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## ***NATIONAL AUCTION SELLING COMMITTEE***

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### **SUMMARY OF OUTCOMES: MEETING NASC64-2019**

**FRIDAY 29 NOVEMBER 2019, 12:30PM AEDT**

#### **TELECONFERENCE**

#### **N64/19/1.0 PRESENT**

|                   |                       |
|-------------------|-----------------------|
| Les Targ          | Chairman              |
| Peter Brice       | North Buyer           |
| Darren Calder     | West Seller           |
| Jenny Jenkin      | South Seller          |
| Stephen Keys      | Large Seller          |
| Josh Lamb         | 4 <sup>th</sup> Buyer |
| Gordon Litchfield | North Seller          |
| Scott Shenton     | West Seller           |
| Len Tenace        | South Buyer           |
| David Cother      | Secretary             |
| Andrew Rickwood   | Secretary (Alternate) |

#### **N64/19/2.0 APOLOGIES**

Nil

#### **N64/19/3.0 WELCOME**

The Chairman recorded his thanks to the outgoing Southern Region Seller Representative Michael de Kleuver for his significant contribution over the years and wanted it known that Michael's input was constructive, thoughtful and reflective of his constituent's views whilst always looking for a best industry outcome.

The Chairman welcomed incoming Representative Jenny Jenkin to the committee, thanked her for making her time available and looked forward to the diversity of views that Jenny will bring to the committee.

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

#### **N64/19/4.0 MINUTES PREVIOUS MEETINGS**

**NASC63** Accepted with amendment – correct spelling of Catalogue N63/19/9.0

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### N64/19/5.0 ACTION ITEMS (Last meeting and yet to complete)

| Item ID  | Description/Action/Comment   | Status                           |
|----------|--|----------------------------------|
| N63/10.3 | Northern Region representatives and Secretary to work towards setting up an Auctioneers school                                     | In progress                      |
| N63/10.2 | Change of ownership procedure to be added to N6 agenda   | Completed                        |
| N63/9.0  | Secretary to report on catalogue transmission issues at N64  | Completed                        |
| N63/8.0  | Secretary to issue notice requesting feedback on Room Breaks and add Room Breaks to N64 agenda for resolution                      | Completed                        |
| N63/7.2  | Add Passed-In Lot Sale Room Protocol to N64 agenda   | Completed                        |
| N63/7.1  | Add to N64 agenda that the Committee to discuss Rules vs Guidelines, and the implications when ignoring a rule versus a guideline. | Deferred to face to face meeting |
| N63/6.0  | Issue notice to Southern Region Brokers and Buyers regarding new Southern Region Lotting convention                                | Completed                        |
| N62/8.0  | Melbourne Sale Room Imbalance – Southern Region based Representatives to consult locally   | Deferred                         |
| N62/13.5 | Standardised Showfloor Security Signs  | In progress                      |
| N50/12.0 | Reconditioned wool guidelines Look at developing joint doc. with AWTA  | In progress                      |
| N50/14.0 | Room Sheriff – role and responsibilities   | In progress                      |
| N42/10.5 | New entrant protocol   | Yet to commence                  |

### N64/19/6.0 AWIS WOOL WEEK WOOL SELLING PROGRAM REQUEST

The committee received a submission from Australian Wool Industries Secretariat (AWIS) advising the preferred venue for Wool Week functions is unavailable during Week 8 in 2020 (the normal week in which Wool Week functions are held). AWIS made the decision to push Wool Week forward to Week 9. AWIS respectfully sought NASC consideration to move the break in sales in the Western region from Week 8 to Week 9 to enable members from the West to attend Wool Week functions.

The committee discussed the above proposal and after a brief discussion this request was passed without objection.

It was AGREED:

To move the break in sale in the Western Region from Week 8 to Week 9 on the 2020/21 Australian Wool Selling Program to enable any Western Region members wanting to attend Wool Week functions can do so.

**ACTION(S)** Update the Tentative 2020/21 Australian Wool Selling Program with the Western Region break in Sale moved from Week 8 to Week 9.

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### **N64/19/7.0 SELLING ARRANGEMENT – PUBLICATION TIMING**

The committee was asked by the Western Region Broker Representatives to review the publication timing of Selling Arrangements. It was put to the committee that Selling Arrangements should be deemed Market Sensitive Information (MSI) status (due to updated supply information) and as such should not be released during a Sale.

An example was cited where it was believed a Sale may have been affected when a significant change in offering was forecast for the following week.

A lengthy discussion ensued. The Committee agreed with the business principle that Market Sensitive Information should not be released during weekly Sales.

