
NATIONAL AUCTION SELLING COMMITTEE

SUMMARY OF OUTCOMES: MEETING NASC61-2019

FRIDAY 15 MARCH, 8:30AM AEDT

MELBOURNE

FACE TO FACE

N61/19/1.0 PRESENT

Les Targ	Chairman
Peter Brice	North Buyer
Darren Calder	West Buyer
Michael de Kleuver	South Seller
Simon Hogan	Large Seller
Josh Lamb	4 th Buyer
Gordon Litchfield	North Seller
Scott Shenton	West Seller
Len Tenace	South Buyer
David Cother	Secretary
Andrew Rickwood	Secretary (Alternate)

N61/19/2.0 WELCOME/APOLOGIES/ALTERNATES

Welcome: Matthew Hand was welcomed as the representative of ACWEP.
Apologies: Nil

N61/19/3.0 MINUTES PREVIOUS MEETINGS

NASC60 Accepted. No amendments.

N61/19/4.0 ACTION ITEMS (Last Meeting and Yet to Complete)

Item ID	Description/Action/Comment	Status
N60/5.0	Letter to FAWO advising outcome/decision re CNY Recess request.	Completed
N60/9.0	Update to IT providers on MFC, CF, abbreviated QS and Pack Material fields in show floor catalogue.	Completed
N50/12.0	Reconditioned wool guidelines. Look at developing joint doc. with AWTA	In progress
N50/14.0	Room Sheriff – role and responsibilities	In progress
N42/10.5	New entrant protocol	Yet to commence

N61/19/5.0 TUESDAY/WEDNESDAY SELLING

The Chairman briefed the Committee on the current status of this topic. Since the last meeting some additional supporting material had been provided illustrating time benefits associated with earlier selling.

The Chairman advised that a business case needs to be put forward by buyers detailing the business benefits that would accrue to them by moving sale days to Tuesday/Wednesday so that sellers can be better informed when considering the issue. The business case need not be a lengthy document.

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N61/19/6.0 WOOL SELLING PROGRAMS (WSP)

6.1 2019/20 ANNUAL WOOL SELLING PROGRAM

Submissions were received from NCWSBA and AWH.

6.1.1 AUSTRALIAN SUPERFINE (AS) SALES

It was **AGREED**:

The six (6) designated AS Sales in Northern Region are to be retained on a schedule similar to 2018-19.

6.1.2 TASMANIAN FEATURE OFFERING

It was **AGREED**:

M33 would be retained designated as a Tasmanian feature Sale.

6.1.3 WEEK 25

The Tentative 2019/20 WSP released in 2018 proposed the introduction of Week 25 as a selling week for 2019/20.

NASC considered submissions on the implications of holding Sales in Week 25. It was noted that whilst there are benefit(s) by holding Sales in this week (e.g. growers selling wool pre-Recess rather than post-Recess), there are post sale implications involving payment and delivery. It was recommended that each broker review payment and storage terms for wool sold in Week 25, considering office and delivery/destination store closures.

Sales in week 25 are to be Tuesday and Wednesday only, conforming to its business rule of allowing four (4) clear business days between the last selling day and Christmas Day. If a Sale is over-subscribed, the Maximum Lot Allocation formula will be applied.

It was **AGREED**:

Week 25 will be gazetted as a Sale week in 2019/20 with sale days on Tuesday and Wednesday only.

ACTION(S) **Brokers to be reminded to consider reviewing payment and storage terms for wool sold in Week 25.**

6.1.4 CHRISTMAS RECESS

It was **AGREED**:

A three (3) week Recess would be programmed for Weeks 26, 27 and 28.

6.1.5 NORTHERN REGION SALE SERIES

Was accepted as no change required.

6.1.6 SOUTHERN REGION SALE SERIES

Was accepted as no change required.

6.1.7 WESTERN REGION SALE SERIES

It was **AGREED**:

F01 was to be retained on the 2019/20 WSP.

