
NATIONAL AUCTION SELLING COMMITTEE

SUMMARY OF OUTCOMES: MEETING NASC59-2018

FRIDAY 29 SEPTEMBER 2018, 2.00PM AEST

(ORIGINALLY SCHEDULED FOR FRIDAY 31 AUGUST 2018)

TELE-CONFERENCE

N59/18/1.0 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)

N59/18/2.0 APOLOGIES

Nil

N59/18/3.0 MINUTES PREVIOUS MEETINGS

NASC58 Accepted. No amendments

N59/18/4.0 YET TO BE COMPLETED ACTION ITEMS (up to including NASC55)

Item ID	Description/Action/Comment	Status
N42/10.5	New entrant protocol	Yet to commence
N50/12.0	Reconditioned wool guidelines Look at developing joint doc. with AWTA	Yet to commence
N50/14.0	Room Sheriff – role and responsibilities	Yet to commence

N59/18/5.0 ACTIONS ARISING FROM PREVIOUS MINUTES

5.1 MELBOURNE SELLING IN ISOLATION

Michael De Kleuver advised that this would be discussed under Agenda Item 5.

5.2 SALE ROOM DRESS CODE

The committee was advised that a Notice had been issued on behalf of the committee. The overall opinion was that the state of dress had improved, but the true test will come during the hotter months, when casual dress was more prevalent.

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5.3 CRITICAL EVENT BUSINESS RECOVERY PROTOCOL (CEBRP)

A letter was sent to Talman on behalf of committee, reply received and included in Agenda Item 9.0

A CEBRP sub-committee was formed, draft proposal was circulated and used during recent Brooklyn fire event.

5.4 SYDNEY ROYAL EASTER SHOW (SRES) LOT LIMITS

A notice will be sent to Northern Brokers informing them of the NASC58 decision that the SRES will be a restricted lots sale.

5.5 WESTERN REGION BUYER REPRESENTATIVE

Darren Calder has been elected the position of Western Region Buyer Representative.

N59/18/6.0 NORTHERN REGION ROTATION PAUSE

At NASC58, NASC agreed to pause the rotation of Northern Region sellers in weeks where Tuesday/Wednesday selling occurred. The roster administrator sought clarification on how the rotation re-establishes itself if the following week is a Recess (e.g. Easter).

It was AGREED:

That Option 2 (in the papers) was the preferred option. This is provided in table 2 below.

Table 1: No Recess following

Week	Day 1	Day 2	Sale Days
N-1	Group A	Group B	W/TH
N (pause)	Group A	Group B	T/W
N+1	Group A	Group B	W/TH
N+2	Group B	Group A	W/TH
N+3	Group A	Group B	W/TH

Table 2: Recess following

Week	Day 1	Day 2	Sale Days
N-1	Group A	Group B	W/TH
N (pause)	Group A	Group B	T/W
N+1	RECESS		
N+2	Group A	Group B	W/TH
N+3	Group B	Group A	W/TH

N59/18/7.0 MELBOURNE SELLING IN ISOLATION

The committee was advised that after modeling showing what rotations would look like, there was not consensus amongst Southern region sellers on how this should occur.

It was AGREED:

The Southern Region Seller representatives with the Secretary would continue to explore options with southern sellers on how this can be handled equitably.

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N59/18/8.0 REQUEST FOR RECESS – CHINESE NEW YEAR (CNY)

The Committee considered the request from the Nanjing Wool Market for a seven-day Recess for Chinese New Year (commencing the day prior to CNY). The committee appreciated the transparency behind the request, namely a Recess at this time would allow Chinese entities to participate in the national Holiday period in China.

The committee reviewed external inputs, including but not limited to:

- a) Volumes offered over this period,
- b) Survey results from NCWSBA,
- c) Survey results from ACWEP, and
- d) Feedback from NASC representatives.

Points arising during discussion;

1. There was no industry support to introduce an additional Recess week to the annual program (i.e. an increase from 7 to 8 weeks). This was also not the expectation of the request.
2. The introduction of a Recess week for CNY would [therefore] require the movement of a current Recess. Survey results suggest that moving a week from the July recess to cater for a recess for CNY may have some support from brokers. Survey results from buyer members confirm limited support for a CNY Recess. Historically, as part of the annual Wool Selling Program review, there has also been strong buyer support for the retention of a three-week Recess during July.
3. If a Recess was introduced it was thought non-auction trading would continue and likely to increase (relatively speaking). This was considered a factor as;
 - a. There would be ample quantity waiting for sale, and
 - b. Australian buyers, brokers and growers would be wanting to buy/sell.

Notwithstanding the above points NASC believed it was important to explore all options before finalising its position. Alternate options such as moving selling days to later in the week and/or restricting the number of selling days in affected weeks would be modelled.

ACTION(S)

1. A series of options will be modelled.
2. The Chairman and the Secretary will put together information packs, to be used by NASC representatives when discussing this matter with constituents and industry organisations.
3. The Committee agreed to provide an interim response to the letter and would keep FAWO informed as to the process the committee has adopted.

