

---

---

## NATIONAL AUCTION SELLING COMMITTEE

---

---

### SUMMARY OF OUTCOMES: MEETING NASC70-2021

THURSDAY 10 JUNE ,1:00PM AEST

#### TELECONFERENCE

#### N70/21/1.0 PRESENT

Les Targ	Chairman
Darren Calder	West Buyer
Stuart Greenshields	North Buyer
Paul Harmer	South Buyer
Jenny Jenkin	South Seller
Stephen Keys	Large Seller
Andrew Mills	North Seller
Scott Shenton	West Seller
Brian Vagg	Fourth Buyer
David Cother	Secretary
Andrew Rickwood	Secretary (Alternate)

#### N70/21/2.0 APOLOGIES

Nil

#### N70/21/3.0 WELCOME

The Chairman welcomed Stuart Greenshields as the new Northern Buyer Representative. He acknowledged former committee member Peter Brice, thanking him for his valuable and thoughtful contributions to the committee over a prolonged period. The Chairman thanked outgoing Western Seller Representative Darren Calder for his time and contributions over his term during a challenging period.

#### N70/21/4.0 MINUTES PREVIOUS MEETINGS

NASC69 Accepted with no amendments.

#### N70/21/5.0 ACTION ITEMS (Last meeting and yet to complete)

Item ID	Description/Action/Comment	Status
N69/6.1	Chairman and Secretary to form a working group to review the 2021/22 Wool Selling Recess Weeks, which would meet and compile a report for the committee with recommendations on changes (if any) to the current recess weeks.	Working group formed, meetings held and report outlining recommendations provided to committee.
N69/6.0	The 2021/22 Wool Selling Program to be issued to the trade.	Released as "under review"
N69/7.0	Add COVID-19 Business Rule Review to NASC-70 agenda.	Added to NASC-70 agenda
N69/8.0	Secretary to issue a Notice to Market advising of the committee's decision regarding Selling Days in Non-Standard Weeks.	Completed
N69/9.0	Secretary to write to proposer of a Non Mulesed feature sale, advising them of the committee's decision regarding this concept.	Completed

---



---

## NATIONAL AUCTION SELLING COMMITTEE

---



---

N69/11.1	Secretary to request AWEX to develop an Advised vs Actual Selling Arrangement report, to be issued to trade once developed.	In progress
N69/11.2	Committee members to canvass constituents on Late Catalogue Transmissions and possible consequences for non-compliance, add to NASC-70 agenda.	Deferred to NASC-71
N69/12.0	Northern Buyer and Seller representatives to meet to discuss Northern Region Catalogue Deadlines. If no outcome is reached, add Northern Region Catalogue Deadlines to NASC-70 agenda.	No outcome – Added to NASC-70 agenda
N69/14.0	Committee members to canvass constituents on Catalogue sequencing (Wool Type Group Within Centre) and this item to be added to NASC-70.	Added to NASC-70 agenda
N69/15.0	Secretary to issue a notice to the trade advising of change to rule regarding offering of combing lambs in Room 1.	Completed
N69/16.0	Secretary to advise AWEX on the committee's decision regarding a regional sale in Dubbo and to facilitate the implementation of this sale.	In progress
N69/17.1	Secretary to respond to applicant who requested observer status on the committee, advising them of the committee's decision.	Completed
N67/10.0	Add Alterations Listings to email distributions to NASC-68	Deferred to NASC-70
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 <b>Look at developing joint doc. with AWTA</b>	In progress
N50/14.0	Room Sheriff – role and responsibilities	In progress
N42/10.5	New entrant protocol	Yet to commence

### **N70/21/6.0 AUSTRALIAN WOOL SELLING PROGRAM – RECESS WEEKS**

At NASC69 it was agreed that a Working Group was to be established to provide a report on possible changes to Recess weeks on the annual Wool Selling Program. This Working Group was formed, consisting of members from both buying and broking groups, with all regions represented.

The Working Group consider the current Recess week pattern and have provided the committee with three recommendations. The committee was advised that the Working Group recommendations attempted to strike a balance between sectorial requirements and operations implications.

Each committee member was given the opportunity to outline the position of their constituents on the proposed recommendations.

---

---

## **NATIONAL AUCTION SELLING COMMITTEE**

---

---

These recommendations continued to be discussed at length, however the committee decided that further consultation with their constituents would be needed before a final decision could be made.

