
NATIONAL AUCTION SELLING COMMITTEE

SUMMARY OF OUTCOMES: MEETING NASC69-2021 FRIDAY 19 FEBRUARY 2021, 1:30PM AEDT VIDEO CONFERENCE

N69/21/1.0 PRESENT

Les Targ	Chairman
Peter Brice	Northern Region Buyer
Darren Calder	Western Region Buyer
Paul Harmer	Southern Region Buyer
Jenny Jenkin	Southern Region Seller
Stephen Keys	Large Seller
Andrew Mills	Northern Region Seller
Scott Shenton	Western Region Seller
Brian Vagg	4 th Buyer
David Cother	Secretary
Andrew Rickwood	Alternate Secretary

Observers (i.e. Non Voting) (Wool Selling Program Item)

Gerard Buchanan	NCWSBA nominee
Stuart Greenshields	ACWEP nominee
Mark Hedley	IWB nominee

N69/21/2.0 APOLOGIES

Nil

N69/21/3.0 WELCOME

The Chairman welcomed the committee to its first online meeting (as a proxy for its traditional annual face-face to meeting). He noted the Agenda was substantial and that papers would be taken as read.

The Chairman thanked Mr Shenton for agreeing to be re-nominated and elected as Western Region Seller Representative for another term.

The Chairman also welcomed and Gerard Buchanan (National Council of Wool Selling Brokers of Australia), Stuart Greenshields (Australian Council of Wool Exporters and Processors), Mark Hedley (Inland Wool Brokers) and thanked them for joining the committee for discussions on the 2021/22 and 2022/23 Australian Wool Selling Programs.

N69/21/4.0 MINUTES PREVIOUS MEETINGS

NASC68 Accepted with no amendments.

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N69/21/5.0 ACTION ITEMS (Last meeting and yet to complete)

Item ID	Description/Action/Comment	Status
N68/6.0	Secretary to issue notice to the trade advising of the committee's decision on the COVID business rule review.	Completed
N68/7.0	Add Catalogue Deadlines and Selling Arrangements advised vs actuals to NASC-69 agenda.	Added to NASC-69
N68/8.0	Secretary to modify Auction Handbook to reflect change to procedures relating to Buyers bidding in multiple names.	Completed
N68/9.0	Secretary to draft and send a letter to AWH regarding the compulsory nature of Adequate Showfloor Signage.	Completed
N68/10.3	Change February Face to Face meeting to an online video conference.	Actioned
N68/10.4	Secretary to commence nomination/election procedure for West Seller Representative	Completed – Scott Senton elected
N68/10.5	Secretary to write a letter to AWH informing them of the committee's decision regarding showing traditional bales via a sample.	Completed
N68/10.6	Add Offering of Combing Merino Lambs in Room 1 to NASC-69 agenda	Added to NASC-69
N67/10.0	Add Alterations Listings to email distributions to NASC-68	Deferred to NASC-70
N65/12.0	Add 300 Lot Room Differential – Early Room Start to NASC-69 agenda	No longer required.
N65/13.0	Secretary to draft and send notice to all brokers about correct showfloor signage	Completed
N64/8.0	Secretary to issue notice advising changes to Room Break Protocols	Completed
N64/11.0	Southern Region Representative to seek/provide more documentation on Melbourne Room 2 lotting convention	Open item
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 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

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N69/21/6.0 WOOL SELLING PROGRAMS

6.1 REVIEW OF RECESS WEEKS

A submission from the National Council of Wool Selling Brokers (NSWSBA) was considered which proposed a 'whole of season' review of Recess weeks, to determine if the number and timing of Recess weeks meet current industry needs.

The committee discussed this submission at length, with NCWSBA, ACWEP and IWB representatives given an opportunity to put their views. Many previously documented points were noted either for or against modification to the current Recess pattern.

The Committee agreed that the establishment of a Wool Selling Recess Review Working Group was appropriate. The Working Group was to consider inputs from buyers, sellers and service providers (such as dumps) and provide recommendations for industry and NASC consideration.

OUTCOME(S) It was AGREED:

That a Wool Selling Program Recess Week Working Group would be formed to perform a whole of season review of wool sale Recesses (National and Regional).

ACTION(S) The Chairman and the Secretary to prepare a Review Working Group Terms of Reference with suggested composition for NASC consideration. Subject to NASC approval of the Terms of Reference the Working Group was to be commissioned.