It was noted that the Selling Arrangements were important operational documents for brokers preparing to offer in the following week and that any changes in publication timing or method need to keep this in mind.

The committee noted that the Southern Region Selling Arrangements would need careful consideration as these are issued on Wednesday afternoon, whereas Northern and Western regions are issued on Thursdays.

It was AGREED:

1. Market Sensitive Information (MSI) should not be released during Sales.
2. Selling Arrangements are deemed MSI.
3. Selling Arrangements (containing quantity information) for all regions are to be released only after the last lot offered nationally for the week.
4. AWEX to work with Seller Representatives/brokers on developing alternative advice mechanisms that allow them to prepare for the following week.
5. An implementation date to be determined once alternative solutions (for brokers) have been developed.

**ACTION(S)**     **Alternate methods of advising brokers of selling arrangements to be developed.**

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### **N64/19/8.0 ROOM BREAKS (LENGTHS AND FREQUENCY)**

NASC was asked to review the room break protocols and where appropriate recommend changes. The following was agreed upon.

Lunch break

Duration: 30 minutes.

Taken:

- No earlier than 12 noon (11.30am West) and no later than 12.40pm  
Recommended to start at 12.30 (+/-5 mins)

Room break (Pre or Post Lunch break)

Duration: 5 minutes (sharp)

Taken:

- Where total selling time (in the pre or post lunch session) is expected to exceed a period 150 minutes or more (2h.30m) a room break shall be taken every 60 minutes (+/- 5 minutes).
- Where total selling time (in the pre or post lunch session) is expected to be up to 150 minutes a room break shall be taken approximately mid-way (+/-5 minutes).

*Notes:*

*Selling time includes broker changeovers.*

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

It was AGREED:

That these changes to Room Break protocols will be implemented.

**ACTION(S)**     **Secretary to issue notice advising changes to Room Break Protocols.**

### **N64/19/9.0 RULES VERSUS GUIDELINES**

The committee was asked to discuss the difference between rules and guidelines. The Secretary asked for this topic to be deferred to the face-to-face meeting in February as further work was required.

It was AGREED:

To defer this discussion to the face to face meeting (N65)

**ACTION(S)**     **Add Rules vs Guidelines to NASC-65 agenda.**

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### **N64/19/10.0 CHANGE OF OWNERSHIP AFTER LOT SOLD**

The committee was asked to consider whether a buyer bidding in multiple names can amend the ownership on a lot purchased by them after the lot has been transacted (i.e. the room is on another lot).

If permitted was this practice considered:

- a) a transfer?
- b) an 'administrative' correction?
- c) a reoffer?

If deemed a reoffer, this implies that other buyers can bid on the lot. This also raised the question as to whether the person bidding in multiple names could bid higher in the second name.

All agreed that there was a strong preference for buyers to bid correctly on the initial fall of hammer.

After a long discussion considering all the above issues:

It was AGREED:

1. The onus is on each buyer (bidding in multiple names) to ensure they indicate the correct buyer at the fall of the hammer.
2. Buyers bidding in multiple names are to clearly state the name in which the lot is to be invoiced each and every time. Bidders shall not leave the auctioneer to guess or assume the name.
3. It was further agreed that attempts to reallocate bidding name should be dealt with by the auctioneer, who may need to be more assertive when dealing with this issue.
4. This matter would be included in the planned (Northern Region) Auctioneer training session planned for early 2020.

### **N64/19/11.0 MELBOURNE ROOM 2 LOTTING**

The Southern Region Buyer Representative asked for this topic to be added to the NASC64 Agenda as some concerns had been raised with him on the change to the Room 2 lotting convention. The Representative provided a verbal update.

Two submissions were received (1 x Service Provider, 1 x Buyer).

The Chairman believed there was not enough detail provided on the economic impact on buyers for the committee to consider. He noted that process had been followed in arriving at this decision. The Southern Region Buyer Representative felt that providing some more detailed explanation on the reasons behind the decision may assist understanding.

It was AGREED:

The Southern buyers should lodge a submission outlining the adverse economic impact of the new arrangements if this is representative of the majority of buyer members' views.

**ACTION(S)**     Southern Region Buyer Representative to seek/provide more documentation.  
Secretary to prepare paper on reasons for decision.

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### **N64/19/12.0 PROPOSAL TO CHANGE SYDNEY CATALOGUE DEADLINES**

The Northern Region Buyer Representative on behalf of his constituents asked the committee to consider a proposal to change Sydney catalogue deadlines.

