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# NATIONAL AUCTION SELLING COMMITTEE

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**SUMMARY OF OUTCOMES  
NASC MEETING NAS003-2005  
TELE-CONFERENCE HELD 13<sup>TH</sup> MAY, 9.30AM AEST  
AUSTRALIAN WOOL EXCHANGE LTD  
318 BURNS BAY RD  
LANE COVE**

**N03/05/1.0 PRESENT/ WELCOME**

Mr R Bawden  
Mr A Blanch  
Mr P Carey  
Mr D Fraser  
Mr P Morris  
Mr K Walker  
Mr R Woods  
Mr S Carmody (Alternate for Mr Evans)  
Mr S Douglas (Chair)  
Mr D Cother (Secretary)

**N03/05/2.0 APOLOGIES**

Mr G Evans

**N03/05/3.0 MINUTES PREVIOUS MEETING/ACTION ITEMS**

3.1 Minutes NAS02 Accepted.  
3.2 Secretary yet to action advice to sellers on making catalogues available earlier.

**N03/05/4.0 SOUTHERN REGION DUAL SELLING SITES**

Committee was presented with summary of NASC Buyer survey. Objective of Survey was to determine what parameters were perceived as valuable.

The Committee AGREED to the following model under a PROVISIONAL status.

<p><b><u>PROVISIONAL</u></b></p>
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1. Administrator to use standard 3 day model unless total lots are less than 3600 per week where a 2 day model may suit. Days are to be managed for quantity balance to the extent that can be done.
2. A split site sale day is permitted if volumes do not allow one site to sell out. The split day may be the Tuesday or Wednesday depending on relative site quantities. Only one split site day per sale is permitted.
3. On a three day model the following selling blocks will be rostered. This is similar to the existing practices.  
1<sup>st</sup> Selling Block: 691 Geelong Rd sellers  
2<sup>ND</sup> Selling Block: Landmark/Arcadian/New Zealand Merino  
3<sup>RD</sup> Selling Block: Elders
4. The standard Maximum Lot Allocation (MLA) formula to be applied to all sellers in an oversubscribed sale week (7200 lots max)
5. One site per week may offer up to 2600 lots on **one day only** (to minimise inter-site travel). A maximum of 1300 lots per room is permitted on a 2600 day. If the

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site has a total of 4800 lots allocated for 2 days and one day is 2600 lots then the second day must be 2200.

6. Split days are to commence at 11.00am.
7. A travel period of *40 minutes* is required on a split day.
8. Where possible Rooms are to move together.
9. Where a single site day exists, Room 2 catalogues follow standard convention. On a split site day Administrator will roster Yellow then Blue in Site 1, then Blue and Yellow Site 2.
10. On a split site day Transfers are to be lodged with 30 minutes of last lot offered in the site. Transfers on single site days are to use existing conventions.
11. New Zealand Merino are to be offered last on a Wednesday on a three day sale. On a two day sale NZM may be offered last on either Wednesday (Day 1) or Thursday.

This PROVISIONAL rule set to be reviewed every 4 weeks by local NASC members.

### **N03/05/5.0 SOUTHERN REGION UNEVEN OFFERING**

Messers Bawden and Fraser briefed the Committee on the discussions held with Southern region sellers (Action Item from NAS-002).

The key factor in creating erratic offerings in the South were identified as:

- The weeks pre and post the Launceston sale,
- The Launceston sale week, and
- Non weekly sellers, particularly when other factors (such as Launceston or recesses) occur.

It was NOTED that NZ Merino (a non weekly seller) had advised that it would seek to avoid offering on a week pre or post Launceston. This will reduce some of the pressure.

The Committee AGREED the following action items:

**ACTION** *Chairman to consult with Roberts management;  
a) in relation to the conduct/conformation of Launceston sales, and  
b) offering in Melbourne sales.*

**ACTION** *Chairman to consult with Arcadian with respect to potential to modify offering around the Launceston sale week(s) to reduce chance of*

**ACTION** *Secretary to advise ACWE of progress.*

### **N03/05/6.0 WA (EARLIER) START TIMES**

Mr Walker and Mr Morris briefed the Committee on this matter. Mr Walker believed there was potential for earlier sale room starting to be assessed for impact by conducting a trial on Room 2.

Mr Morris stated that on his surveys there appeared to limited support for earlier commencement.