That the 2021/22 Wool Selling Program would be reviewed (*see next Item*) and issued, however it may be subject to change pending the review and any subsequent decisions by the committee

That a Tentative 2022/23 Wool Selling Program would not be issued until the review and decision process was completed.

6.2 2021/22 ANNUAL WOOL SELLING PROGRAM

6.2.1 AUSTRALIAN SUPERFINE (AS) SALES

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

It was AGREED:

There will be seven (7) designated AS Sales in Northern Region, in Weeks 9, 13,16,19,22,32 and 35.

6.2.2 TASMANIAN FEATURE OFFERING

It was AGREED:

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

6.2.3 CHRISTMAS RECESS

It was AGREED:

A three (3) week Recess would be programmed for Weeks 25,26 and 27.

6.2.4 NORTHERN REGION SALE SERIES

Was accepted without change.

6.2.5 SOUTHERN REGION SALE SERIES

Was accepted without change.

6.2.6 WESTERN REGION SALE SERIES

Was accepted without change.

6.2.7 EASTER RECESS

It was AGREED:

A one (1) week Recess for Easter would be programmed for Week 42.

6.2.8 JULY RECESS

It was AGREED:

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

6.2.9 NEW ZEALAND OFFERING

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The New Zealand Merino Company (NZM) has made an application to offer more frequently (07,09,11,12,13,14,15,16,17,18,20,21,23,24,33) to allow for a more even flow of wool onto the market. Prior to COVID conditions, NZM was asked not to offer when AS or Tasmanian Sales were rostered. During COVID, with restricted offerings, NZM was requested to offer more frequently to avoid offering 'peaks' potentially triggering lot restrictions to all brokers. The more frequent, but smaller offerings of wool had support of buyers of this offering.

It was AGREED:

The New Zealand Merino Company application to offer more frequently was approved however it was requested not to offer in Week 33, so as to not clash with the Tasmanian feature Sale due to size of Sale reasons.

ACTION(S) The Secretary to write to The New Zealand Merino Company advising them of the committee's decision regarding offering in M33.

6.2.10 WOOL WEEK

Wool Week was noted as being held in Week 8.

Wool Week shall be rostered as a two-day Tues/Wed Sale, provided three days are not required.

6.2.11 PUBLIC HOLIDAYS (AFL Grand Final)

It was noted that the Public Holiday for AFL Grand Final is proposed for Week 12 (2021).

It was AGREED:

The 2021/22 Wool Selling Program could be issued as Final.

ACTION(S) The 2021/2022 Wool Selling Program to be issued to the trade.

6.3 2022/23 TENTATIVE WOOL SELLING PROGRAM

OUTCOME(S) It was AGREED:

The 2021/22 Tentative Wool Selling Program will not be released until a final decision has been made regarding Recess weeks.

N69/21/7.0 COVID-19 BUSINESS RULE REVIEW

It was noted that since the last Quarterly Meeting (NASC68) prior to Christmas all regions had experienced COVID19 lock downs or cluster outbreaks (in varying severity).

In terms of COVID-19 Business Rules nearly all Selling Arrangement restrictions have been lifted (e.g., selling day and room limits). Remaining measures are in line with State Government Health Department requirements (e.g., attendance recording for contact tracing purposes, social distancing, room density limits, mask wearing where required etc.).

Regional Representatives were asked whether they felt it was appropriate for (their respective) Galleries to open. The committee felt these should remain closed for the moment. This was due to:

- There was limited demand from clients,
- In Melbourne's case, Sale Room 2 is located in the lunch/client common area, and
- There is not a clear line of responsibility on who would monitor attendance numbers and enforce social distancing/capacity limits in the Galleries.

OUTCOME(S) It was AGREED:

Galleries would remain closed but would remain under review. In Melbourne's case, this would be a 2-stage process whereby Room 2 (lunch area) would firstly move back to Sale Room 2 (proper), with client Gallery access considered as a separate step.

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ACTION(S) Add COVID Business Rule Review to NASC-70 agenda.

N69/21/8.0 SELLING DAYS

Due to the permanent move to Tuesday/Wednesday/(Thursday) selling, it is necessary to review regional and national Selling Day patterns under a variety of scenarios, particularly non-standard weeks such as when Public Holiday weeks. This Item was submitted by Sale Administration seeking direction on roster structures.

NASC was asked to review multiple case scenarios (see Appendix) with each option modelled. This involved challenging questions relating to how, or whether, a scenario in one region should impact on other regions.

