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## NATIONAL AUCTION SELLING COMMITTEE

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### SUMMARY OF OUTCOMES: MEETING NASC67-2020

FRIDAY 9 OCTOBER 2020, 1:00PM AEDT

#### TELECONFERENCE

- N67/20/1.0 PRESENT**
- |                 |                       |
|-----------------|-----------------------|
| Les Targ        | Chairman              |
| Peter Brice     | North Buyer           |
| Darren Calder   | West Buyer            |
| Jenny Jenkin    | South Seller          |
| Josh Lamb       | South Buyer           |
| Stephen Keys    | Large Seller          |
| Brian Vagg      | 4 <sup>th</sup> Buyer |
| Andrew Mills    | North Seller          |
| Scott Shenton   | West Seller           |
| David Cother    | Secretary             |
| Andrew Rickwood | Secretary (Alternate) |
- N67/20/2.0 APOLOGIES**  
Nil
- N67/20/3.0 WELCOME**  
The Chairman welcomed the committee and thanked them for making their time available.
- N67/20/4.0 MINUTES PREVIOUS MEETINGS**  
NASC66B accepted with no amendments
- N67/20/5.0 ACTION ITEMS (Last meeting and yet to complete)**

Item ID	Description/Action/Comment	Status
N66B/3.0	Secretary to compile list and distribute summary of key points regarding Tues/Wed selling Add Tues/Wed Selling post COVID to NASC 67 agenda	Completed
N66B/4.0	Add COVID-19 Business Rules Review to NASC 67 agenda	Completed
N65/12.0	Add 300 Lot Room Differential – Early Room Start Northern Region to NASC69 agenda	Yet to be done
N65/13.0	Secretary to draft and send notice to all brokers about correct showfloor signage	Yet to be done
N65/15.0	Western Region representatives to canvass constituents regarding Western Region start time and inform Andrew Rickwood of outcome	Completed
N64/8.0	Secretary to issue notice advising changes to Room Break Protocols	Yet to be done
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

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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	Deferred
N62/13.5	Standardised Showfloor Security Signs	Transferred to AWEX for implementation
N50/12.0	Reconditioned wool guidelines <b>Look at developing joint doc. with AWTA</b>	Yet to commence
N50/14.0	Room Sheriff – role and responsibilities	To be updated
N42/10.5	New entrant protocol	Yet to commence

### **N67/20/6.0 COVID-19 BUSINESS RULE REVIEW**

Since April 2020 numerous Business Rules and Measures (See Appendix A) have been implemented by NASC as part of the COVID-19 response. These Rules and Measures are reviewed periodically to determine whether (each) shall be;

- retained
- relaxed, or
- removed.

Rules and Measures are assessed on a regional basis and must comply with State Government directives.

During this review, points raised were;

- Each region (State) currently has a different risk profile relative to each other: Victoria (high), NSW (medium) and WA (low).
- Representatives believed the Gallery (in their respective regions) should remain closed for access to the public and growers.
- Stage 4 lock down in Victoria remains and the (Victorian State Government) restrictions to run two-day Sales only in Melbourne are still in place.
- The requirement to self-isolate for 14-days (if in close contact) remains in all States. This remain a business continuity risk for open-cry wool sales (should all participants in a room be required to self-isolate) and thus the need to retain Thursday and Friday as contingency days remains.
- The COVID-19 daily room lot limits of 1000 (Room 1) and 1050 (Room 2) are to remain. Southern region buyers remain concerned about extended periods of time in the sale room. These buyers are required to wear face masks.
- The only measure the committee deemed appropriate to remove was the Perspex rostrum screens in Western Region. The Northern Buyer representative advised the committee that he will canvass constituents and then contact sale room provider to remove screen in North if appropriate.
- All social distancing and contact tracing (attendance records) measures are still required.

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It was AGREED:

1. Subject to approval/any WHS concerns from Sale Room Service Providers, the Perspex rostrum screen in the West can be removed.
2. Northern Region Representatives are to canvass respective sale room participants to assess sentiment re rostrum screens and, subject to WHS concerns by the Sale Room Service Providers, can seek removal.
3. **Other COVID-19 Rules and Measures are unchanged/remain in place and would be reviewed at NASC-68, every four weeks or if local circumstances changed.**

**ACTION(S)** Western Region Representatives are to contact local Sale Room Service Provider(s) to request, subject to any concerns by the Providers(s), the rostrum screen be removed. The Northern Representatives to canvass sale room participants and if majority agree with removal, and subject to any concerns by the Sale Room Service Providers, the Northern Region rostrum screens be removed.

**N67/20/7.0 MAXIMUM LOT ALLOCATION FORMULA (MLA)**

The committee considered a submission from the Sale Administrators (AWEX) asking NASC to consider modifying the existing MLA definition. The MLA is a formula used to allocate lots to brokers wishing to offer in a sale when the number of lots wanting to be offered exceed the daily room limits. Currently, the MLA is written so as not to exceed 'n' lots per room per day. Restrictions are applied on a room basis.

