
NATIONAL AUCTION SELLING COMMITTEE

SUMMARY OF OUTCOMES

MEETING-ID: NASC65-20

FRIDAY 21 FEBRUARY 2020: 8:45AM AEDT

70 ROBERTSON ST

KENSINGTON, VIC

N65/20/1.0 PRESENT

Les Targ	Chairman
Peter Brice	Northern Region Buyer
John Bradbury	Western Region Buyer (Alternate)
Jenny Jenkin	Southern Region Seller
Stephen Keys	Large Seller
Andrew Mills	Northern Region Seller
Scott Shenton	Western Region Seller
Len Tenace	Southern Region Buyer
Brian Vagg	4 th Buyer
David Cother	Secretary
Andrew Rickwood	Secretary (Alternate)

N65/20/2.0 APOLOGIES

Darren Calder (West Buyer)

N65/20/3.0 WELCOME/OPENING REMARKS

The Chairman welcomed new committee members Brian Vagg and Andrew Mills to their first meeting and Jenny Jenkin to her first face to face meeting.

The Chairman thanked outgoing members Josh Lamb and Gordon Litchfield for their contributions particularly acknowledging their constructive, thoughtful and well considered views.

The Chairman welcomed John Bradbury as the alternate Western Buyer Representative.

Observers

The Chairman welcomed Josh Lamb as Observer nominee of the Australian Council of Wool Exporters and Processors (ACWEP).

Stephen Keys (South Buyer Representative) was nominated by National Council of Wool Selling Brokers (NCWSBA) as their Observer.

No observer was nominated by Inland Wool Brokers (IWB).

N65/20/4.0 MINUTES PREVIOUS MEETINGS

NASC64 Accepted with no amendments

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N65/20/5.0 ACTION ITEMS (Last meeting and yet to complete)

Item ID	Description/Action/Comment	Status
N64/6.0	Update the Tentative 2020/21 Australian Wool Selling Program with the Western Region break in sale moved from Week 8 to Week 9	Completed
N64/7.0	AWEX to develop alternate methods of advising brokers of selling arrangements prior to release of detailed WSA once final lot of the day is sold	Completed
N64/8.0	Secretary to issue notice advising changes to Room Break Protocols	Yet to be done
N64/9.0	Add Rules vs Guidelines to N65 agenda	Completed
N64/11.0	Southern Region Representative to seek/provide more documentation on Melbourne Room 2 lotting convention	Open item
N64/12.0	Northern Seller Representative to ask his constituents to transmit/provide catalogues early where possible.	Secretary to contact former Northern Seller Representative
N64/14.1	Secretary to advise NCWSBA and the trade of the committee's decision regarding an earlier start time to M34 to accommodate the running of the NCWSBA Centenary Auction	Completed
N64/14.2	Secretary to commence nomination/election procedures for positions of North Buyer, North Seller and 4 th Buyer	Completed
N63/10.3	Northern Region representatives and Secretary to work towards setting up an Auctioneers school	In progress
N62/8.0	Melbourne Sale Room Imbalance – Southern Region based Representatives to consult locally	On Hold
N62/13.5	Standardised Showfloor Security Signs	Transferred to AWEX for implementation (NAS65)
N50/12.0	Reconditioned wool guidelines Look at developing joint doc. with AWTA	Yet to commence
N50/14.0	Room Sheriff – role and responsibilities	In progress
N42/10.5	New entrant protocol	Yet to commence

N65/20/6.0 WOOL SELLING PROGRAMS

6.1 2020/21 ANNUAL WOOL SELLING PROGRAM

6.1.1 AUSTRALIAN SUPERFINE (AS) SALES

The profile of Superfine fleece wool offerings by week in Northern Region was considered by the Committee.

It was AGREED:

The six (6) designated AS Sales in Northern Region are to be retained on a schedule similar to 2019/20.

6.1.2 TASMANIAN FEATURE OFFERING

It was AGREED:

M33 would be retained as a Sale with a featured Tasmanian origin offering.

