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## NATIONAL AUCTION SELLING COMMITTEE

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### SUMMARY OF OUTCOMES: MEETING NASC63-2019

FRIDAY 30 AUGUST 2019, 11:00AM AEST

#### TELECONFERENCE

#### N63/19/1.0 PRESENT

Les Targ	Chairman
Peter Brice	North Buyer
Darren Calder	West Buyer
Michael de Kleuver	South Seller
Stephen Keys	Large Seller
Josh Lamb	4 <sup>th</sup> Buyer
Gordon Litchfield	North Seller
Scott Shenton	West Seller
David Cother	Secretary
Andrew Rickwood	Secretary (Alternate)

#### N63/19/2.0 APOLOGIES

Len Tenace

#### N63/19/3.0 WELCOME

The Chairman welcomed the committee and thanked them for making their time available for the meeting.

#### N63/19/4.0 MINUTES PREVIOUS MEETINGS

NASC62 Accepted with no amendments.

#### N63/19/5.0 ACTION ITEMS (Last meeting and yet to complete)

Item ID	Description/Action/Comment	Status
N62/7.0	Secretary to advise Northern Region members on the trial of early room start if room differential is 300 lots or more	Completed
N62/8.0	Melbourne Sale Room Imbalance – Southern Region based Representatives to consult locally	In progress
N62/9.0	Notice issued to the market regarding Transmission Deadlines for Lot Invoices	Completed
N62/11.0	Notice to market and WIEDPUG Secretary regarding Auction Catalogue Update (ACU)	Implementation pending
N62/13.2	Representatives to canvass constituents on room breaks. Add to NASC-63 agenda	Completed – added to NASC63
N62/13.3	Notice to be issued to brokers reminding them of the importance of meeting catalogue transmission deadlines	Completed
N62/13.5	Standardised Showfloor Security Signs	In progress
N61/15.3	Secretary to investigate setting up an online paper system: at NASC 63 the Secretary advised the committee can adopt this system when they are ready to do so	Completed
N50/12.0	Reconditioned wool guidelines <b>Look at developing joint doc. with AWTA</b>	In progress
N50/14.0	Room Sheriff – role and responsibilities	In progress

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N42/10.5	New entrant protocol	Yet to commence
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### **N63/19/6.0 SOUTHERN REGION LOTTING CONVENTION**

NASC considered a proposal to re-configure the Southern Region Room 2 lotting convention. The proposal seeks to reduce the number of catalogue groups with the Merino ODDS lots moved to the MSKT catalogue group and the Non-Merino ODDS moved to the XBFS group. Clip lots would (continue to) be lotted in clip families within the MSKT and XBFS groups.

The primary benefits of this proposal would be earlier quoting for oddments enhancing purchase management, and a reduced showfloor/catalogue footprint for brokers.

There was discussion as to whether it would be possible to further reduce the number of catalogue groups in Room 2 down to one (rather than the proposed 2). The committee noted this was a potential option and may be considered in the future. It was noted that [reducing Room 2 to one catalogue group] had not been proposed/published for consultation and if so, would affect multiple regions.

It was AGREED:

- The proposal offered benefits to both sectors,
- That Southern Region Room 2 catalogue groups would be reduced from 3 (MSKT, XBFS, ODDS) to 2 (MSKT, XBFS)
- The recommended implementation date is week 12.
- The new catalogue colour shall be Green.

**ACTION(S)**      **Issue notice to Southern Region Brokers and Buyers.**

[Post Meeting Update: The Southern Region NASC Representatives Agreed to revise the implementation date to: [The recommended commencement date is Week 15, however brokers have up to the July 2020 Recess to implement](#). This implementation was amended due to potential clash with the Public Holiday in Week 12 (as originally agreed) and to offer brokers additional time where showfloor, IT, and/or resource constraints.]

### **N63/19/7.1 PASSED IN LOTS**

The committee was asked by the Northern Region Broker representative to have further discussions over the expiry date/time on the Passed-In Option Period.

The position agreed to at NASC62:

*The highest bidder on a passed-in auction lot shall hold an option on the lot until 9AM (local time of sale) the next business day.*

*1. The option is extinguished when; a. The time period has expired, or b. The highest bidder explicitly states they are not/no longer interested in the lot, or c. The highest bidder explicitly declares a price (post auction) as best and final which is declined by the seller as being under the reserve.*

*2. Unless extinguished (see 1.) the option holds under the following cases; a. The seller has not approached the highest bidder, or b. A final and best price has not been declared by the highest bidder, or c. the highest bidder asks for the option to be held open (up to the 9AM deadline) to facilitate further negotiation. Whilst the highest bidder*

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*holds the option, the lot shall not be sold by the seller to another buyer*

A lengthy and robust discussion was held on this topic, all believed that it would be best if all brokers have the same terms and conditions, in this case the same Passed-In Option Period. The committee was asked to determine whether this issue is a rule or a guideline.

It was AGREED:

To leave the Passed-In Option period at the current time of 9am the day after the sale.  
To add to the agenda of NASC-64 to discuss the difference between rules and guidelines.