The committee discussed each case and voted on the preferred option for each case. It was acknowledged that this may be iterative as each case is experienced. As a general principal the committee tended to favour options that allowed one preparation/valuing day for buyers (in the Sale week) and that isolated selling should be reduced.

OUTCOME(S) It was **AGREED**:
That the case studies and decisions for each case be released (See Appendix)

ACTION(S) Secretary to issue a Notice to Market advising of the committee's decision regarding Selling Days in Non-Standard Weeks.

N69/21/9.0 DESIGNATED NON MULESED FEATURE SALE PROPOSAL

NASC considered a wool grower proposal to introduce a designated Non-Mulesed (NM) feature Sale(s) to the Wool Selling Program. The objective of the proposal was to provide an aggregation, cataloguing, selection, and marketing/promotion opportunity for NM wool.

The committee did not feel a designated NM feature Sale was appropriate for these objectives, as

- The topic of mulesing, and by extension non-mulesed, has been subject to extensive industry discussion for over a decade and was well known in the commercial raw wool pipeline. A Sale *in itself*, was unlikely to materially increase macro awareness or demand/supply of this wool type,
- Aggregation of NM lots into a single auction catalogue could (if excessive) lead to funding pressure on these types and/or distorted price signals that may not be evident in other Sales.
- Regardless of cataloguing convention, NM lots are easily identified and selected by buyers as their normal pre-sale preparation, and
- There was a preference that NM wool should be rostered as part of normal supply and demand cycles.

OUTCOME(S) It was **AGREED**:
That there were insufficient benefits to support the proposal.

ACTION(S) Secretary to write to the proposer of this motion, explaining the committee's decision regarding a designated Non-Mulesed Sale.

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N69/21/10.0 BUYERS BIDDING IN MULTIPLE NAMES

NASC discussed the topic of buyers bidding in multiple names.

N69/21/11.0 SALE ADMINISTRATION

11.1 SELLING ARRANGEMENTS: ADVISED vs ACTUAL

At NASC68, concerns were raised about the variance between broker Advised quantities (Selling Arrangements) and Actual (Transmitted). The Selling Arrangements are commercially and administratively important documents, used by both buyers and sellers for a raft of their individual processes.

AWEX has advised that it did not recommend a reissue of Selling Arrangements as:

- It relies on brokers advising and updating their figures online (which may or may not happen).
- Buyers tend to be interested in large changes at a room or day level rather than individual broker. The size of the change at room or day level is the sum of the parts, which can only be known if all brokers (with changes) update their figures.
- AWEX would need to charge the individual broker(s) making changes to cover staff time involved in checking and republishing.
- In cases of large variation this may require resequencing of brokers.
- It wishes to avoid market fatigue with re-issues.
- Suppliers will increasingly place less management emphasis on the Selling Arrangement which should be considered a primary document.

AWEX proposed a 'Selling Arrangement Variance' Report. This report would be system generated and would compare the Selling Arrangements to the Transmitted catalogue. This could be run after each catalogue day deadline or released as Sale report each Monday. It can be configured to run when Sale Room variance exceeds nominated thresholds (e.g., +/- 100 lots) which gives more flexibility to the committee to trial different thresholds.

The committee discussed this topic, noting that large variations between advised and actual selling arrangements are detrimental to the industry as a whole and that a report highlighting large variations would be of benefit.

OUTCOME(S) It was AGREED:

That AWEX develop a report to advise the trade of variations between advised and actual quantities.

ACTION(S) Secretary to request AWEX to develop an Advised vs Actual Selling Arrangement report and for this report to be issued to the buying trade once developed.

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11.2 LATE CATALOGUE TRANSMISSIONS - COMPLIANCE

There continues to be late transmissions from some brokers. The deadlines are to be considered Business Rules not guidelines. At NASC68, NASC asked for some options to be considered that may be implemented where a broker's catalogues was late (excluding situations outside of broker control).

NASC was asked to consider the following as a possible option:

- Where a catalogue is transmitted late* the broker shall forgo existing roster arrangements and shall be rostered last in each room for their next 4 roster appearances in the centre. This would be regardless of any group affiliation, or room clashes which the broker shall be required to manage.
- Where multiple brokers are late, they shall be either;
 - rostered last on another day (regardless of rotations), or
 - rostered last in another 4 week period, or
 - rostered last in order of lateness (i.e., latest will be last).

*excluding genuine circumstances outside the control of the broker – e.g., systems failure, comms outage, EDI Network down. These must be communicated prior to the deadline and third-party verification shall be sought.