6.1.8 EASTER RECESS

It was **AGREED**:

A one (1) week Recess for Easter would be programmed for Week 42.

6.1.9 JULY OFFERING

It was **AGREED**:

A three (3) week Recess would be programmed for Weeks 3, 4 and 5.

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6.1.10 NEW ZEALAND OFFERING

The committee was provided with the intended selling schedule of NZ Merino. NASC recommended NZ Merino be asked to consider offering on odd numbered weeks where possible to reduce the impact of non-weekly sellers offering in the same weeks (resulting in high/low offering volumes).

It was AGREED:

To the extent possible, NASC recommended NZ Merino be programmed;

- a) To avoid AS and Tasmanian Sales,
- b) To avoid non weekly sellers (on even numbered weeks), and
- c) To avoid weeks where lot restrictions may be invoked (due to the adverse impact on a NZM catalogue due to a non-weekly selling profile).

From a Selling Arrangement perspective, NASC confirmed its position that NZM would be rostered with AWN where possible the catalogue would be rostered on sell elsewhere (including on its own day) should this be necessary to meet other selling arrangement priorities.

ACTION(S) Secretary to contact NZ Merino to advise recommendation from NASC on selling pattern.

6.1.11 WOOL WEEK

Wool Week was noted from AWIS correspondence as being held in Week 8.

6.1.12 PUBLIC HOLIDAYS

- The Public Holiday for AFL Grand Final was confirmed as falling in Week 13.
- A Public Holiday for ANZAC Day is observed on Monday 26 April in WA.

It was AGREED:

The 2019/20 Wool Selling Program is to be issued.

ACTION(S) The 2019/2020 Wool Selling Program to be released.

6.2 2020/21 TENTATIVE WOOL SELLING PROGRAM

It was noted that:

- 2020/21 is a 53-week selling program.
- Week 01 is Wed/Thu only and Week 53 is Tue/Wed only to avoid Sales straddling financial years.
- As Christmas Day falls on Friday of Week 26, Week 25 is the last selling week prior to the December Recess.

ACTION(S) The 2020/21 Tentative Wool Selling Program to be released.

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N61/19/7.0 CHINESE NEW YEAR – RECESS REQUEST

The committee considered the letters from the Nanjing Wool Market and FAWO regarding its decision on the Chinese New Year recess request. It noted FAWO's request to give ongoing consideration to the matter.

The committee confirmed its view that there was insufficient support for a national Recess and to the compromise NASC option.

The committee felt it would be counter-productive to continue to issue other options at this time until there is greater clarity on what is likely to be accepted. The committee agreed to keep the matter opening pending more discussions and another proposal worked up.

It was AGREED:

The Agenda Item remain open pending ongoing discussion.

ACTION(S) Secretary to draft and send a letter to FAWO explaining the committee's position.

N61/19/8.0 SELLING DAYS

8.1 SALE DAYS PRIOR TO A RECESS TO BE TUESDAY WEDNESDAY ONLY

The committee considered a request to schedule sales on Tuesday/Wednesday for all auctions that fall in weeks immediately prior to a Recess week. The reason behind the request is to reduce pressure on exporters to batch and ship wool before the Recess.

Clarification was sought on whether this request also meant "no Sale" weeks (e.g. F08).

It was AGREED:

Committee members would canvass their constituents regarding this proposal and re-consider it at NASC62.

8.2 GRAND FINAL PUBLIC HOLIDAY WEEK (SELLING DAYS)

The committee was asked to consider whether there is merit in rostering Southern Region sale days on Wednesday and Thursday on the week of Grand Final Eve Public Holiday (which falls on a Friday). Currently they are rostered on Tuesday and Wednesday.

The reason behind the request is to have three centres offering concurrently.

It was AGREED:

Melbourne Sales held during the Grand Final Eve week would be rostered as Wednesday and Thursday. The following week's Melbourne Sale would be restricted to two days. This change would be reviewed after 2019/20 to determine industry support for retention.