**ACTION(S)** Add to NASC-64 agenda: Committee to discuss Rules vs Guidelines, and the implications when ignoring a rule versus a guideline.

### **N63/19/7.2 PASSED IN LOT SALE ROOM PROTOCOL**

The committee was asked by the Northern Region Buyer representative to discuss the practice of dealing with passed in lots during the during the Sale. After the committee discussed this issue (which seems to be a practice only seen in the Northern Region).

It was AGREED:

This issue to be added to the NASC-64 Agenda.

**ACTION(S)** Add Passed-In Lot Sale Room Protocol to NASC-64 agenda. Secretary to check Auction Selling Handbook and include any relevant sections in NASC-64 papers for further discussions.

### **N63/19/8.0 ROOM BREAKS (LENGTHS AND FREQUENCY)**

NASC was asked to review the room break protocols and where appropriate recommend changes.

Possible/suggested amendments may be:

#### Lunch break

- To commence no earlier than 12 noon and no later than 12.40pm,
- Recommended to start at 12.30 (+/-5 mins),
- Shall be of 30-minute duration from last lot offered.

#### Room break (Pre or Post Lunch break)

- Where total selling time (pre or post lunch) is expected to exceed a period 120 minutes or more (>480 lots), 5-minute room breaks shall be taken every 60 minutes (+/- 5 minutes);
- Where total selling time (pre or post lunch) is expected to be between 90 and 120 minutes (360-480 lots) a 5-minute room break shall be taken after 50 minutes selling (+/-5 minutes);
- Where total selling time (pre or post lunch) is expected to be less than 90 minutes (< 360 lots), no room break shall be taken.

*Notes:*

*Lots are included as a guide.*

*Selling time includes broker changeovers.*

*Room breaks are calculated on the selling time per or post lunch.*

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The committee felt a more formal framework (than current) was required reflecting modern workplace practices and Fair Work Australian guidelines.

It was noted that increasing breaks may, in some cases, extend the length of selling which may be a factor where travel is involved.  
The committee believed that any changes need to be well structured and consistent across all centres.

It was AGREED:

- a more formal framework (than current) on breaks was required reflecting modern workplace practices,
- That a proposed schedule (above) be circulated for feedback, and
- The matter be formally resolved at NASC64.

**ACTION(S)**      **Secretary to issue notice as described above.**

### **N63/19/9.0 CATALOGUE TRANSMISSION ISSUES**

NASC considered a paper documenting the known/reported issues affecting Auction Catalogue transmissions over Weeks 6 and 7. Some issues were attributed to data provider and others to the EDI network.

The committee noted correspondence exchanged between AWEX and the Network Provider on EDI network related issues.

It was AGREED:

That AC and LPB documents exchange had appeared to have stabilised and that a watching brief be maintained.

**ACTION(S)**      **Secretary to report at NASC64.**

### **N63/19/10.0 OTHER BUSINESS**

#### **10.1 NCWSBA CENTENARY AUCTION: SALE ID**

NASC accepted updated advice from NCWSBA of a change to the Centenary Auction Sale ID. The Centenary Auction Sale-ID shall be conducted under C34/19.

#### **10.2 CHANGE OF OWNERSHIP PROCEDURE**

The Northern Buyer Representative raised the issue of lots being resubmitted in the auction for the purpose of changing the buyer. In Sydney the sale is stopped and the auctioneer advised of the change with no other input. In the Southern Region this is considered a re-offer and other bidders may claim a lot re-submitted in this way. The committee was asked whether an amendment to sale terms and conditions may be considered, to have a consistent practice across all selling centres.

**ACTION(S)**      **Change of ownership procedure to be added to NASC-64 Agenda**

#### **10.3 AUCTIONEER TRAINING**

The Northern Seller Representative has asked the committee to consider holding an Auctioneers School, to assist in the training of new auctioneers. It was believed that such a workshop could help new auctioneers get up to speed of what is required of them and help them learn how to successfully run an auction room, especially in difficult market conditions.

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It was AGREED:

- The committee supported the proposal.

**ACTION(S)** Northern Region representatives and Secretary to action.

### **N63/19/11.0 NEXT MEETING SCHEDULE**

Meeting Code	Week	Date	Time	Type
NASC-64	22	Friday 29 November 2019	10:30 AM AEDT	TELE CONF
NASC-65	34	Friday 21 February 2020	9:30 AM AEDT	FACE TO FACE
NASC-66	46	Friday 15 May 2020	9:30AM AEST	TELE CONF
NASC-67	9	Friday 28 August 2020	9:30AM AEST	TELE CONF

Meeting Closed: **12:45PM AEST**

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>
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Michael de Kleuver	South Seller	0428 643 745	<a href="mailto:mdekleuver@rodwells.com.au">mdekleuver@rodwells.com.au</a>
Stephen Keys	Large Seller	0428 217 773	<a href="mailto:stephen.keys@landmark.com.au">stephen.keys@landmark.com.au</a>
Josh Lamb	4 <sup>th</sup> Buyer	0419 841 609	<a href="mailto:josh.l@ewexports.com.au">josh.l@ewexports.com.au</a>
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