OUTCOME(S) It was AGREED:

That this proposal required consultation with industry, that committee members would canvass their constituents and discuss this matter further at NASC-70.

ACTION(S) Committee members to canvass constituents on Late Catalogue Transmissions and possible consequences for non-compliance.
Add Late Catalogue Transmissions – Compliance to NASC-70 agenda.

N69/21/12.0 CATALOGUE DEADLINES – TUESDAY/DAY 1 NORTHERN REGION

NASC approved the implementation of Tuesday/Wednesday Selling at NASC-67. Submissions made on this topic included concern from Northern Region brokers re the ability to meet deadlines.

Buyers accepted this in good faith and an offer was made to extend deadline for Tuesday Sellers. 8AM Friday was proposed. The Northern Region buyer said during the meeting he would need to consult with his constituents. This was reported in the Summary of Outcomes.

NASC subsequently agreed to implement Tuesday/Wednesday selling as a majority 7/1 with the Northern Region Seller Representative not supporting the proposal.

The Northern Region Buyer has subsequently advised that 8AM Friday does not have support from his constituents as:

- there are significant concerns that brokers will not meet the 8AM deadline (as often occurs) which means buyers do not start at 8am,
- 8AM EDI and printed is not able to be met simultaneously, and
- buyers in other centres have 2 full days available for valuing.

The Northern Region Buyer believes a later deadline on Thursday could be negotiated which gives time for any issues to be sorted out prior to work on Friday.

The Northern Region Seller felt that another approach would be for the Northern Region Sellers to provide an earlier draft transmission for buyers to get started, with the final lodged by 8AM.

OUTCOME(S) It was AGREED:

That the Northern Seller Representative was asked to follow up on his previous contact with AWTA. The Northern Buyer and Seller representatives would meet to attempt to

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resolve a workable solution to this issue and advise the committee by the 1st of March as to the outcome. If no mutually agreeable solution can be reached this item will be added to NASC-70 for a final decision by the full committee.

ACTION(S) Northern Buyer and Seller representatives to meet to discuss the above topic, advising the Secretary of the outcome of the meeting. If no outcome is reached, add Northern Region Catalogue Deadlines to NASC-70 agenda.

N69/21/13.0 EARLY TRANSMISSION OF AUCTION CATALOGUES

The committee received a submission from the 4th Buyer Representative proposing the brokers transmit an early 'draft' EDI catalogue 4 business hours before the official deadline (e.g., 11AM draft for a 3PM final).

The purpose of the request is to enable buyers to commence valuing earlier and, in some cases, (3-day Sales) build Selection Reports prior to the weekend.

The 'draft' catalogue transmission (and showfloors) would most likely be incomplete which was recognised/understood by the proposer and is accepted as part of the request.

The Secretary advised the committee that IT development and testing is required by both senders and receivers before such a practice is adopted. More work is required with software providers to adopt a common update methodology and to ensure any limitations/risks are documented/understood.

The Seller Representatives expressed no desire for this practice to be compulsory, instead agreeing that individual brokers could adopt this procedure on a voluntary basis. The Sellers stressed that significant changes can/will occur to catalogues and showfloors (e.g. add/remove/move lots and updates to test results) in the period between the proposed draft and final transmissions.

OUTCOME(S) It was **AGREED**:
Individual brokers could adopt this practice on a voluntary basis.

N69/21/14.0 CATALOGUE SEQUENCING (WOOL TYPE GROUP WITHIN CENTRE)

NASC received a submission from the Southern Buyer Representative outlining a proposal to change the current catalogue sequencing method. A broker catalogue is currently grouped by Centre within each Wool Type Group.

This proposal seeks to reverse this grouping to Wool Type Group within Centre.

The suggested potential benefits are:

- easier navigation when using handheld devices, and
- increased diversity in types being offered earlier (in the sale room), particularly in larger catalogues.

The committee was advised that this represents a significant change from a showfloor/lotting perspective. If industry supported this proposal, implementation would need to be over a major Recess and that this would be a national standard.

The committee discussed this proposal, with members outlining the both the positive and negative impacts this could have on the industry.

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OUTCOME(S) It was AGREED:
That this proposal would need to be taken to industry for consultation, to be discussed at the next meeting.

ACTION(S) Committee members to canvass constituents on Catalogue sequencing.
Add Catalogue Sequencing (Wool Type Group Within Centre) to NASC-70.

