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## **NATIONAL AUCTION SELLING COMMITTEE**

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### **SUMMARY OF OUTCOMES: MEETING NASC48 (B)-2015**

**FRIDAY 11<sup>TH</sup> DECEMBER 2015, 11.00AM AEDT**

**AUSTRALIAN WOOL EXCHANGE LTD**

**2 EDEN PARK DRIVE, MACQUARIE PARK, NSW**

**TELECONFERENCE**

#### **N48/15/1.0 PRESENT**

Les Targ	Chairman
Jason Carmichael	Large Seller
Dean Collison	North Buyer
Michael de Kleuver	South Seller
Greg Horne	West Buyer
Lyndon Hosking	West Seller
Josh Lamb	4 <sup>th</sup> Buyer
Gordon Litchfield	North Seller
David Cother	Secretary

#### **N48/15/2.0 APOLOGIES**

Len Tenace

#### **N48/15/3.0 WESTERN REGION SELLING ARRANGEMENTS**

This meeting was convened to consider a proposal to modify the Western Region Selling Arrangements. This proposal represented outcomes from a local buyer and seller meeting held to discuss selling arrangement options.

The key principles of the proposal presented to NASC were:

- Western Region to conduct sales using one (1) sale room only.
- 1, 2, or 3 day Sales may be rostered based on volume.
- 2 day Sales are the preferred option, selling Wednesdays and Thursdays.
- The default starting time shall be 10.30AM AWST (larger days may start earlier).
- Oddment and Skirting catalogues will sell first (in alternating order as per current practice). If sold out prior to noon and after a 5 minute break, the fleece catalogues shall then be offered.
- The broker selling the last oddment/skirting shall sell fleece first.
- A 20 minute lunch break to be scheduled at noon (or nearest practical window).
- The current broker day allocation and selling order rotations shall remain unchanged.
- A review to be conducted after the 2016 Easter Recess.

The Western Region representatives briefed the committee on the local meeting outcomes and indicated there was good local support for the presented proposal. They noted that some fine tuning of the new selling arrangement may occur if issues arose. The Chairman asked the committee whether there were any implications from a national perspective. No concerns were raised by representatives in other regions. Positive comments were offered re earlier start time and 2 day sales in terms of contribution to evenness of national offering. The Chairman thanked the Western Region representatives for their work. An illustration of the selling arrangements using F25 is attached at the end of this Summary

It was AGREED:

**The Western Region 'One Sale Room' Selling Arrangement proposal accepted and will be implemented from and including F29 (week commencing 11/Jan/2016).**

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**ACTION(S)** Secretary to circulate changes in Western Region Selling Arrangements nationally.  
Auction Handbook to be updated with new Selling Arrangement protocol.

### **N48/15/4.0 OTHER BUSINESS**

#### **16.1 SELLER ESTIMATES**

The Secretary briefed the committee on communication received in relation to sale estimates.

#### **16.1 BIDDING AGREEMENTS/TRANSFER AGREEMENTS**

The Secretary advised the Committee that returns of Transfer Agreement and Bidding Agreement declarations were good. These would be compiled and distribute to service providers and brokers early in 2016.

### **N48/15/5.0 NEXT MEETING SCHEDULE**

Meeting Code	Week	Date	Time	Type
NASC-49	36	Friday 04 March 2016	9.30AM AEDT	FACE TO FACE
NASC-50	47	Friday 20 May 2015	11AM AEST	TELE-CONFERENCE

Meeting Closed: 11.35am AEDT

For more information: NASC representatives

Name	Position	Contact No	E-mail
Jason Carmichael	Large Seller	0447 601 725	<a href="mailto:jason.carmichael@landmark.com.au">jason.carmichael@landmark.com.au</a>
Dean Collison	North Buyer	0419 868 783	<a href="mailto:dean.collison@michell.com.au">dean.collison@michell.com.au</a>
Michael de Kleuver	South Seller	0428 643 745	<a href="mailto:mdekleuver@rodwells.com.au">mdekleuver@rodwells.com.au</a>
Greg Horne	West Buyer	0411 066 271	<a href="mailto:g.horne@modiano.com.au">g.horne@modiano.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>
Gordon Litchfield	Northern Seller	0428 484 855	<a href="mailto:gordon@glw.net.au">gordon@glw.net.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	



F 25	W/T	8,717
M25	W/T	22,870
S 25	W/T	13,028
TOTAL:		44,615

**SELLING ARRANGEMENTS - WESTERN WOOL CENTRE  
FREMANTLE SALE F25/15**

**WEDNESDAY DECEMBER 16, 2015**

**COMMENCE SELLING - 10.30AM**

*Electronic Catalogue Transmission - Friday 3pm AWST, Printed Catalogue/Showfloor available Monday 7am AWST*

**ROOM 1 (10.30AM) START**

			Lots	Bales
<u>ODDS/SKTS</u>				
<u>WOOL AGENCY</u>	F	ODDS	56	196
	F	SKTS	35	159
<u>DYSON JONES</u>	F	SKTS	40	150
	F	ODDS	50	200
<u>WEST COAST WOOLS</u>	F	ODDS	60	250
	K	ODDS	20	85
	F	SKTS	10	25
	K	SKTS	10	40
<u>ELDERS</u>	F	SKTS	23	117
	F	SKTS AWH	2	16
	F	ODDS	39	126
	F	ODDS AWH	12	85
<u>FLEECE</u>				
<u>ELDERS</u>	F	FLC	87	618
	F	FLC AWH	1	6
<u>WEST COAST WOOLS</u>	F	FLC	60	350
	K	FLC	30	275
<u>DYSON JONES</u>	F	FLC	130	900
<u>WOOL AGENCY</u>	F	FLC	76	590
<i>Fleece to follow on from Skts/Odds with a break at approx 12.00am</i>				
<b>TOTAL ROOM 1</b>			<b>741</b>	<b>4188</b>

**WEDNESDAY SUMMARY**

<b>TOTAL LOTS</b>	<b>741</b>
<b>TOTAL BALES</b>	<b>4188</b>

**SELLING ARRANGEMENTS - WESTERN WOOL CENTRE  
FREMANTLE SALE F25/15**

**THURSDAY DECEMBER 17, 2015**

**COMMENCE SELLING - 10.30AM**

*Electronic Catalogue Transmission - Friday by 3pm AWST, Printed Catalogue/Showfloor available Monday by 7am AWST*

**ROOM 1 (10.30AM) START**

			Lots	Bales
<u>ODDS/SKTS</u>				
<u>PRIMARIES</u>	F	ODDS	154	624
	F	SKTS	62	331
<u>DALGETY WOOL</u>	F	SKTS	18	117
	F	ODDS	25	146
<u>LANDMARK</u>	F	ODDS	40	170
	F	SKTS	21	100
<u>FLEECE</u>				
<u>LANDMARK</u>	F	FLC	96	692
<u>DALGETY WOOL</u>	F	FLC	49	451
<u>PRIMARIES</u>	F	FLC	222	1898
<i>Fleece to follow on from Skts/Odd with a break at approx 12.00am</i>				
<b>TOTAL ROOM 1</b>			<b>687</b>	<b>4529</b>

**THURSDAY SUMMARY**

TOTAL LOTS:	687
TOTAL BALES:	4529

**WEEKLY SUMMARY - WED/THU**

TOTAL LOTS:	1428
TOTAL BALES:	8717