N61/19/9.0 TUESDAY SELLING IN ISOLATION - CONCURRENT SELLING

The committee considered a submission proposing that Western and Northern Regions could rotate selling on a Tuesday, as occurred in Weeks 6 and 28 where Melbourne is selling in isolation.

The Northern and Western Region representatives advised that there was little support from their constituent to move days. The committee felt that a better solution would be the rotation of Southern brokers, as this would mean all local brokers would share the perceived burden of selling in isolation.

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NASC also considered a 'what-if' model if Melbourne Sales were rostered as two-day Sales only (see Appendix) to prioritise concurrent centre selling. This model illustrates the potential largest day (lots) and increased daily financing. Under current catalogue structures the Room 2 totals were thought to be too large.

It was AGREED:

Southern Region seller Representatives will discuss seller rotations with their constituents for further discussion at NASC62.

N61/19/10.0 SALE ROOM LOT LIMITS

The committee was asked to consider increasing daily Room 2 lots limits from 1300 to 1400 lots. This proposal was in context of ensuring Room 1 was not too small (during the December-February period).

Modelling shows that only a small number of (Melbourne) sale days would fall into the 1301-1400 lot category. Most sale days exceeding 1300 lots have been larger than 1400 lots. Whilst the committee appreciated that "common sense" in exceeding limits was occasionally requested, or seen as a solution, the risk of opaque boundaries and bracket creep increases. Whatever limit was implemented there would always be a case of 'just over'.

Buyer representatives agreed that 1300 lots from a buying perspective was a large day and room fatigue was a factor. It was noted that a reminder to sheriffs should be issued to include short 3-5 minute breaks every 1.5-2 hours for Work Health Safety.

The broader topic of the season room imbalance and associated flow on effects (e.g. three-day Sales – see previous item) were discussed at length.

The committee discussed whether the large sale days in one room, and number of three-day sales) could be addressed via structural means (i.e. by changing the catalogue/sale room composition) whereby either Crossbred Fleece or Merino skirtings are moved from Room 2 to Room 1. The committee asked for modelling to assess if this was realistic solution (lot wise).

It was AGREED:

1. That the daily Room 2 lot limit would remain at 1300 lots.
2. Sheriffs are to be reminded to ask for short breaks after 1.5-2 hours of selling.
3. The committee would review modelling to determine if a structural solution may be possible.

ACTION(S) The Secretary to provide the committee with models of room profiles if Crossbred Fleece or Merino skirtings were moved from Room 2 to Room 1.

N61/19/11.0 SALE ROOM COMMENCEMENT TIME

The committee was asked to consider a proposal to allow a sale room to commence one (1) hour earlier where the room differential on a day is 300 lots or more. The current business rule allows for a room to commence one (1) hour earlier when the room differential is 500 lots or more.

The objective of this proposal is to improve the alignment of finishing times of sale rooms on days where larger room imbalances occurs.

Committee noted that the first sellers in Room 2 are the sellers impacted.

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The tables below illustrate the incidence of larger room differentials.

NORTH

SEASON	No of Sale Days (where Room 'n' is larger by)							
	300-399 lots		400-499 lots		500+ lots		Total (300+)	
	RM 1	RM 2	RM 1	RM 2	RM 1	RM 2	RM 1	RM 2
15	0	3	0	1	0	0	0	4
16	0	8	0	5	0	1	0	14
17	0	7	0	2	0	0	0	9
18ytd	0	4	0	0	0	0	0	4

SOUTH

SEASON	No of Sale Days (where Room 'n' is larger by)							
	300-399 lots		400-499 lots		500+ lots		Total (300+)	
	RM 1	RM 2	RM 1	RM 2	RM 1	RM 2	RM 1	RM 2
15	2	10	0	3	0	4	2	17
16	0	13	0	4	0	0	0	17
17	1	12	1	12	0	4	2	28
18ytd	2	16	0	6	0	5	2	27

It was AGREED:

That where a differential between rooms of 300 or more lots, the larger room will commence one hour earlier.