6.1.3 WEEK 25

It was AGREED:

A Sale will be held in Week 25 consistent with previous 53-week seasons.

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6.1.4 CHRISTMAS RECESS

It was AGREED:

A three (3) week Recess would be programmed for Weeks 26, 27 and 28.

6.1.5 NORTHERN REGION SALE SERIES

Was accepted without change.

6.1.6 SOUTHERN REGION SALE SERIES

Was accepted without change.

6.1.7 WESTERN REGION SALE SERIES

Was accepted without change.

6.1.8 EASTER RECESS

It was AGREED:

A one (1) week Recess for Easter would be programmed for Week 41.

6.1.9 JULY RECESS

It was AGREED:

A three (3) week Recess would be programmed for Weeks 3, 4 and 5.

6.1.10 NEW ZEALAND OFFERING

The committee had yet to receive correspondence from NZ Merino advising intended offering weeks.

6.1.11 WOOL WEEK

Wool Week was noted as being held in Week 9. The one week break usually in F08 was moved to F09 (NAS64).

6.1.12 PUBLIC HOLIDAYS (AFL Grand Final)

It was noted that the Public Holiday for AFL Grand Final falls in Week 13.

It was AGREED:

The 2020/21 Wool Selling Program could be issued as Final.

ACTION(S) The 2020/2021 Wool Selling Program to be released.

6.2 2021/22 TENTATIVE WOOL SELLING PROGRAM

Western Region Buyer Representative proposed that F08 be added to the 2021/22 Tentative Wool Selling Program and that the Western Region Representatives would then canvass their constituents to determine whether an F08 sale would be supported.

It was AGREED:

The 2021/22 Tentative Wool Selling Program could be issued, with the addition of a Fremantle sale in Week 8.

ACTION(S) The 2021/2022 Tentative Wool Selling Program to be released.

N65/20/7.0 CHINESE NEW YEAR (CNY) RECESS REQUEST

The committee was asked to again consider a request from the Nanjing Wool Market via Wool Industries Australia (WIA) for a wool sale recess over the Chinese New Year period. NASC has considered this request on a number of occasions. There has been insufficient Australian industry support for a Recess.

NASC has previously offered a compromise option where selling is continued during the week, but the selling days are offset to maximise con selling days during the CNY period. This compromise did not have enough local cross-sector support.

It has also invited industry to suggest another approach it may consider.

The committee was of the view that both options (still) did not have the support of Australian exporters.

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It was AGREED:

The Southern Region Buyer representative would canvass the largest exporter principals, seeking written response on their views on their current position on these options. NASC will finalise its view on receipt of this feedback and advise WIA accordingly.

ACTION(S) Southern Region Buyer Rep to canvass largest exporters.

N65/20/8.0 SOUTHERN REGION LOTTING CONVENTION

At NASC63 the committee agreed to modify the Room 2 Lotting Convention in the Southern Region. The change reduced the number of catalogue groups from 3 (MSKT, XBFS, and ODDS) to 2 (MSKT, XBFS) whereby the Merino and Crossbred Oddments are lotted within the MSKT and XBFS groups respectively.

The principle reasons for agreeing to this change were;

- a) Reduction in showfloor and cataloguing costs,
- b) Reduction in catalogue and showfloor size,
- c) Ability to get earlier quotes in sale room on oddments, particularly on larger catalogues,
- d) No loss of function or increase in costs for wools buyers, and
- e) Ability for sellers and buyers to view (Room 2) lots in clip order.

NASC agreed an implementation timeframe up to July 2020.

At NASC-64 the Southern Region Buyer Representative raised concerns from the buyer side. The Representative was asked to canvass his constituents seeking written clarification on their views on this matter.

Buyer views on the lotting convention were mixed.

In reviewing the original decision the committee acknowledged that the Southern Region Buyer Representative's submission suggested a trial period, however the same submission noted that, excepting one written submission against the proposal, the Representative had received no other feedback indicating opposition. It was on this basis that other Representatives approved the implementation.