Mr Walker recommended that he write to the local ACWE seeking support for a 3 month trial on Room 2 commencing at 11.00 WST. Should there be no progress at a local level he believed this should be reviewed by NASC.

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The Committee AGREED that the local representatives would continue to work through this matter. NASC involvement would be escalated subject to advice.

### **N03/05/7.0 WOOL SELLING PROGRAM (WSP)**

The Committee was asked if there were any issues arising from the publication of the 2005/06 2006/07 Wool Selling Programs. No issues were raised. Secretary noted that ANZAC day would fall immediately after the Easter recess and this would create some inconvenience for valuing. West Australia was notable as it would be returning from a two week recess (c.f. 1 week for North/South).

Committee AGREED that no change would be made to the 2005/06 WSP and that local valuing would need to be managed by local NASC.

### **N03/05/8.0 CATALOGUE AVAILABILITY-Thursday sellers**

The Committee considered a request from AWEX (Northern) Buyer members to have Thursday catalogues available by 7.00am Monday morning.

Buyer members advocated that the earlier availability of (Thursday) catalogues would be of significant benefit.

The Committee AGREED that the request was not unreasonable and offered in principle support. Seller members agreed to canvass wider on the operational implications of the proposal and report back to NASC.

### **N03/05/9.0 TECHNICAL PARAMETERS**

#### **9.1 Documentation**

The first draft of the National Technical parameters was drafted for comment. Chairman recommended some additional editorial and structural changes. These are to include:

- Item Revision Dates
- Version control
- Latest NASC changes (e.g. NZ Merino transfers)
- Add the EDI AC transmission times

#### **9.2 Sellers Maximum Lot Allocation (North)**

The Committee noted the difference in the Maximum Lot Allocation (MLA) formula between the North and the South. The North formula is based on recent Test House figures, whereas the South uses a 52 week rolling average for sellers. The Secretary advised that (from an administrative perspective) a standard practice would be preferred. The Secretary advised that the preferred option would be the South model as the "market share" allocated to each seller in a restricted sale is based on their utilization of the auction.

The Committee AGREED a standard practice would be desirable and that this should be resolved. A 52 week rolling average was viewed as the preferred model. Secretary to develop models for next meeting. Northern sellers to consult wider with their constituents.

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### **N03/05/10.0 COMMITTEE**

The Secretary advised that he had received advice from AWEX that it would be prepared to indemnify NASC members from actions lodged by AWEX Members on areas within its Terms of Reference. The Chairman requested documents supporting this advice.

### **N03/05/11.0 SAMPLE BOX SIZE**

The issue of sample box size was discussed. The Secretary advised that the sample box dimensions were not documented in any existing Standard or Business Rule. *It was possible to include some form of requirement in the AWEX Sampling and Showfloor registration system.*

The Committee AGREED to refer this matter to ISAC for input. The Committee AGREED that some Guidelines on the minimum size would be useful.

### **N02/05/12.0 OTHER BUSINESS**

#### **12.1 Sale Roster on SR Notice Board**

Mr Carey asked for the 2005/06 WSP be placed on the Notice Board.

#### **12.2 NR Selling Arrangements**

Mr Woods and Mr Carmody expressed concern about the selling arrangements for Week 6 In Northern region. The arrangements appeared to be imbalanced from one day to the next.

Mr Carmody believed the Arrangements should be handled by local personnel.

The Secretary advised that the Arrangement imbalance was caused by significant changes in Estimates by the sellers. Whilst there was a difference in the days the Roster Administrator had still complied with the Technical parameters. The committee asked the Secretary to review the local procedures to include the option for the Roster Administrator to seek voluntary movement by sellers to reduce any imbalance problem.

#### **12.3 Seller Pre Sale Estimates**

Mr Fraser asked whether AWEX could provide the Committee with a statistical summary of the pre sale estimates.

The Secretary advised that AWEX was currently working on a Pre Sale estimates feedback document that would be issued weekly to Sellers. This may assist sellers in performance estimates.

#### **12.4 Face to Face meetings**

The Chairman advised he had written to AWEX requesting additional face to face meetings. AWEX had responded that it would be prepared to fund more than 1 face to face meeting per year provided the Chairman believed that an Agenda (item) was of sufficient significance. The Chairman would seek application from the AWEX CEO.

### **N03/05/13.0 NEXT MEETING**

Friday 8<sup>TH</sup> July 2005 (Telephone Conference) 9.30am AEST

Meeting closed: 11.00am AEST