N61/19/12.0 CATALOGUE CHANGES

12.1 PACK CONDITION

NASC was asked to approve the implementation of a new field in the show floor catalogue called "Pack Condition". Pack Condition identifies whether a pack is new or repaired etc. Pack Condition is currently reported via a Catalogue Symbol. The reason behind the request is to bring the show floor catalogue in line with the EDI catalogue. A similar request was considered by NASC (NASC60) in relation to Pack Material.

To avoid excessive codes in the show floor catalogue the Pack Condition code is only printed when the Pack is not New (i.e. repaired).

Changes to the catalogues are to be implemented from the Recess in July 2019.

It was AGREED:

To introduce the Pack Condition field to show floor catalogue.

ACTION(S) The location of the field to be released to IT suppliers.

12.2 EDI CATALOGUE UPDATE (ACU)

The committee received a briefing on a new EDI transmission document known as the Auction Catalogue Update (ACU). This would be implemented in the July release of the WIEDPUG Handbook. The intention of this document is for the broker to provide updates to previously transmitted catalogue lots (e.g. certificate changes) The committee was asked to give thought to the business rules around this document: for example: setting an appropriate deadline for a broker to transmit this document prior to the sale.

ACTION(S) Add to NASC62 Agenda.

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N61/19/13.0 BUSINESS RECOVERY PROTOCOL

The committee noted an update from AWH regarding potential alternate venues should a sale room facility be unavailable (e.g. fire).

N61/19/14.0 AUCTIONS

14.1 SYDNEY ROYAL EASTER SHOW (2019)

The Secretary advised the committee that due to restructuring of the sheep program there will be no hard (externally imposed) deadlines at this year's SRES auction. The daily lot limit will be restricted to 1250. The Maximum Lot Allocation formula will be applied if required.

The committee also discussed a broker request to show a specialty (1PP) bale. NASC supported the principle of displaying wool of this type to the public, however believed this responsibility should solely be managed by the wool selling broker in consultation with RAS-NWS Sheep and Wool Committee.

It was AGREED:

1. That a notice be issued reminding participating brokers reminding them that S42/18 will be capped for lots if required.
2. That any display of a specialty bale is the responsibility of the wool selling broker. This includes movement, security, insurance and storage. Arrangements are to be made with the RAS-NSW Sheep and Wool committee.

14.2 NCWSBA CENTENARY AUCTION

The committee considered notification from NCWSBA on its plans to hold a Centenary Auction event on the evening of Thursday 20 February 2020 (Week 34). The auction is expected to run for approximately 60 minutes. NCWSBA invited NASC to provide feedback on matters it thought needed to be considered.

The request also asked NASC to consider an early finish to the M34/19 Sale (Thursday) to enable local buyers and brokers to attend.

It was AGREED:

1. That a unique Sale-ID is recommended (e.g. CA34).
2. That the auction should be noted on the 2019/20 Wool Selling Program.
3. On behalf of NASC the Chairman wished NCWSBA a successful event.

N61/19/15.0 OTHER BUSINESS

15.1 SHOWFLOOR SECURITY

A NASC representative believed it was necessary to clarify and strengthen show floor security after a recent case of suspected sample tampering.

It was AGREED:

1. That where there is a suspected incident of sample tampering, NASC should be advised as soon as possible, with as many relevant details as possible.
2. NASC write to show floor providers and broker about the most recent incident seeking review of their show floor security procedures.

ACTIONS (S) A notice to market be issued to raise awareness of the importance of sample security.

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15.2 LOT INVOICE TRANSMISSION DEADLINES

The committee was asked to consider the current deadline for Lot Invoice transmission. The current deadline is 8AM AEST on the day following the sale.