As time, effort and cost had been incurred, brokers who have changed to the new system were against reverting to the original lotting convention as the brokers involved have seen benefits.

The committee were supportive of a compromise.

It was AGREED:

That brokers who have already adopted the new lotting convention, could continue to do so if they wished. It was further agreed that brokers who wished to change back to the original lotting convention could, and those that had not yet adopted the new lotting convention were no longer compelled to do so.

ACTION(S) Secretary to issue notice to trade advising the committee's decision of Southern Region Room 2 lotting conventions.

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N65/20/9.0 CENTRES OPENING IN ISOLATION AFTER A MAJOR RECESS

NASC has a policy where the opening selling day after a major Recess will have at least two centres rostered (to avoid a centre selling in isolation). Where Melbourne opens with a three-day sale, the other centre will offer on Tuesday and Wednesday.

The committee was asked to review this policy due to Sydney missing two trading days as a result of Melbourne offering consecutive three-day Sales.

It was AGREED:

That no change would be made to the current policy.

N65/20/10.0 REGIONAL SALE PROPOSAL – DROUGHT SUPPORT

At the November meeting, AWEX signalled to the committee it was interested in hosting/sponsoring a gazetted Sydney Sale in a drought affected region. The reasons for making this offer are:

- In the short term it allows, brokers and service providers a vehicle to recognise/give back/ support wool growers in the designated region during difficult times.
- In the medium to long term, regional NSW wool grower/pipeline engagement functions like this are strategically important to encourage NSW farmers to return to sheep and in particular wool growing.
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AWEX is proposing a similar selling arrangement to that used at the Sydney Royal Easter Show. Showfloor/valuing functions would remain at Yennora.

The proposed location is Dubbo. The date will be finalised subject to venue availability.

Brokers would be welcome to invite both offering and non-offering clients to a post auction function at the end of day one. The function would be relatively informal.

Brokers and buyers are to fund their own attendance costs. AWEX will host the auction functions.

This proposal received strong support from the committee. Southern Region committee members asked AWEX and the committee to consider a similar proposal in the Southern Region.

It was AGREED:

NASC supported the initiative proposed by AWEX. Selling Arrangements would be considered once a final date was proposed by AWEX.

N65/20/11.0 SELLING ARRANGEMENTS – MARKET SENSITIVE INFORMATION: IMPLEMENTATION UPDATE

At NASC-64 the committee agreed to a Western Region proposal that the release timing of Selling Arrangements could impact on sales that are currently underway.

NASC asked that AWEX consider releasing Selling Arrangements after the last lot is offered nationally for the week. AWEX has implemented this request.

The implementation has been relatively smooth. Most recipients have been accepting of the change and very little feedback has been received. All feedback received was tabled for committee review.

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N65/20/12.0 300 LOT ROOM DIFFERENTIAL – EARLY ROOM START NORTHERN REGION

At its meeting in February 2019, NASC considered concerns from the Northern Region brokers about potential (regional travel safety) implications arising from its national business rule to start a sale room one hour earlier where the lot differential between rooms was 300 lots or more. It was agreed to review this matter at this meeting.

As there has not been a case in the Northern Region where the early start has been required, it was recommended that this review is carried forward for 12 months.

It was AGREED:

As the early room start has not been required no discussion necessary and that this item be added to next year's face to face meeting (NASC69) for discussion.

ACTION(S) Add 300 Lot Room Differential – Early Room Start Northern Region to NASC69 agenda.

N65/20/13.0 SHOWFLOOR SIGNAGE

13.1 INADEQUATE SIGNS ON SHOWFLOOR

The Northern Buyer representative tabled a submission regarding inadequate signage on the Yennora showfloor. His concern was that where sections signs are missing, or hard to see, there is no cue for users of electronic devices that there is a catalogue to value. This issue has been raised a number of times.

The that under the showfloor criteria guidelines that showfloor signage for each section is required.

