Charge structure was raised by the Southern Region Buyer representative for discussion. He asked that the committee consider developing a discussion paper for wider consideration on the potential to restructure post sale charge to a c/kg (greasy or clean) basis.

The Committee discussed the proposal and (whilst recognising that handling costs are usually on a per unit- bale basis) were prepared to consider the matter in more detail and seek wider input on benefits and costs to either sectors of such a proposal. NASC agreed that this was a medium term proposal and that (if accepted) would/could not be implemented

It was Agreed:

- ❖ A discussion document be written for industry consideration and feedback,
- ❖ NASC to consider matter in more detail at NASC27.

**ACTION**            **Secretary to develop discussion paper and circulate for consideration.**

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### **N26/10/8.0 POLYPROPYLENE PACKS**

NASC considered a complaint with respect to the (post sale) use of polypropylene packs.

It was Agreed:

The complaint be referred to AWEX-ISAC as it was quality related matter. NASC recommended that a letter of complaint be lodged under joint committee names.

### **N26/10/9.0 OTHER BUSINESS**

#### **9.1 WOOL STATISTICAL AREAS (WSA) IN CATALOGUES**

Mr Woods was asked by a constituent as to the integrity checks supporting the publication of WSA codes in catalogues. Concern was raised that (some) sellers are not published correct values relative to the location of the wool production. Mr Woods firstly sought feedback from the Committee as to whether the Codes are used and whether more attention on integrity should be applied.

Mr Tenace and Mr Butcher both cited examples of use in buying and were emphatic about the importance of this information commercially.

The Secretary advised the Committee that AWEX used this information in its statistical publications including submissions to Wool Production Forecasting Committee. He noted that these codes appeared both on Catalogues and Certificates.

It was Agreed:

That WSA codes were valid and used in both commercial and statistical applications.

NASC asked that Sellers be encouraged to improve the quality of this information.

**ACTION** Secretary to notify sellers and ensure all have a copy of the localities and associated WSA codes.

#### **9.2 ROSTERING OF SOUTHERN REGION SALES**

It was asked whether AWEX would continue to administer Sales in southern region with the move to 691 Geelong Rd.

The Secretary stated that AWEX would continue to provide this service.

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### 9.3 INTERLOTS WITHOUT COMPONENT SUMMARY

A query was raised as to the requirements to display component summaries for Interlots. The Technical Parameters for all regions require the display of interlot components on the sample box and electronic transmission. The summary should include the Farm Brand, Number of Bales and Bale Description.

**ACTION** Secretary to notify sellers reminding them of compliance requirements on this matter.

### 9.3 SALE RECESS WEEKS AND SCHOOL HOLIDAYS

NASC considered a request to consider where Sale Recess weeks could be aligned with school holidays. Whilst the Committee was sympathetic to the request, it confirmed that its rostering policy would not be driven by school holidays.

### N26/10/13.0 NEXT MEETINGS

NASC-27	Friday 27th August 2010	(Week 8)	1.00PM AEST
NASC-28	Friday 19th November 2010	(Week 20)	1.00PM AEST
NASC-29	Friday 25 <sup>th</sup> February 2011	(Week 34)	9.30AM AEST
NASC-30	Friday 23 <sup>rd</sup> May 2011	(Week 47)	1.00PM AEST

NASC-29 FACE TO FACE – ALL OTHERS TELEPHONE CONFERENCE

### N26/10/14.0 MEETING CLOSE:

NASC26: 2.20 PM AEDST

Name	Position	Contact No	E-mail
Richard Butcher	North Buyer	0427 254 643	<a href="mailto:rbutcher@qcotton.com.au">rbutcher@qcotton.com.au</a>
Simon Hogan	Large Seller	0417 856420	<a href="mailto:simon.hogan@elders.com.au">simon.hogan@elders.com.au</a>
Lyndon Hosking	West Seller	08 9434 1699	<a href="mailto:lhosking@dysonjones.com.au">lhosking@dysonjones.com.au</a>
Michael de Kleuver	South Seller	03 9240 4700	<a href="mailto:mdekleuver@rodwells.com.au">mdekleuver@rodwells.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>
Perry Roberts	West Buyer	0411 756 773	<a href="mailto:perry.roberts@abb.com.au">perry.roberts@abb.com.au</a>
Len Tenace	South Buyer	03 9315 1990	<a href="mailto:lent@segardmeasurel.com.au">lent@segardmeasurel.com.au</a>
Rowan Woods	North Seller	02 6851 4000	<a href="mailto:rowan@jemalongwool.com.au">rowan@jemalongwool.com.au</a>
Les Targ	Chairman		