The committee believed that, (barring events outside the control of the sender) a deadline of 6pm local time the night of Sale was achievable. As this matter was raised under Other Business, the recommendation (of 6pm local time) from NASC would be circulated as a formal Agenda Item for NASC62 to allow for publication/consultation.

ACTION(S) Add this item to the Agenda for NASC62.

15.3 ONLINE PAPERS

The committee was asked if they would prefer papers to be distributed via an online meeting tool. Each committee member is issued with a username and login and would be able to see current and previous papers/minutes/notes etc. The committee asked whether printing capabilities were available.

ACTION(S) The Secretary to investigate setting up this new system.

15.4 AWH SHOW FLOOR – FOOTWEAR

NASC received a letter from AWH expressing concerns regarding the standard of footwear on show floors. Covered or closed footwear must be worn on show-floors (e.g. no thongs or sandals).

It was AGREED:

A notice to all NASC members relaying AWH's concerns and reminding all visitors (buyer/brokers/growers etc.) of their obligation to comply with Work Healthy Safety standards defined by the show floor provider.

ACTION(S) Secretary to send a letter advising NASC members of AWH's position.

15.5 TERM COMPLETION – LARGE SELLER

The Secretary advised the committee that the three-year term of the representative for Large Sellers (Simon Hogan) will be completed after NASC61.

The Chairman thanked Simon Hogan for his thoughtful and considered participation on NASC.

15.6 WESTERN REGION SALE ROOM START TIME

The Western Region buyer representative advised the committee that there was some support among Western Region members to retain the auction start time at 10:30am (sales revert back to 11:00AM when Eastern States daylight savings finishes). Some further discussion also required on the start time of the fleece catalogue.

ACTION(S) Western Region representatives to canvass their constituents and revert for NASC62.

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N61/19/17.0 NEXT MEETING SCHEDULE

Meeting Code	Week	Date	Time	Type
NASC-62	46	Friday 17 May 2019	9:30 AM AEST	TELE CONF
NASC-63	09	Friday 30 Aug 2019	9:30 AM AEST	TELE CONF
NASC-64	22	Friday 29 November 2019	10:30 AM AEDT	TELE CONF
NASC-65	34	Friday 21 February 2020	9:30 AM AEDT	FACE TO FACE

Meeting Closed: 1:00PM AEDT

For more information: NASC representatives

Name	Position	Contact No	E-mail
Peter Brice	North Buyer	0457 553 849	pbrice@australianmerino.net.au
Darren Calder	West Buyer	0402 043 341	dcalder@pjmorris.com.au
Michael de Kleuver	South Seller	0428 643 745	mdekleuver@rodwells.com.au
Simon Hogan	Large Seller	0417 858 420	simon.hogan@elders.com.au
Josh Lamb	4 th Buyer	0419 841 609	josh.l@ewexports.com.au
Gordon Litchfield	Northern Seller	0428 484 855	gordon@glw.net.au
Scott Shenton	West Seller	08 9336 3000	scott@woolite.com.au
Len Tenace	South Buyer	0400 966 177	len.tenace@michell.com.au
Les Targ	Chairman	0414 365 933	