The Sale Administrators asked NASC to consider modifying the existing MLA definition so that rooms do not exceed an average of 'n' lots per day.

A change of this type would make administration and application of the MLA easier where one day exceeds the daily limit, but the other does not. It would also mean that slightly more lots could be offered by sellers, when compared to the current MLA definition.

The Secretary spoke to the proposal on behalf of the Sale Administrators. The committee then discussed the proposal, after which:

It was AGREED:

That the MLA could be changed to the average approach proposed but only within a 5% tolerance, e.g., 1050 lots and 950 lots per day. Anything outside of this range would need to be referred to local NASC representatives.

**ACTION(S)** Secretary to amend the current MLA definition to reflect the above change.

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### **N67/20/8.0 TUESDAY/WEDNESDAY/(THURSDAY) SELLING POST COVID-19**

The committee was asked to consider its position on Tuesday/Wednesday/(Thursday) selling post COVID-19.

#### **Summary Points:**

- Submissions from Northern Region brokers raised concerns about the proposal including, but not limited to:
  - o operational concerns about ensuring all catalogue data is complete, and potential for increased in costs in meeting new deadlines.
  - o potential for lots to miss a Sale due to earlier cut-offs,
  - o work health and safety concerns around shed starts on a Monday with attendance attend Sales on Tuesday,
  - o increased pressure on service providers (e.g. carriers) post sale in meeting earlier delivery.
- Brokers in other regions appear to be less concerned or are less impacted on issues raised by Northern Region brokers.
- Exporter principals generally support Tuesday/Wednesday selling, although European buyers reported less benefits.
- Some brokers in the South are reporting Tuesday/Wednesday selling to be an operational improvement (as experienced under COVID arrangements).
- AWH advised that if there is a change in selling pattern, which impacts on storage income, then storage rates may be adjusted to compensate.

A lengthy discussion ensued, during which the Northern Seller Representative was given time to convey the concerns of his constituents over this proposal. Buyer Representatives acknowledged the concerns raised and asked what compromises/options could be offered to assist Northern Sellers. The topic of extending catalogue deadlines for Tuesday Sellers was offered with close of business Thursday and 8AM Friday tabled. The Northern Buyer Representative stated he would need to seek feedback from his constituents on these options.

It was noted that under the current rotation method in the North, brokers would be affected every second week (as proposed Wednesday deadlines etc. remain unchanged from pre COVID conditions).

After the lengthy discussions, the Chairman asked the committee if they were ready to vote on the proposal, the committee indicated they were, and a vote was taken.

#### **It was AGREED:**

1. That Tuesday/Wednesday selling would be implemented post COVID-19.
2. EDI catalogue transmission deadlines in the North would be extended for Tuesday Sellers from the proposed 3PM Thursday to Friday 8AM. Wednesday sellers would remain at Friday 3pm (unchanged from pre COVID rules).
3. Further consideration may need to be given to Public Holiday scheduling under Tuesday/Wednesday/(Thursday) Selling.

**ACTION(S)** Tuesday/Wednesday/(Thursday) Selling Arrangements to be implemented once (relevant) COVID-19 rules are removed.

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### **N67/20/9.0 CATALOGUE DEADLINES**

A submission was considered proposing the implementation of a standard EDI catalogue deadline of 5pm Thursday for all sale days. A standard printed catalogue/showfloor deadline would also exist (the following day).

The rationale offered for this proposal were:

- A standardised operational model for all brokers relating to cut-offs.
- A single transmission deadline for all brokers/buyers.
- Improved efficiencies in buyers attending (Victorian) showfloors.
- Traders would have available all data/information to facilitate possible business opportunities on Thursday/Friday.

It was AGREED:

This proposal was overridden by the Tuesday/Wednesday/(Thursday) decision.

### **N67/20/10.0 OTHER BUSINESS**

#### **10.1 CATALOGUE TRANSMISSIONS**

NASC considered correspondence from a Northern Region Buyer querying the occasions where (final) printed catalogues have been made available but the EDI transmissions seem to be delayed (for no apparent reason). This is problematic for users who use handheld devices. The Seller Representatives did not think (for the example described) there should be a reason for a delay in the EDI transmission.

It was AGREED:

The Northern Buyer Representative would monitor the situation.

#### **10.2 ALTERATION LISTINGS**

The Northern Buyer Representative asked the committee to consider the current practices regarding alteration lists. He asked if it may be possible for brokers to advise the list of withdrawn lots by email pre-sale rather than by paper copy in the sale room as the current system allows no foresight as to how the rostered quantity on a sale day may have been reduced by grower withdrawals.

The Secretary advised the committee that AWEX has developed a centralised system of sale alterations that is ready for implementation.

It was AGREED:

That this topic required further discussion and to add to Agenda for following meeting.

**ACTION(S)**    **Add Alteration Listings distribution to NASC-68.**

#### **10.3 SAMPLE INTEGRITY**

The Northern Buyer Representative asked the committee to issue a general notice advising all industry participants about the importance of sample integrity after an incident regarding sample integrity had been observed/reported.