N69/21/15.0 COMBING MERINO LAMBS IN WHITE CATALOGUE - LENGTH

NASC was asked to review the Business Rule on the recommended minimum length of combing Merino lambs that can be offered/catalogued in Room 1 (white catalogue). The current business rule for minimum length for Merino wool described as LMS (to be in the white catalogue) is 75mm.

This request was initiated as a mechanism to relieve lot allocation restrictions in Melbourne Room 2.

The committee discussed this submission, being mindful that a lowering of the allowable length of wool described as lambs, would help alleviate lot differentials between Rooms 1 and 2 in Melbourne.

OUTCOME(S) It was AGREED:
That the minimum length of Merino wool described as lambs allowed in the white catalogue was 60mm, provided that the wool also possessed a staple strength result and was even in length.

Brokers retain the option to lot this wool in Room 2 catalogues Green/Blue catalogues if they feel the lot in question is better suited.

ACTION(S) Notice to Market to be issued advising Rule Change.

N69/21/16.0 REGIONAL SALE

AWEX submitted a proposal to NASC early in 2020 to sponsor/host a Sydney Sale in Dubbo in the second half of 2020. This was accepted. COVID-19 restrictions prevented this Sale from proceeding.

AWEX has resubmitted this proposal for the second half of calendar year 2021. The proposal is to hold the auction at Dubbo, with showfloor operations remaining in Yennora. The Sale week is subject to confirmation.

The committee supported this submission, feeling that conducting a regional sale was an excellent way of showing support for regional communities.

OUTCOME(S) It was AGREED:
That the application to hold a Sydney Sale in a regional centre was approved.

ACTION(S) Secretary to advise AWEX of the committee's decision regarding a regional sale in Dubbo and to facilitate the implementation of this sale.

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N69/21/17.0 OTHER BUSINESS

17.1 OBSERVER STATUS

The committee discussed an expression of interest regarding Observer status.

OUTCOME(S) It was **AGREED**:

No changes would be made to existing Observer status arrangements. The committee noted that where an Item or Issue required specific input, it would continue to invite relevant parties as the circumstances dictated.

ACTION(S) Secretary to respond to applicant.

N69/21/18.0 NEXT MEETING SCHEDULE

Meeting Code	Week	Date	Time	Format
NASC-70	47	20/21* May	1:30 PM AEST	TBA
NASC-71	9	2/3* September	1:30 PM AEST	TBA
NASC-72	20	18/19* November	1:30 PM AEDT	TBA
NASC-73	33	17/18* February		TBA

*subject to 2 or 3 day Sale.

Meeting Closed: **5:10 PM 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@pimorris.com.au
Paul Harmer	South Buyer	0412 547 553	pharmer@yarrowool.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
Brian Vagg	4 th Buyer	0417 826 276	brianv@segardmeasurel.com.au
Les Targ	Chairman	0414 365 933	

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AUSTRALIAN WOOL SELLING PROGRAM 2021/22 SEASON

This TENTATIVE version of the 2021/22 Australian Wool Selling Program (WSP) was first published in **February 2020**, was reviewed in **February 2021 and will be finalised in May 2021**. Whilst every effort is made to ensure the WSP is correct at the time of publication, the WSP is subject to change without notice. Accordingly, NASC does not invite reliance upon nor accept responsibility for information provided in this WSP. Arrangements made based on this WSP are at own risk.