N61/19 APPENDIX

MELBOURNE THREE-DAY SALES (IF OFFERED AS 2 DAYS) - Excludes NZM

		ROOM 1 LOTS					ROOM 2 LOTS				
SN	SN-SALE	Total	Day Average	Est Smaller Day	Est Larger Day	Day Diff	Total	Day Average	Est Smaller Day	Est Larger Day	Day Diff
14/15	14-M20	1,971	986	931	1,040	108	2,296	1,148	1,085	1,211	126
	14-M22	2,003	1,002	946	1,057	110	2,352	1,176	1,111	1,241	129
	14-M23	2,443	1,222	1,154	1,289	134	2,677	1,339	1,265	1,412	147
	14-M24	2,116	1,058	1,000	1,116	116	3,215	1,608	1,519	1,696	177
	14-M28	1,845	923	872	973	101	2,768	1,384	1,308	1,460	152
	14-M29	2,030	1,015	959	1,071	112	2,870	1,435	1,356	1,514	158
	14-M34	2,261	1,131	1,068	1,193	124	2,302	1,151	1,088	1,214	127
	14-M36	1,673	837	790	883	92	2,221	1,111	1,049	1,172	122
14-M42	1,873	937	885	988	103	2,289	1,145	1,082	1,207	126	
15/16	15-M20	2,298	1,149	1,086	1,212	126	2,494	1,247	1,178	1,316	137
	15-M22	1,694	847	800	894	93	2,306	1,153	1,090	1,216	127
	15-M24	1,650	825	780	870	91	2,479	1,240	1,171	1,308	136
	15-M29	1,731	866	818	913	95	3,076	1,538	1,453	1,623	169
	15-M30	1,927	964	911	1,016	106	2,908	1,454	1,374	1,534	160
	15-M32	1,673	837	790	883	92	2,285	1,143	1,080	1,205	126
16/17	16-M20	1,998	999	944	1,054	110	2,705	1,353	1,278	1,427	149
	16-M21	1,577	789	745	832	87	2,336	1,168	1,104	1,232	128
	16-M22	1,691	846	799	892	93	2,493	1,247	1,178	1,315	137
	16-M23	2,138	1,069	1,010	1,128	118	2,668	1,334	1,261	1,407	147
	16-M24	1,925	963	910	1,015	106	3,237	1,619	1,529	1,708	178
	16-M28	1,599	800	756	843	88	2,735	1,368	1,292	1,443	150
	16-M29	1,823	912	861	962	100	2,744	1,372	1,297	1,447	151
	16-M33	2,013	1,007	951	1,062	111	2,135	1,068	1,009	1,126	117
	16-M34	1,711	856	808	903	94	2,446	1,223	1,156	1,290	135
16-M36	1,768	884	835	933	97	2,448	1,224	1,157	1,291	135	
17/18	17-M06	2,189	1,095	1,034	1,155	120	2,377	1,189	1,123	1,254	131
	17-M18	2,089	1,045	987	1,102	115	2,294	1,147	1,084	1,210	126
	17-M20	2,235	1,118	1,056	1,179	123	2,536	1,268	1,198	1,338	139
	17-M22	1,817	909	859	958	100	2,616	1,308	1,236	1,380	144
	17-M23	2,057	1,029	972	1,085	113	2,988	1,494	1,412	1,576	164
	17-M24	1,978	989	935	1,043	109	3,316	1,658	1,567	1,749	182
	17-M28	1,707	854	807	900	94	3,037	1,519	1,435	1,602	167
	17-M29	2,072	1,036	979	1,093	114	3,014	1,507	1,424	1,590	166
	17-M33	1,864	932	881	983	103	2,384	1,192	1,126	1,258	131
	17-M34	1,468	734	694	774	81	2,526	1,263	1,194	1,332	139
	17-M36	1,985	993	938	1,047	109	2,991	1,496	1,413	1,578	165
	17-M41	2,243	1,122	1,060	1,183	123	2,783	1,392	1,315	1,468	153
18/19	18-M06	2,195	1,098	1,037	1,158	121	2,117	1,059	1,000	1,117	116
	18-M24	1,879	940	888	991	103	2,909	1,455	1,375	1,534	160
	18-M28	1,660	830	784	876	91	3,294	1,647	1,556	1,738	181
	18-M29	2,084	1,042	985	1,099	115	3,107	1,554	1,468	1,639	171
	18-M34	1,561	781	738	823	86	2,714	1,357	1,282	1,432	149
	18-M35	1,787	894	844	943	98	2,725	1,363	1,288	1,437	150
	18-M36	1,959	980	926	1,033	108	2,815	1,408	1,330	1,485	155

Cells highlighted in pink > 1300 lots (Room 2) and >1200 lots (Room 1)