**OUTCOME** That committee members would organise meetings within their regions, with both buyers and sellers in attendance, to inform their constituents of the Working Group recommendations. To then canvass their constituents on their views on these recommendations, for a final vote to be held at the next meeting.

**ACTION(S)** Committee members to consult/organise meetings within their respective regions, to inform and then canvass on Working Group recommendations. Australian Wool Selling Program – Recess Weeks Review to be added to NASC71 agenda.

### **N70/21/7.0 COVID-19 BUSINESS RULES AND MEASURES - REVIEW**

The committee discussed the current measures in place and were given the opportunity to raise any issues they had with the business rules and measures as they currently stand.

**OUTCOME** That all current business rules and measures would remain, with a further review to take place at NASC71, unless circumstances required more immediate action.

**ACTION(S)** Add COVID-19 Business Rules and Measures – Review to NASC71.

### **N70/21/8.0 TUESDAY/WEDESDAY/(THURSDAY) SELLING**

At NASC68, the committee considered concerns raised by Northern Region Sellers about logistical implications of Tuesday/Wednesday Selling and specifically about the catalogue deadline for Tuesday sellers (as Wednesday seller deadlines are unchanged). Several options, including extending the Tuesday deadlines were discussed, with 8AM Friday one such option. The North Seller Representative said this would help. The North Buyer Representative noted that he would need to consult with his constituents on this. Subsequent advice from the Buyer Representative noted that there was no support for 8AM.

The Chairman asked the Northern Region Broker Representative for an update of meeting outcomes between regional brokers and AWTA. This was provided.

Up to this meeting the Buyer and Seller Representatives with Northern constituents were asked to try to resolve this matter at a local level. If no agreement could be reached, this matter would be referred to the full committee for resolution.

The outgoing Northern Buyer Representative made a submission suggesting that slowing broker day rotations, from weekly to quarterly (say), may be an option, as this may reduce the 'back to front' turn-around time. The (North) Seller Representative did not think this would assist but agreed to take it back for consideration.

The Chair noted that the preferred option remains that the North Representatives negotiate a position that can work for buyers and sellers: the preferred position of 3PM (Buyers) was not supported by Brokers, and 8AM (Brokers) was not supported by Buyers.

---

---

## **NATIONAL AUCTION SELLING COMMITTEE**

---

---

**OUTCOME** The Seller Representatives would discuss with their constituents the option relating to reducing day rotations.  
Unless local Representatives could negotiate a mutual position the transmission deadline for Northern Region Tuesday sellers would be by 8AM Friday (once COVID Rules are relaxed).

### **N70/21/9.0 SELLING DAYS IN PUBLIC HOLIDAY WEEKS**

At NASC69 the committee considered a range of selling day scenarios under Tuesday/Wednesday selling. Following the implementation of the agreed protocols for Public Holiday weeks, the committee received a submission requesting reconsideration of two scenarios. These scenarios involved when one selling centre has a Public Holiday, the other two centres would also move selling days, to avoid any centre selling in isolation.

**OUTCOME** No change to the published patterns would be made at this time.

### **N70/21/10.0 ACCESS TO MORE LOTS TO VALUE ON FRIDAY (MELBOURNE 3-DAY SALE)**

A submission was received seeking consideration over whether it would be possible to have more lots to value on Friday, when Melbourne is rostered as a 3-day sale. The submission sought to have the catalogue deadline for Wednesday sellers moved forward to 12pm Friday (currently 3pm Friday), to allow buyers more lots to value on Friday.

**OUTCOME** That the current catalogue transmission times would remain, but brokers would be encouraged to transmit catalogues as early as possible.

### **N70/21/11.0 CATALOGUE SEQUENCING PROPOSAL**

At NASC69, a proposal was introduced by the Southern Buyer Representative that the sequencing structure of the catalogue could be modified to better reflect the current needs of buyers. The proposal was to change the groups from Centre within Wool Type Group to Wool Type Group within Centre.

A simple example would be (for the Room 2 catalogue of Broker X) all Portland wool would be lotted together with the MSKTS followed by the XBFS.

The committee was provided with benefits of this proposal, it was decided however, that a more detailed paper outlining the potential benefits would be needed before the committee could reach a decision.