In a normal Wednesday/Thursday roster the current deadlines are:

Wednesday catalogues: EDI Catalogue 3pm Friday/printed catalogue 7am Monday

Thursday catalogues: EDI Catalogue 3pm Monday/printed catalogue 7am Tuesday

The proposed changes to deadlines are as follows:

Wednesday catalogues: EDI Catalogue 11am Friday/printed catalogue 12pm Friday

Thursday catalogues: EDI Catalogue 11am Monday/printed catalogue 12pm Monday

The reasons given for this request were as follows:

- The first day's catalogues are currently unavailable to view until 3pm, in winter it is getting too dark to value and in summer this is the hottest time of the day.
- Some stores are closed by 3pm on Friday as store staff finish at 2-2:30pm.

The committee discussed this proposal at length, raising the following concerns

- AWTA staffing means that regional centres have had the same coring days for decades and moving deadlines forward would not be an option for some centres
- The "domino effect" from coring through to deadlines would make this proposal impossible.

The committee was advised from the Northern Seller Representative that there is major opposition to this proposal, however offered the compromise that where possible brokers would transmit data as early as possible.

It was AGREED:

The Northern Seller Representative would go back to his constituents asking them to transmit catalogues/provide printed catalogues early whenever possible.

**ACTION(S)** Northern Seller Representative to ask his constituents to transmit/provide catalogues early when possible.

### **N64/19/13.0 PASSED IN LOTS – SALE ROOM NEGOTIATION**

At NASC63 the Northern Region Buyer representative sought discussion/clarification on the protocols on negotiating on Passed In lots in the Sale Room. The reason for lodging this item is to clarify protocols to ensure passed in negotiations do not become disruptive to the sale room. The committee was asked to consider what restrictions, if any, should apply when dealing with passed in lots in the sale room.

It was AGREED:

As this is not a common practice, and one mainly used in the Northern region, that a directive from the committee was not needed. It was suggested that the auctioneers adopt a "reserve, offer, move on approach", and that this could be included in the planned auctioneer's school.

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### **N64/19/14.0 OTHER BUSINESS**

#### **14.1 NCWSBA CENTENARY AUCTION**

The committee considered a letter from NCWSBA seeking input on operational matters concerning the Centenary Auction. Specifically:

- Could the M34 Thursday Sale start one hour earlier (to provide time for attending buyers/brokers)?
- Could the M43 Thursday Sale be rostered so that a non-NCWSBA sell last on that day?
- Does NASC have a preference for the make-up of the offering? e.g Merino fleece only, or a mixed offering Fleece, Skirtings, Oddments etc?
- If mixed selection will NASC place any restrictions on the offering, e.g, can Fleece, Skirtings, Oddments be offered on one catalogue page?

It was AGREED:

1. M34 Thursday would be rostered to commence at 10AM.
2. The rostering of non-NCWSBA broker to sell last would be subject to the room configurations and rotations.
3. A mixed range of types would be preferable to maximise buyer participation.

**ACTION(S)** Secretary to advise NCWSBA of the committee's decision and to advise the trade of the earlier start to M34.

#### **14.2 TERM EXPIRY**

The Secretary advised the committee that the three-year terms for Peter Brice (North Buyer), Gordon Litchfield (North Seller) and Josh Lamb (4<sup>th</sup> Buyer) are due to expire. The Secretary will commence the nomination/election procedures for the above positions as soon as practical.

The Chairman on behalf of the committee thanked Peter, Gordon and Josh for their contributions over the course of their terms.

**ACTION(S)** Secretary to commence nomination/election procedures for the positions of North Buyer, North Seller and 4<sup>th</sup> Buyer.

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### N64/19/15.0 NEXT MEETING SCHEDULE

| Meeting Code | Week | Date                    | Time         | Type         |
|--------------|------|-------------------------|--------------|--------------|
| 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      | 10   | Friday 31 August 2020   | 9:30AM AEST  | TELE CONF    |

Meeting Closed: **2:44PM 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@pimorris.com.au">dcalder@pimorris.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 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>               |
| Gordon Litchfield | Northern Seller       | 0428 484 855 | <a href="mailto:gordon@glw.net.au">gordon@glw.net.au</a>                           |
| Scott Shenton     | West Seller           | 08 9336 3000 | <a href="mailto:scott@woolite.com.au">scott@woolite.com.au</a>                     |
| Len Tenace        | South Buyer           | 0400 966 177 | <a href="mailto:len.tenace@michell.com.au">len.tenace@michell.com.au</a>           |
| Les Targ          | Chairman              | 0414 365 933 |  |