
NATIONAL AUCTION SELLING COMMITTEE

SUMMARY OUTCOMES: MEETING NASC71-2021

THURSDAY 2 SEPTEMBER, 10:00AM AEST

TELECONFERENCE

N71/21/1.0 PRESENT

Les Targ	Chairman
Paul Foley	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	4 th Buyer
David Cother	Secretary
Andrew Rickwood	Secretary (Alternate/Assistant)

N71/21/2.0 APOLOGIES

Nil

N71/21/3.0 WELCOME

The Chairman welcomed Paul Foley to his first Quarterly Meeting as the recently elected Western Buyer Representative. He thanked him for volunteering his time to the committee and outlined the protocols of the committee.

The Chairman thanked the outgoing Western Buyer Representative, Darren Calder, acknowledging his valuable contribution particularly during the more challenging period of COVID-19.

N71/21/4.0 MINUTES PREVIOUS MEETINGS

NASC70 Outcomes accepted with no amendments.

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N71/21/5.0 ACTION ITEMS (Last meeting and yet to complete)

Item ID	Description/Action/Comment	Status
N70/6.0	Committee members to organise meetings with buyers and sellers to discuss proposed changes to recess weeks (as outlined be working group), to then canvass their constituents on their views for final vote to be held at next meeting.	Completed
N70/7.0	Add COVID-19 Business Rules and Measures – Review to NASC-71 agenda.	Added to NASC-71 agenda
N70/11.0	Southern Buyer Rep to prepare a paper supporting the catalogue sequencing proposal. Add Catalogue Sequencing Proposal to NASC-71 agenda.	Paper prepared and distributed. Added to NASC-71 agenda.
N70/13.1	Secretary to draft and issue a notice to Southern sellers using one auctioneer, advising them of the committee's recommendation that they bolster their selling resources.	Completed
N70/13.3	Secretary to advise EDI service provider of the committee's decision regarding EDI transmissions.	Advised and implemented
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 – testing
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
N69/16.0	Secretary to advise AWEX on the committee's decision regarding a regional sale (S17/21) in Dubbo and to facilitate the implementation of this sale.	Cancelled
N67/10.0	Add Alterations Listings to email distributions to NASC-68	Deferred to NASC-71
N63/10.3	Northern Region representatives and Secretary to work towards setting up an Auctioneers school	In progress
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	Yet to commence
N42/10.5	New entrant protocol	Yet to commence

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N71/21/6.0 AUSTRALIAN WOOL SELLING PROGRAM – RECESS WEEKS

At NASC69 NASC agreed to establish a Working Group to assess and provide a report on the number and timing of Recess weeks on the Annual Wool Selling Program.

The committee was provided with the following recommendations from the Working Group at NASC70:

- Reduce the mid-year Recess to 2 weeks (Season Weeks 3 and 4). Week 5 would be restricted to Wednesday/Thursday selling only.
- Sale Days will not be scheduled when Chinese New Year falls on a selling day (Tuesday/Wednesday or Thursday).
- The 1-week Easter Recess will remain.
- The 3-week Christmas recess will remain.

These recommendations were circulated to auction participants prior to this meeting. The committee was asked to consult with their constituents to finalise a position at this meeting (NASC71).

A lengthy discussion was held, during which Representatives presented the views from their constituents. Following these discussions, the Chairman called for a vote on the Recommendations.

OUTCOME(S): 1. There was insufficient support for Recommendation 1 (and as such) the mid-year Recess would remain as Season Weeks 3, 4 and 5.
2. The committee supported Recommendation 2, initially as a one-year trial, to reviewed after 12 months.
3. Recommendations 3 and 4 were accepted.
4. The Chairman acknowledged the efforts of the Working Group and requested the Secretary to provide feedback.

ACTION(S) Secretary to release 2022-23 Australian Wool Selling Program.
Secretary to write to Working Group, thanking them for their contributions and advising them of the committee's decision.

N71/21/7.0 COVID-19 BUSINESS RULES AND MEASURES - REVIEW

The committee discussed the current measures in place and were given the opportunity to raise issues or concerns. New South Wales and Victoria were recording increased case numbers of the Delta strain. It was felt prudent to implement some additional measures to reflect the increased COVID case rates.

OUTCOME(S): 1. The start times in Rooms 1 and 2 in Sydney and Melbourne would be staggered to minimise contact between Room teams. It was decided Room 2 will start at 11:00am and Room 1 will start at 11:15am.
2. Melbourne Sale Room 2 will move to the lunchroom to allow for greater social distancing between buyers.
3. Melbourne will be restricted to two selling days, with daily lot limits of 1200/1300 average lots per day, to minimise the amount of time buyers spend at the selling centre. Three-day Sales in Melbourne will be allowed from/including M17. A review will be held in week 13 to assess whether circumstances (e.g. case rates) allow three day Sales to occur before M17.

ACTION(S) Secretary to release Notice to Market.

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N71/21/8.0 CATALOGUE SEQUENCING PROPOSAL (CENTRE BY WOOL TYPE)

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

The suggested benefits of this proposal were potentially less showfloor sections, easier handheld navigation and earlier access to a range of types in larger catalogues (from a sale room perspective).

ACTION(S) The Southern Region Buyer Representative is to continue local consultation to establish support for such a proposal.

N71/21/9.0 OTHER BUSINESS

9.1 Selling Days and Catalogue Deadlines (Weeks 12-18)

The Secretary asked the committee if there was any comment on the Selling days and Catalogue Deadlines roadmap (over the Week 12-18 period). There are four local Public Holidays during this period.

OUTCOME: No changes were requested.

ACTION(S) Secretary to issue Sale Days and Catalogue Deadlines roadmap.

9.2 Catalogue Deadline (Northern Region)

The Northern Seller Representative advised the committee that agreement had been reached between the Northern Region Buyer and Seller Representatives that the EDI catalogue deadline for Tuesday Sellers would be **4PM AEST Thursday** under a normal Tuesday/Wednesday program.

The Chairman congratulated the Northern Representatives for reaching an agreement.

OUTCOME: The EDI Catalogue deadline for Tuesday Sellers in the Northern Region will be 4PM Thursday under a normal Tuesday/Wednesday program.

9.3 FOUR WEEK FORECAST (FWF)

The Southern Region Buyer Representative raised the question as to whether the Four Week Forecast (FWF) could be reduced from four forecast weeks to two. The Secretary advised that the FWF was an AWEX matter and that concerns about the FWF should be raised directly with AWEX.

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N71/21/10.0 QUARTERLY MEETING SCHEDULE

Meeting Code	Week	Date
NASC-72	20	18/19 November 2021
NASC-73	33	1718 February 2022
NASC-74	46	19/20 May 2022

Meeting Closed: **11:55AM AEST**

NASC Representatives

Name	Position	Contact No	E-mail
Paul Foley	West Buyer	0413 853 003	foley@swanwool.com.au
Stuart Greenshields	North Buyer	0488 095 006	stuart.g@ewexports.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@nutrien.com.au
Andrew Mills	Northern Seller	0437 841 004	andrew@macwool.com.au
Scott Shenton	West Seller	08 9336 3000	scott@woolsite.com.au
Brian Vagg	4 th Buyer	0417 826 276	brianv@segardmeasurel.com.au
Les Targ	Chairman	0414 365 933	