
NATIONAL AUCTION SELLING COMMITTEE

SUMMARY OF OUTCOMES: MEETING NASC40-2013

FRIDAY 22ND NOVEMBER 2013, 1.00PM AEDT

AUSTRALIAN WOOL EXCHANGE LTD

2 EDEN PARK DRIVE, MACQUARIE PARK, NSW

TELECONFERENCE

N40/13/1.0 PRESENT

Les Targ (Chairman)
Wayne Beecher
John Bradbury
Dean Collison
Michael de Kleuver
David Freeman
Lyndon Hosking
Josh Lamb
Len Tenace
David Cother (Secretary)

N40/13/2.0 WELCOME/APOLOGIES

N40/13/3.0 MINUTES PREVIOUS MEETING

Accepted.

N40/13/4.0 ACTION ITEMS/ISSUES ARISING (NASC39 and Prior)

Item ID	Description/Action	Status
N34/6.0	Auction Rules/Compliance	NASC40
N34/9.2	Definition of Delivery Area** Some preliminary discussions held since NASC 37**	2014
N36/9.0	Test result query protocol	2014
N36/10.2	Non declaration of Run with – letters to Industry Organisations.	To be done
N37/10.3	Number of times offered ruling – see Auction Rules/Compliance	NASC40
N38/6.0	Identification of BC lines containing Seller Inspected Bales	Referred to ISAC
N38/7.3	NASC Auctioneer Meeting - Workshop	2014
N39/5.0	NASC Breach of Rule/Sanctions schedule	NASC40
N39/6.0	Catalogue and Showfloor Standards	NASC40

4.1 Chairman's Review

The Chairman advised the Committee that ACWEP, IWB and NCWSBA had replied to the review. He would extend an invitation to these Organisations to have a representative attend under Observer status to the annual Wool Selling Program meeting (NASC41).

ACTION

Chairman.

NATIONAL AUCTION SELLING COMMITTEE

N40/13/5.0 DATA STANDARDS TERMS OF SALE – AUCTION CATALOGUE TRANSMISSION

NASC considered a submission detailing concerns about possible shortcomings in;

- a) the current EDI Auction catalogue standard in relation to post sale charge and delivery conditions,
- b) compliance and/or accuracy of terms of sale in the catalogue, and
- c) differences between the catalogue values and the invoice values.

NASC was provided a briefing on these concerns by Les Potts (software supplier). The auction catalogue transmission includes a number of fields that allow the buyer to incorporate post sale charge components into their bid calculations. In recent years, some Sellers Terms of Sale have increased in complexity which have not been able to be accommodated by the EDI standard.

NASC discussed a number of points on this matter:

- It was recognized that, within the buying community, there was a range of methods used by buyers to factor Terms of Sale into their bidding catalogues. Application ranged from:
 - Detailed calculations on a lot by lot basis,
 - Using an average across all lots, or
 - Not taken into account at all.
- It was preferable that the catalogue be able to reflect the Terms of Sales, and that correct values were required.
- That, subject to scale of work, it may not be necessary or cost effective to accommodate every single Term of Sale value or case, but common and price significant variations should be included.
- It was possible that not everyone on the broking side understood these fields on their software and that errors may be the result. Additionally some users may not understand the importance or relevance of the some of the fields to downstream users.

It was AGREED:

1. There was support in principle for the catalogue to reflect Terms of Sale details and that the Standard should reflect business practices, enabling buyers to accurately include these factors as part of presale bid calculations.
2. That this matter is to be referred to WIEDPUG (the EDI technical standard user group) for technical assessment.
3. WIEDPUG be asked to review the current Standard, identify shortcomings with respect to this matter and provide advice on possible options, including scale of work.
4. WIEDPUG be asked to liaise with software suppliers to ensure users of their respective software understand the Terms of Sale fields (e.g. PSC, Sale Basis, Freight rebate etc.) so they may be completed correctly.

ACTION **Secretary to refer to WIEDPUG.**

NATIONAL AUCTION SELLING COMMITTEE

N40/13/6.0 AUCTION SELLING RULES AND GUIDELINES

The Secretary presented a second draft of the NASC Auction Selling Rules and Guidelines for committee comment/review. The contents of the CSRG document are extracts from previous documents or rulings. The intent of the ASRG was to consolidate and supersede all previous versions.

A number of points on the document were discussed. These included the options available to a seller in the event that information marked on a bale under a classer's stencil is incorrect, and the display conditions requirements for heavy dags. The Chairman asked that these be noted for discussion at greater length at a subsequent meeting.

