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# NATIONAL AUCTION SELLING COMMITTEE

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**SUMMARY OF OUTCOMES**  
**NAS008-2006**  
**HELD FRIDAY 12TH MAY 2006, 9.30AM AEST**  
**AUSTRALIAN WOOL EXCHANGE LTD**  
**318 BURNS BAY RD**  
**LANE COVE**

**N08/06/1.0 PRESENT/ WELCOME**

Andrew Blanch  
Graham Evans  
Don Fraser  
Greg Horne (Alternate for Mr. Peter Morris)  
Jim McDonald  
Chris McDonnell  
Ken Walker  
Rowan Woods  
Sas Douglas (Chairman)  
David Cother (Secretary)

**N08/06/2.0 WELCOME / APOLOGIES**

Mr. McDonnell was welcomed to his first NASC meeting.

Mr. Morris offered apologies and was represented by his Alternate Mr. Horne.

**N08/06/3.0 MINUTES PREVIOUS MEETING/ACTION ITEMS**

NAS007-2005 Accepted.

**ACTION LIST/ISSUES ARISING**

- Chairman advised the AWEX Website had now been updated with all NASC details, Summary of Outcomes and Technical Parameters.
- Chairman briefed the Committee on correspondence sent by him to seller non-members in relation to charging for NASC services and their responses.

The Committee AGREED the Chairman and AWEX to finalise charge rates and progress the matter with seller non-members.

**N08/06/4.0 NEWCASTLE (Minimum Quantities)**

Chairman reviewed history of this matter. NASC has written to Newcastle Wool Selling Brokers (NWSB) seeking a minimum offering quantity of 16,000 bales. Statistics were supplied (see table below).

All NASC members spoke to the paper.

It was AGREED that 16,000 bales was still the required and recommended minimum quantity for Newcastle. Brokers were encouraged to exceed this minimum by attracting additional quantity. NASC would not invoke sale move criteria at this time; rather would put challenge to Brokers to meet minimum quantity.

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Estimates were to be progressively reviewed and communicated to NWSB for each sale.

Sales falling lower than 16,000 are unlikely to gain favour in the WSP review next season.

### Newcastle Offering (Season 05)

<b>Sale</b>	<b>Bales Offered</b>	<b>Stored Newc</b>	<b>Bales Sold</b>	<b>Lots Offered</b>	<b>\$ Sold</b>
N08/05	16,945	79.9%	16,035	4671	\$14.968m
N12/05	19,034	74.7%	18,413	5252	\$19.152m
N16/05	15,712	77.4%	15,137	4946	\$16.142m
N19/05	14,409	78.5%	13,227	4612	\$13.442m
N22/05	14,068	81.1%	13,187	4775	\$13.682m
N34/05	19,825	73.9%	19,328	5818	\$21.791m

### Newcastle Estimates prior to Sale

<b>Sale</b>	<b>1st</b>	<b>2nd</b>	<b>3rd</b>	<b>4th</b>	<b>Act</b>
N08/05	19,000	17,900	16,900	16,930	16,945
N12/05	19,400	20,200	19,350	20,532	19,034
N16/05	20,300	20,800	20,500	16,117	15,712
N19/05	19,300	19,800	18,000	16,190	14,409
N22/05	16,800	16,900	17,380	15,876	14,068
N34/05	19,500	20,100	19,930	20,948	19,825

### N08/06/5.0 SOUTHERN REGION ROTATION

Secretary briefed the Committee on the Southern Region selling arrangements. Southern Region uses a fixed bloc selling sequence with three primary blocs: "691", "Landmark", and "Elders"

#### 5.1 FULL ROTATION (ALL DAYS)

A Member asked NASC to consider implementation of both full rotation and balanced days rotation. This proposal would require blocs to rotate (back to front) with each week. A further modification is to have dual service providers on each day to assist balanced days.

It was AGREED that FULL rotation did not have adequate (local) support and would not be implemented.

#### 5.2 PART ROTATION (Split Day 1)

At the request of a Member NASC was asked to consider a part rotation model. This proposal would rotate service providers on the first split (service provider) day. For example in week 1: 691 Sellers, then Landmark bloc, week 2: Landmark, then 691 Sellers.

The Committee AGREED to implement the Part Rotation model under TRIAL STATUS to be reviewed at the next NASC meeting in July. This would allow all parties a period to understand and assess the implications of this change.

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**N08/06/6.0 CATALOGUE AVAILABILITY (4 day weeks)**

NASC has been asked to consider the availability of catalogue/showfloors in sale weeks with 4 working days. The proposal was to advance catalogues 24 hours over normal deadlines (see table below).

The COMMITTEE Agreed to advance catalogue availability by 24 hours over existing deadlines where a public holiday exists in the following week.

This would be implemented under TRIAL status and reviewed at the next NASC meeting in July. The next Public Holiday (12 June,2006) in Victoria and New South Wales would be used as a pilot case.

**N08/06/7.0 TRANSFER LODGEMENT**

NASC received a Member request to extend the Transfer Lodgment period where Service Providers change during the day.

The Committee AGREED to extend the Transfer period to 60 minutes (for the first Service Provider) and retain the 30 minute close off at the end of the day. This was to be applied nationally.

**N08/06/8.0 LAUNCESTON/MELBOURNE**

The Secretary tabled a preliminary proposal/model in relation to a joint Launceston/Melbourne sale in week 32. It was noted that this was only a discussion model.

The Committee AGREED that further work should be pursued with Roberts and key stakeholders over the next 6 months.

**N08/06/9.0 JULY SELLING RECESS (WSP)**

NASC has received a letter asking for a review of selling weeks in July on the Wool Selling Program. The letter advocated reducing each regional recess to 2 weeks.

The Committee AGREED to leave the 2006/07 Wool Selling Program unchanged.

**N08/06/10.0 OTHER BUSINESS**

No other business.

**N08/06/11.0 NEXT MEETING / MEETING SCHEDULE**

7 <sup>th</sup> July 2006	Teleconference
12 <sup>th</sup> October 2006	Teleconference
2 <sup>nd</sup> March 2007	Face to Face

Closed: 11.30am AEST