It was AGREED:

1. A general notice is to be being issued reminding all participants that sample integrity is regarded as paramount and no material shall be removed.
2. Where alleged incidents are suspected/reported, the companies concerned shall be contacted by NASC.

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### N67/20/11.0 NEXT MEETING SCHEDULE

Meeting Code	Week	Date	Time	Type
NASC-68	20	Friday 27 <sup>th</sup> November 2020	1:00PM AEDT	TELE CONF
NASC-69	34	Friday 19 February 2021	8:30AM AEDT	FACE TO FACE
NASC-70	47	Friday 21 May 2021	10:00AM AEST	TELE CONF
NASC-71	9	Friday 3 September 2021	10:00AM AEST	TELE CONF

Please note NASC68 meeting date has been amended to that published on the Wool Selling Program.

Meeting Closed: **2:05 PM AEDT**

For more information: NASC representatives

Name	Position	Contact No	E-mail
Peter Brice	North Buyer	0457 553 849	<a href="mailto:pbrice@australianmerino.net.au">pbrice@australianmerino.net.au</a>
Darren Calder	West Buyer	0402 043 341	<a href="mailto:dcalder@pjmorris.com.au">dcalder@pjmorris.com.au</a>
Jenny Jenkin	South Seller	0488 189 935	<a href="mailto:jjenkin@qualitywool.com">jjenkin@qualitywool.com</a>
Stephen Keys	Large Seller	0428 214 773	<a href="mailto:stephen.keys@nutrien.com.au">stephen.keys@nutrien.com.au</a>
Josh Lamb	South Buyer	0419 841 609	<a href="mailto:josh.l@ewexports.com.au">josh.l@ewexports.com.au</a>
Andrew Mills	Northern Seller	0437 841 004	<a href="mailto:andrew@macwool.com.au">andrew@macwool.com.au</a>
Scott Shenton	West Seller	08 9336 3000	<a href="mailto:scott@woolite.com.au">scott@woolite.com.au</a>
Brian Vagg	4 <sup>th</sup> Buyer	0417 826 276	<a href="mailto:brianv@segardmasurel.com.au">brianv@segardmasurel.com.au</a>
Les Targ	Chairman	0414 365 933	

### N67/20/12.0 APPENDIX (OVER)

NASC Open Cry Auction COVID Related Business Rules/Measures

ID	Rule/Measure	Reason/Rationale
<b>SELLING ARRANGEMENTS</b>		
1.1	Two Selling Days only*	- Contingency (see 1.2) - Reduce number of contact days
1.2	Tuesday/Wednesday selling*	Contingency - Thursday/Friday to be used if Sales delayed due to room or centre closure requiring reallocation. - Alternate Methods opportunity on Thursdays
1.3	Amended Catalogue Deadlines	- Tuesday/Wednesday only - Encourage buyers to value as early as possible* - More valuing time to reduce traffic/volume
1.4	One Day Sales	- Wednesday if one centre only in week - Syd/Fre to alternate D1/D2 if both One Day Sales
1.5	Room 1: 1000 lots/day Room 2: 1050 lots/day	Reduce Sale Room & Showfloor contact time
1.6	Non-Weekly Sellers encouraged to offer weekly/more frequently	- Reduce high/low offering cycle - Reduce incidence of MLA invocation due to high cycle
1.7	Option to auctioneer in other region	- Reduce Sale Room contact time - Reduce MLA impact - Contingency
<b>SALE ACCESS</b>		
2.1	No public access	Contact reduction
2.2	No client access	Contact reduction
2.3	Essential persons only	Contact reduction
2.4	No Gallery	Contact reduction
<b>SALE ROOMS/PERSONNEL</b>		
3.1	1.5m social distancing	Govt direction/close contact (all centres)
3.2	Minimum 4m2 per person	Govt direction/close contact (all centres)
3.3	Mask wearing	Vic. Govt requirement (Melbourne)
3.4	23 person limit/Room	Vic. Govt requirement (Melbourne)
3.5	Staggered Room Breaks	Reduce congregation/close contact
3.6	Exiting Auctioneer to clean rostrum	Hygiene
3.7	No more than 2 hours continuous	Close contact definition
3.8	Sale Room Attendance lists*	Contact tracing
3.9	COVID19 Declaration & Signage	Condition of entry
3.10	No share/hot swap desks	Close contact/Hygiene
3.11	Rostrum Screens	Hygiene
3.12	COVID Work Safe Plan	High Risk (Melbourne) – Vic. Govt Requirement Similar completed for Sydney & Fremantle
3.13	COVID Officer (Sale Room)	Melbourne (High Risk COVID Work Safe Plan)
3.14	Buying/Broking teams*	Recommend rotations to avoid close contact/Business continuity risk
<b>ALTERNATIVE METHODS</b>		
4.1	Online Open Cry*	Contingency
4.2	Alternative Methods* (Online Auction, Online Other, Tender)	Contingency

\*Measures are in place due to accommodate situations whilst State Health departments require persons to self-isolate for 14 days if close contact.