It was AGREED:

The ASRG document was to be issued as draft for industry comment and feedback, with the covering letter to note the items that NASC will be reviewing at a future stage.

ACTION Secretary to issue ASRG under draft status for industry comment.

N40/13/6.0 CHARITY/FUNDRAISER OFFERING PROTOCOL

NASC was asked to develop some technical parameters for the offering of Charity/Fundraiser lots at auction.

It was AGREED:

1. Charity/Fundraiser lots are to be identified using a (new) Catalogue Symbol.
2. The offering Broker should provide notice to offer (charity lots) at least two weeks in advance of the Roster Controllers.
3. To minimize disruption to the balance of the Sale, charity lots are to be offered first on a sale day in one sale room.
4. If the charity lots are wool types from both rooms, both rooms will be delayed to allow all buyers to attend.
5. The offering broker shall keep presentation time (where arranged) to a minimum to enable the normal sale to commence.
6. Unless agreed with another broker, the broker shall retain their normal roster rotation position (for the balance of their catalogue). It is recommended a broker offer charity lots when they are due to be rostered first in their rotation so as to continue selling their catalogue (once formalities completed).

ACTION Secretary to issue and update CSRG and Technical Parameters.
A new Catalogue Symbol to be issued.

NATIONAL AUCTION SELLING COMMITTEE

N40/13/8.0 LODGEMENT OF DELIVERY ORDERS/SHIPPING PROGRAMS OVER WEEKS 25 AND 26 (CHRISTMAS PERIOD)

NASC considered a proposal as to whether it would be possible for buyers, dumps and mills to be able to lodge their delivery orders/shipping programs for the weeks 25 and 26 period as a batch, to enable source/supply stores to plan their staffing commitments. The objective was not to change delivery patterns, but to provide advance notice.

The Committee believed, that there was some merit in this approach as many buyers would lodge their orders by prompt date (Friday 20th December).

The Committee asked for this concept to be raised with dumps and buyers to see if there was support, and whether there were any operational issues that may preclude this occurring.

ACTION **Secretary to seek further input from dumps and buyers.**

N40/13/9.0 BREACH OF RULES SCHEDULE

NASC considered a schedule detailing possible compliance actions for common breach of rules.

It was AGREED:

The Breach of Rules compliance schedule was to be issued as draft for industry comment and feedback.

ACTION **Secretary to issue schedule under draft status for industry comment.**

N40/13/10.0 OTHER BUSINESS

10.1 Expiry of Terms

The 3 year terms of Messrs Beecher, Bradbury, Collison, de Kleuver and Lamb were due to expire over the December/January period. A call for nominations for these positions will be circulated within 2 weeks of this meeting.

The Chairman thanked these representatives for their significant and valued contribution.

ACTION **Secretary to initiate call for nominations and election process.**

10.2 Clearing of Show floors

It was reported that a show floor had some of its lot plates removed before the official showfloor clearing period. The Secretary asked to circulate a general notice to brokers/showfloor operators reminding them show floors are not to be altered/cleared until 10AM the business day after the catalogue has been offered.

ACTION **Secretary to issue notice to brokers.**

**Items listed under Other Business are generally those tabled at the meeting, or received after the requested cut off. These items are discussed but generally have not have been formally circulated to Industry on the NASC Items of Considered document for comment. Any Items requiring a policy change or additional industry consultation will be held over to the next meeting.*

NATIONAL AUCTION SELLING COMMITTEE

N40/14/11.0 NEXT MEETING SCHEDULE

Meeting Code	Week	Date	Time	Type
NASC-41	34	Friday 21 February 2014	9.30am	FACE TO FACE
NASC-42	47	Friday 23 May 2014	1.00pm	TELECONFERENCE

Meeting Closed: 2.45pm AEDT

For more information: NASC representatives

Name	Position	Contact No	E-mail
Wayne Beecher	North Seller	02 6341 1900	beecherwool@bigpond.com
John Bradbury	West Buyer	0418 926 899	john@fremantlewool.com.au
Dean Collison	North Buyer	0419 868 783	dean.collison@michell.com.au
David Freeman	Large Seller	02 9681 5655	david.freeman@landmark.com.au
Michael de Kleuver	South Seller	03 9240 4700	mdekleuver@rodwells.com.au
Lyndon Hosking	West Seller	0427 779 460	lhosking@dysonjones.com.au
Josh Lamb	4 th Buyer	0419 841 609	joshlamb@techwool.com.au
Len Tenace	South Buyer	0400 966 177	lent@segardmasurel.com.au
Les Targ	Chairman	0414 365 933	