MELBOURNE THREE-DAY SALES (IF OFFERED AS 2 DAYS) - Excludes NZM

Estimated largest increase in daily financing requirements

SNSALE	ROOM 1			ROOM 2		
	Act Largest (3d)	Est Largest (2d)	Increase	Act Largest (3d)	Est Largest (2d)	Increase
14-M20	\$ 6,157,032	\$ 9,175,773	\$ 3,018,741	\$ 3,809,472	\$ 5,688,483	\$ 1,879,011
14-M22	\$ 7,283,108	\$ 9,056,314	\$ 1,773,206	\$ 4,025,245	\$ 6,121,564	\$ 2,096,319
14-M23	\$ 8,602,040	\$ 10,846,059	\$ 2,244,019	\$ 4,901,680	\$ 7,139,620	\$ 2,237,940
14-M24	\$ 6,787,853	\$ 9,175,398	\$ 2,387,545	\$ 5,661,555	\$ 8,056,644	\$ 2,395,089
14-M28	\$ 5,560,964	\$ 8,006,312	\$ 2,445,348	\$ 4,924,921	\$ 7,669,216	\$ 2,744,295
14-M29	\$ 6,895,330	\$ 8,949,978	\$ 2,054,648	\$ 5,194,791	\$ 7,398,376	\$ 2,203,585
14-M34	\$ 6,247,444	\$ 7,998,958	\$ 1,751,514	\$ 4,101,780	\$ 5,912,529	\$ 1,810,749
14-M36	\$ 5,824,918	\$ 7,590,017	\$ 1,765,099	\$ 3,890,866	\$ 5,721,373	\$ 1,830,507
14-M42	\$ 7,581,790	\$ 10,466,478	\$ 2,884,688	\$ 4,580,125	\$ 6,586,143	\$ 2,006,018
15-M20	\$ 8,841,197	\$ 12,462,855	\$ 3,621,658	\$ 4,997,216	\$ 7,597,477	\$ 2,600,261
15-M22	\$ 7,106,533	\$ 8,884,209	\$ 1,777,676	\$ 4,709,137	\$ 7,027,665	\$ 2,318,528
15-M24	\$ 6,638,581	\$ 8,204,698	\$ 1,566,117	\$ 6,039,103	\$ 7,635,815	\$ 1,596,712
15-M29	\$ 8,029,428	\$ 10,345,619	\$ 2,316,191	\$ 6,442,010	\$ 9,567,727	\$ 3,125,717
15-M30	\$ 10,012,360	\$ 11,519,362	\$ 1,507,002	\$ 5,864,073	\$ 9,202,763	\$ 3,338,690
15-M32	\$ 6,657,325	\$ 8,665,598	\$ 2,008,273	\$ 4,099,106	\$ 6,090,604	\$ 1,991,498
16-M20	\$ 8,375,596	\$ 11,850,985	\$ 3,475,389	\$ 5,329,062	\$ 7,980,422	\$ 2,651,360
16-M21	\$ 7,778,543	\$ 9,992,722	\$ 2,214,179	\$ 5,412,863	\$ 7,112,056	\$ 1,699,193
16-M22	\$ 7,472,511	\$ 11,262,066	\$ 3,789,555	\$ 5,338,412	\$ 7,650,945	\$ 2,312,533
16-M23	\$ 8,582,573	\$ 10,940,206	\$ 2,357,633	\$ 6,033,063	\$ 7,692,594	\$ 1,659,531
16-M24	\$ 8,991,749	\$ 11,586,544	\$ 2,594,795	\$ 7,314,468	\$ 9,211,510	\$ 1,897,042
16-M28	\$ 9,981,957	\$ 10,752,478	\$ 770,521	\$ 6,745,049	\$ 8,190,718	\$ 1,445,669
16-M29	\$ 8,405,369	\$ 12,156,430	\$ 3,751,061	\$ 5,423,882	\$ 7,892,720	\$ 2,468,838