It was AGREED:

That the Secretary will issue a note to all brokers, reminding showfloor that signs are needed on all catalogue sections. The Committee asked that signs be a minimum of A4 size.

ACTION(S) Secretary to draft and send a notice to all brokers about correct showfloor signage.

13.2 SECURITY SIGNS.

AWEX showfloor staff have completed a photo audit of security signs on showfloors. After a brief discussion of this matter:

It was AGREED:

That NASC will hand over this matter to AWEX and that AWEX will write to each broker where it feels signage is inadequate, missing or obscured. AWEX will also emphasise the fact that all visitors to showfloors must be escorted.

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N65/20/14.0 RULES VERSUS GUIDELINES

It was proposed that NASC 'Business Rules' be restricted to legislation which is deemed essential/critical for the effective management and operation of auctions (and non-compliance significantly and adversely impacts on other participants). Other clauses in the Auction Handbook would be deemed "Guidelines"

After a lengthy discussion:

It was **AGREED**:

That the committee agrees with the above definition and that future entries into the Wool Selling Handbook will reflect the above definitions.

N65/20/15.0 OTHER BUSINESS

15.1 WESTERN REGION START TIME

The Western Region Representatives tabled a proposal that if on any selling day (when Selling Arrangements are finalised) the total number of lots exceeds 1100 lots the sale would start 30 mins earlier than the normal commencement time. The proposal was also that the fleece would start 30 mins after the final oddment / skirting lot regardless of time (even if earlier than 12:00pm)

The committee discussed this proposal, then:

It was **AGREED**:

That this proposal has in principle support from the committee and that the Western Buyer Reps will canvass their constituents about this proposal and inform Andrew Rickwood if this proposal has support, which he will then implement.

ACTION(S) Western Region representatives to canvass constituents on the above proposal and inform Andrew Rickwood of the final outcome for implementation.

15.2 CORONAVIRUS

The committee briefly discussed the impact Coronavirus (in China) may have on the industry. The overall consensus is this issue will become worse before it gets better, with many potential impacts on the wool industry.

15.3 NASC ANNUAL FEE

The Secretary advised the committee that NASC annual fees will be issued to members shortly and that NASC annual fees are reviewed each year based on costs.

15.4 SYDNEY ROYAL EASTER SHOW

The Secretary advised the committee that the Sydney Royal Easter (SRES) show sale will proceed again this year, using the same format as was used in the previous year. The date for this sale is the week beginning Monday the 6th of April.

15.4 NUTRIEN CHANGES

The Secretary advised the committee that with several brokers due to sell under a consolidated Nutrien Wool catalogue, there may be some challenges to rostering, namely the fact that there may be uneven days, due to the inability to move smaller brokers to even up days, now that some of these brokers are now selling as Nutrien.

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N65/20/15.0 NEXT MEETING SCHEDULE

Meeting Code	Week	Date	Time	Type
NASC-66	46	Friday 15 May 2020	9:30AM AEST	TELE CONF
NASC-67	10	Friday 31 August 2020	9:30AM AEST	TELE CONF
NASC-68	20	Friday 13 November 2020	10:30AM AEDT	TELE CONF
NASC-69	34	Friday 19 February 2021	8:30AM AEDT	FACE TO FACE
NASC-70	47	Friday 21 May 2021	9:30 AEST	TELE CONF

Meeting Closed: **12:02 AEDT**

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
Jenny Jenkin	South Seller	0488 189 935	jjenkin@qualitywool.com
Stephen Keys	Large Seller	0428 217 773	stephen.keys@landmark.com.au
Andrew Mills	Northern Seller	0437 841 004	andrew@macwool.com.au
Scott Shenton	West Seller	08 9336 3000	scott@woolite.com.au
Len Tenace	South Buyer	0400 966 177	len.tenace@michell.com.au
Brian Vagg	4 th Buyer	0417 826 276	brianv@segardmasurel.com.au
Les Targ	Chairman	0414 365 933	