WEEK NO	COMMENCING	NORTH	SOUTH	WEST	NOTES
1	05-Jul-21	S01	M01	F01	
2	12-Jul-21	S02	M02	F02	
3	19-Jul-21	RECESS	RECESS	RECESS	
4	26-Jul-21	RECESS	RECESS	RECESS	
5	02-Aug-21	RECESS	RECESS	RECESS	
6	09-Aug-21	S06	M06	F06	
7	16-Aug-21	S07	M07	F07	
8	23-Aug-21	S08	M08		Wool Week
9	30-Aug-21	S09 ^{AS}	M09	F09	NASC-71
10	06-Sep-21	S10	M10	F10	
11	13-Sep-21	S11	M11	F11	
12	20-Sep-21	S12	M12*	F12	Public Holiday tbc
13	27-Sep-21	S13 ^{AS}	M13	F13*	
14	04-Oct-21	S14*	M14	F14	
15	11-Oct-21	S15	M15	F15	
16	18-Oct-21	S16 ^{AS}	M16	F16	
17	25-Oct-21	S17	M17	F17	
18	01-Nov-21	S18	M18*	F18	
19	08-Nov-21	S19 ^{AS}	M19	F19	
20	15-Nov-21	S20	M20	F20	NASC-72
21	22-Nov-21	S21	M21	F21	
22	29-Nov-21	S22 ^{AS}	M22	F22	
23	06-Dec-21	S23	M23	F23	
24	13-Dec-21	S24	M24	F24	
25	20-Dec-21	RECESS	RECESS	RECESS	
26	27-Dec-21	RECESS**	RECESS**	RECESS**	
27	03-Jan-22	RECESS*	RECESS*	RECESS*	
28	10-Jan-22	S28	M28	F28	
29	17-Jan-22	S29	M29	F29	
30	24-Jan-22	S30*	M30*	F30*	Tue/Thu only
31	31-Jan-22	S31	M31	F31	
32	07-Feb-22	S32 ^{AS}	M32	F32	
33	14-Feb-22	S33	M33 ^T	F33	NASC-73
34	21-Feb-22	S34	M34	F34	
35	28-Feb-22	S35 ^{AS}	M35	F35	
36	07-Mar-22	S36	M36	F36*	
37	14-Mar-22	S37	M37*	F37	
38	21-Mar-22	S38	M38	F38	
39	28-Mar-22	S39	M39	F39	
40	04-Apr-22	S40	M40	F40	
41	11-Apr-22	S41*	M41*	F41*	Tue/Wed only
42	18-Apr-22	RECESS*	RECESS*	RECESS*	
43	25-Apr-22	S43*	M43*	F43*	Wed/Thu only
44	02-May-22	S44	M44	F44	
45	09-May-22	S45	M45	F45	
46	16-May-22	S46	M46	F46	NASC-74
47	23-May-22	S47	M47	F47	
48	30-May-22	S48	M48	F48	
49	06-Jun-22	S49	M49	*	
50	13-Jun-22	S50*	M50*	F50	
51	20-Jun-22	S51	M51		
52	27-Jun-22	S52	M52	F52	
	1H Sales	21	21	20	
	2H Sales	24	24	22	

- * = Public Holiday(s) during week (as known at time of publication)
- AS = designated Australian Superfine Sale
- T = Tasmanian feature Sale (M33)
- n = intended New Zealand offering (tba)
- Chinese New Year commences 01 Feb
- EDI Season Code = 21

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Selling Days

Case: Centre X is a 3-Day Sale, Centres Y & Z are 2-Day Sales, No Public Holidays

Centre	Monday	Tuesday	Wednesday	Thursday
X				
Y				
Z				

Case: Centre X is a 3-Day Sale, Public Holiday in Region Y and 2-Day Sales in Y & Z

Centre	Monday	Tuesday	Wednesday	Thursday
X				
Y				
Z				

Case: Public Holiday in Region X on Monday, Centre Y & Z 2-Day Sales

Centre	Monday	Tuesday	Wednesday	Thursday
X				
Y				
Z				

Case: Public Holiday in Region X on Tuesday (e.g. Melbourne Cup)

Centre	Monday	Tuesday	Wednesday	Thursday
X				
Y				
Z				

Case: Public Holiday in Region X on Friday (e.g. AFL Grand Final Eve)

Centre	Monday	Tuesday	Wednesday	Thursday	Friday
X				x	
Y					
Z					

Case: Opening Week: First week after a Major Recess, Centre X is a 3-Day Sale (see also 3-Day Sale in one region)

Centre	Monday	Tuesday	Wednesday	Thursday
X				
Y				
Z				

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Case: Closing Week: Last week prior to a Major Recess, Centre X is a 3-Day Sale (see also 3-day Sale in one region)

Centre	Monday	Tuesday	Wednesday	Thursday
X				
Y				
Z				

Case: Wool Week (Thursday/Friday)

All centres offer Tuesday/Wednesday in Week 08 (unless 3-days required) – Existing policy.

Centre	Monday	Tuesday	Wednesday	Thursday
X				
Y				
Z				

AND

All Centres offer Tuesday/Wednesday/(Thursday) in Week 09 (unless centre X is 3-day Sale then see Case 1.

Centre	Monday	Tuesday	Wednesday	Thursday
X				
Y				
Z				

Case: One centre has a 1-Day Sales (Centre X)

Centre	Monday	Tuesday	Wednesday	Thursday
X				
Y				
Z				

Case: Two centres have 1-Day Sales (Centres X & Y)

Centre	Monday	Tuesday	Wednesday	Thursday
X				
Y				
Z				