16-M33	\$ 8,653,271	\$ 12,439,275	\$ 3,786,004	\$ 4,620,505	\$ 6,076,199	\$ 1,455,694
16-M34	\$ 8,055,793	\$ 11,902,986	\$ 3,847,193	\$ 4,963,707	\$ 7,442,419	\$ 2,478,712
16-M36	\$ 8,372,594	\$ 12,585,877	\$ 4,213,283	\$ 4,619,335	\$ 7,080,679	\$ 2,461,344
17-M06	\$ 10,664,379	\$ 14,852,677	\$ 4,188,298	\$ 4,866,654	\$ 6,557,795	\$ 1,691,141
17-M18	\$ 11,802,988	\$ 16,048,353	\$ 4,245,365	\$ 5,515,321	\$ 8,160,057	\$ 2,644,736
17-M20	\$ 11,784,227	\$ 17,276,870	\$ 5,492,643	\$ 6,837,473	\$ 9,925,746	\$ 3,088,273
17-M22	\$ 10,422,101	\$ 13,592,561	\$ 3,170,460	\$ 6,609,285	\$ 9,140,234	\$ 2,530,949
17-M23	\$ 10,438,366	\$ 14,865,762	\$ 4,427,396	\$ 7,311,914	\$ 10,680,897	\$ 3,368,983
17-M24	\$ 11,687,478	\$ 15,586,804	\$ 3,899,326	\$ 9,416,833	\$ 11,928,866	\$ 2,512,033
17-M28	\$ 9,136,473	\$ 13,597,719	\$ 4,461,246	\$ 7,828,573	\$ 11,180,178	\$ 3,351,605
17-M29	\$ 11,407,063	\$ 16,937,247	\$ 5,530,184	\$ 6,965,981	\$ 10,289,011	\$ 3,323,030
17-M33	\$ 10,432,188	\$ 14,070,657	\$ 3,638,469	\$ 5,825,477	\$ 8,334,690	\$ 2,509,213
17-M34	\$ 8,153,322	\$ 12,501,873	\$ 4,348,551	\$ 5,276,568	\$ 8,001,764	\$ 2,725,196
17-M36	\$ 10,214,369	\$ 14,976,909	\$ 4,762,540	\$ 6,689,350	\$ 9,786,912	\$ 3,097,562
17-M41	\$ 14,499,412	\$ 17,304,384	\$ 2,804,972	\$ 6,454,239	\$ 9,064,870	\$ 2,610,631
18-M06	\$ 12,347,762	\$ 18,410,472	\$ 6,062,710	\$ 5,204,386	\$ 7,244,586	\$ 2,040,200
18-M24	\$ 11,530,422	\$ 14,401,404	\$ 2,870,982	\$ 6,878,415	\$ 9,076,721	\$ 2,198,306
18-M28	\$ 9,052,918	\$ 13,356,894	\$ 4,303,976	\$ 7,323,379	\$ 10,892,862	\$ 3,569,483
18-M29	\$ 12,499,668	\$ 16,528,999	\$ 4,029,331	\$ 7,394,729	\$ 10,457,360	\$ 3,062,631
18-M34	\$ 9,587,002	\$ 13,201,067	\$ 3,614,065	\$ 6,073,039	\$ 8,988,195	\$ 2,915,156
18-M35	\$ 9,979,707	\$ 15,308,637	\$ 5,328,930	\$ 6,970,505	\$ 9,875,340	\$ 2,904,835
18-M36	\$	\$ -	\$ -	\$ -	\$ -	\$ -

Average Daily Sold Value by Sale Room and Season - Melbourne
2 Day Sales Only

Season		Room 1		Room 2
15	\$	7,129,180.67	\$	4,260,333.32
16	\$	8,501,519.39	\$	4,511,658.10
17	\$	11,048,584.67	\$	5,906,361.22
18ytd	\$	12,083,892.40	\$	6,154,100.70