
NATIONAL AUCTION SELLING COMMITTEE

SUMMARY OF OUTCOMES: MEETING NASC46-2015

FRIDAY 22ND MAY 2015, 11.00AM AEDT

AUSTRALIAN WOOL EXCHANGE LTD

2 EDEN PARK DRIVE, MACQUARIE PARK, NSW

TELECONFERENCE

N46/15/1.0 PRESENT

Les Targ	Chairman
John Bradbury	West Buyer
Jason Carmichael	Large Seller
Stuart Clayton (Alternate)	4 th Buyer
Dean Collison	North Buyer
Michael de Kleuver	South Seller
Lyndon Hosking	West Seller
Gordon Litchfield	North Seller
Len Tenace	South Buyer
David Cother	Secretary

N46/15/2.0 APOLOGIES

Josh Lamb

N46/15/3.0 MINUTES PREVIOUS MEETINGS (NASC45)

NASC45 SOO Accepted – Amend Agenda Item number.

N46/15/4.0 OPEN ACTION ITEMS/ISSUES ARISING (up to including NASC45)

Item ID	Description/Action	Status
N34/9.2	Definition of Delivery Area** Some preliminary discussions held (NASC 37)	NASC46
N40/4.0	Terms of Reference Reps to consult with constituents on possible options.	In progress.
N42/10.5	New entrant protocol	Yet to commence
N44/10.3	Proposal that any changes to catalogue data be submitted no later than 1hour prior to sale. To be circulated for industry comment and reviewed at next NASC meeting.	Yet to commence. Circulate and consider at NASC46.
N45/5.0	Sydney Royal Easter Show – Advise Selling Arrangement changes	Completed
N45/6.0	2015/16/17 Wool Selling Programs released.	Completed
N45/9.0	Update Auction Handbook with Christmas Recess business rule	Completed
N45/10.0	Conduct Survey of company principals buying /selling in Western Region re very small offerings in Room 2	In Progress NASC46

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N46/15/5.0 DELIVERY AREA DEFINITIONS/TERMINOLOGY

The Secretary tabled the terminology and/or definitions used by brokers when describing the Delivery Area(s) included as part of the Post Sale Charge (PSC). The terminology varied from very specific (e.g. road boundaries) to very general (e.g. Melbourne). Some were out of date and some were missing.

NASC concluded:

- Delivery Areas and/or destinations included in the PSC must be clearly defined in the Broker Terms of Sale and Buyer Post Sale fee schedule,
- Any Areas referring to AWEX rules should be removed (as AWEX Rules no longer include standard delivery areas),

It was AGREED:

1. All brokers be asked to review their Delivery Area definitions for next season.

ACTION(S) **Seller Representatives to communicate with constituents.**

N46/15/6.0 ROOM 2 CATALOGUES – SOUTHERN REGION

NASC considered a request to combine both the hardcopy yellow and blue catalogues together in Southern Region.

It was AGREED:

1. The Room 2 catalogues (Yellow and Blue) in Southern Region were to be combined under a single catalogue cover with the Yellow catalogue contents first.
2. The consolidated catalogue would have a Blue Cover.
3. There would be no change to existing lotting or showfloor standards. Lots are to be presented in Yellow then Blue sequence as current.
4. This convention would commence from Week 6.

ACTION(S) **Update Auction Handbook. Notice to Southern Region Buyers and Sellers.**

N46/15/7.0 SALE ROOM DISPLAY

NASC considered a request seeking support for an application to AWH to add the clean price (schlum dry basis) to the AWH sale room screens (similar to that on AWEX screens).

It was AGREED:

NASC supported the request and would write to AWH asking them to consider adding clean price to their sale room displays.

ACTION(S) **Secretary to write to AWH.**

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N46/15/8.0 WESTERN REGION SELLING ARRANGEMENTS

Arising from NASC45, a survey of company principals buying and selling in Western Region was conducted. 23 responses were received at time of meeting. Depersonalised/aggregated responses were reviewed by the Committee. The survey was to establish whether days of very small offerings in Room 2 were of concern.

It was AGREED:

Survey was to be kept open for another week to allow Principals travelling from IWTO enough time to respond. Once closed the Chairman and Western Region Buyer and Seller representatives to review results.

ACTION(S) Chairman and Western Region representatives.

N46/15/10.0 OTHER BUSINESS

10.1 SYDNEY ROYAL EASTER SHOW AUCTION

The results of the Northern Region survey on the SRES Auction was considered by the committee. Correspondence to the Royal Agricultural Society (NSW) was also included where survey results indicated a high level of market support for the event to be held again in 2016.

N46/15/12.0 NEXT MEETING SCHEDULE

Meeting Code	Week	Date	Time	Type
NASC-46	47	Friday 22 May 2015	11.00AM AEST	TELECONFERENCE
NASC-47	07	Friday 14 August 2015	11.00AM AEST	TELECONFERENCE
NASC-48	19	Friday 06 November 2015	11.00AM AEDT	TELECONFERENCE
NASC-49	36	Friday 04 March 2016	9.30AM AEDT	FACE TO FACE

Please note NASC47 and NASC48 meetings have been bought forward one week.

Meeting Closed: 12.10pm AEST

For more information: NASC representatives

Name	Position	Contact No	E-mail
John Bradbury	West Buyer	0418 926 899	john@fremantlewool.com.au
Jason Carmichael	Large Seller	0447 601 725	jason.carmichael@landmark.com.au
Dean Collison	North Buyer	0419 868 783	dean.collison@michell.com.au
Michael de Kleuver	South Seller	0428 643 745	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
Gordon Litchfield	Northern Seller	0428 484 855	gordon@glw.net.au
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