N59/18/9.0 AUCTION CRITICAL EVENT – BUSINESS RECOVERY PROTOCOL (CEBRP)

A draft NASC Auction Critical Incident - Business Recovery Procedure document was tabled and discussed by the committee. Due to a recent fire that made the Melbourne sale rooms inaccessible, this draft document was tested in dealing with this event. This event highlighted the importance of having documented procedures in a time of critical events. Arising from the Melbourne experience the committee suggested:

- The latest a Sale could be held if event happened in a large sale week (i.e. a 3-day sale followed by another 3-day sale) would be 4pm, if not the time should be 2/2:30pm.
- The reasons as to when a sale day should be re-scheduled needs to be clear, to avoid having to convene committee meetings to discuss.

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- 10am was a good start time for a re-scheduled Friday sale however 9am may be considered if a large 3-day sale was following.
- Sale Room provider(s) be invited to the sub-committee in terms of provision of back-up physical infrastructure.

It was AGREED:

The sub-committee would convene with a representative from each region and a representative from AWH to work on a second draft of the CEBRP.

ACTION(S) CEBRP Sub-committee to convene with a representative from each region and from AWH to meet and refine current CEBRP document.

N59/18/10.0 TUESDAY – WEDNESDAY SELLING

Arising from an earlier request from NASC, the committee considered a submission from ACWEP regarding Tuesday/Wednesday selling.

ACTION(S) Chairman to contact ACWEP.

N59/18/11.0 MODIFICATION OF PRINTED CATALOGUE FORMAT

The two requests in this Item relate to the printed catalogue format only. The EDI catalogue format provides for these points.

11.1 COMFORT FACTOR (CF)/MEAN FIBRE CURVATURE (MFC)

NASC considered a proposal to publish CF and MFC values in the printed catalogue. The proposal suggested:

- a) the publication of these values would be of assistance to growers and buyers, and
- b) these values could replace the Airflow/OFDA fields (as these are rarely populated).

Whilst the committee believed there was little value in adding CF/MFC in the catalogue for grower benefit (as these details are usually communicated separately via grower specific documents) it did believe there was scope to improve the content of the printed catalogue by replacing rarely populated fields with something more relevant.

It was AGREED:

CF/MFC could replace the current OFDA/Airflow measurements in the printed catalogue. If no industry objections are received, then publish an update to the catalogue template effective from July 2019.

ACTION(S) Circulate proposal to industry to determine if any objections.

11.1 PRINTING OF QUALITY/REGISTRATION SCHEMES

Currently, two Quality/Registration schemes can be displayed in the printed catalogue. NASC considered a request to provide for the publication of three Quality/Registration schemes.

It was AGREED:

That the printed catalogue should be modified to accommodate more scheme names. As there is limited space in the catalogue, it was proposed the scheme names be further abbreviated. Implementation would be subject to discussions with scheme providers and IT providers.

ACTION(S) Circulate proposal and work with scheme providers on possible abbreviations.

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N59/18/12.0 OTHER BUSINESS

12.1 i-CAL FILE

The committee considered a proposal to develop an i-cal (electronic calendar) file containing Wool Selling Program, Sale Roster and Selling Arrangement details. The subscription to an i-cal file allows the subscriber to view this information in their mobile or fixed device calendars. This proposal received support in principle from the committee.

12.2 REQUEST FROM NZ MERINO

This Item was considered by Southern Region representatives approximately one week prior to the rescheduled meeting due to pending rostering requirement.

NZ Merino submitted a request asking to be rostered on the same day as Australian Wool Network due to a working relationship.

It was AGREED:

- a) NZ Merino would be rostered last on a sale day and usually in Room 1.
- b) If Australian allocations exceeded room/day limits then NZM may/would be rostered on another day. The day/room limits may be exceeded slightly (within reason) when including NZM to avoid another sale day.

ACTION(S) **Add to Wool Selling Handbook**

12.2 SOUTHERN REGION SALE DAY REQUESTS

The committee was advised that four (day allocation) requests from Southern region brokers were received for one sale week. In this situation it is nearly impossible to meet the first order selling arrangement priorities. Reasons for requests typically are attendance at non-wool related activities, staffing shortfalls or preference.

It was AGREED:

Brokers are to ensure they have adequate resources to attend sales when rostered. The first order selling arrangement priorities in the South are:

- meeting day & room balances,
- ensuring fair and equitable rotations (top to bottom of order), and
- ensuring brokers who adequately resource their sales are not disadvantaged by those not meeting their resource requirements.

Broker requests due to exceptional circumstances, compassionate grounds or emergencies will be considered. Other requests may be lodged however it should be on the expectation they may not be met.

12.3 EXPIRY OF TERM – SOUTHERN REGION BUYER REPRESENTATIVE

The Chairman advised the committee that the three-year term of the Southern Region Buyer Representative was to expire before the next meeting. He thanked Mr. Tenace for his significant contribution to the committee both in this term and in previous terms.

ACTION(S) **At conclusion of Term, issue a Call for Nominations and conduct election procedure.**

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N59/18/13.0 NEXT MEETING SCHEDULE

Meeting Code	Week	Date	Time	Type
NASC-60	21	Friday 23 Nov 2018	10 AM AEDT	TELE CONF
NASC-61	35	Friday 1 Mar 2019	9 AM AEST	FACE TO FACE
NASC-62	46	Friday 17 May 2018	9 AM AEST	TELE CONF
NASC-63	09	Friday 30 Aug 2019	9AM AEST	TELE CONF

Meeting Closed: **3.55PM AEST**

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	