**OUTCOME** That the Southern Buyer representative would prepare a more detailed submission, outlining the pros and cons of the above proposal, for consideration at NASC71.

**ACTION(S)** Southern Buyer Rep to prepare paper supporting the Catalogue sequencing proposal. Add Catalogue Sequencing Proposal to NASC71.

---

---

## **NATIONAL AUCTION SELLING COMMITTEE**

---

---

### **N70/21/12.0 DRAFT CATALOGUE TRANSMISSION**

At NASC69, NASC agreed that brokers and buyers wanting to access early draft catalogues by EDI could do so by mutual arrangement. It was flagged during this meeting that there are operational and data risks.

The Secretary presented this proposal to the WIEDPUG committee to raise awareness of the IT providers of potential issues and ways to mitigate risks.

The Committee discussed this matter, with it being noted that, in this case, it is brokers and buyers need to work with their software providers to reduce and manage risks associated with data handling under the current EDI structures. A paper detailing the alert points and potential mitigation options will be made available to interested parties.

**OUTCOME** That no further action is required on this matter as this is now between IT providers and their clients.

### **N70/21/13.0 OTHER BUSINESS**

#### **13.1 SINGLE AUCTIONEER TEAMS**

The committee was advised by AWEX Sale Admin that the number of brokers in Melbourne relying on one auctioneer to sell both rooms is approaching a point where compromises in the objectives of the Sale Administration function are being made.

NASC was asked to consider this matter and what, if any, position should be taken on the use of one auctioneer as a standard operating model. It was noted that under the COVID environment some brokers had been sharing resources.

The committee acknowledged the situation and noted that, (excepting COVID essential staff situations), brokers should work towards being able to resource two rooms simultaneously where rostered.

The committee discussed the use of single auctioneers, following which:

**OUTCOME** Brokers using one auctioneer, should (for now) be strongly encouraged to bolster their selling resources to resource two sale rooms simultaneously if rostered.

**ACTION(S)** Secretary to draft and issue a notice to Southern Sellers using one auctioneer, advising them of the above decision.

#### **13.2 FOUR WEEK FORECAST**

The committee received buyer correspondence regarding the AWEX Four Week Forecast (FWF) expressing concerns over forecast totals.

The Secretary advised the committee that AWEX accepts these concerns and will explore ways to improve this report.

---

---

## NATIONAL AUCTION SELLING COMMITTEE

---

---

### 13.3 EDI SALE ROSTER

The EDI Roster is a reference table used by the EDI Network to check auction catalogue transmissions are consistent with the Selling Arrangements. This was implemented approximately 15 years ago to reject catalogues with incorrect sale dates.

Recently the EDI Roster has been checking against the full EDI Code (of the Selling Broker). This has resulted in the unexpected consequence of portions of transmissions being rejected *where a broker includes a late addition after the Selling Arrangement*. In some cases, the rejected transmissions are sent after the deadlines (once diagnosis and corrective action taken).

NASC was asked whether it had any objections to the validation rule being relaxed to avoid these late additions.

**OUTCOME** That the data check on catalogue transmissions be reverted to original level, where only the correct sale date is verified.

**ACTION(S)** Secretary to advise EDI service provider of the committee's decision regarding EDI transmissions.

### N70/21/18.0 NEXT MEETING SCHEDULE

Meeting Code	Week	Date	Time	Type
NASC-71	9	2/3 September 2021	1:30 PM AEST	Remote
NASC-72	20	18/19 November 2021	1:30 PM AEDT	Remote
NASC-73	33	17/18 February 2022	TBA	Face to Face

Meeting Closed: **3:00 PM AEST**

For more information: NASC representatives

Name	Position	Contact No	E-mail
Darren Calder	West Buyer	0402 043 341	<a href="mailto:dcalder@pjmorris.com.au">dcalder@pjmorris.com.au</a>
Stuart Greenshields	North Buyer	0488 095 006	<a href="mailto:stuart.g@ewexports.com.au">stuart.g@ewexports.com.au</a>
Paul Harmer	South Buyer	0412 547 553	<a href="mailto:pharmer@yarrawool.com.au">pharmer@yarrawool.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@landmark.com.au">stephen.keys@landmark.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	Fourth Buyer	0417 826 276	<a href="mailto:brianv@segardmeasurel.com.au">brianv@segardmeasurel.com.au</a>
Les Targ	Chairman	0414 365 933	