
NATIONAL AUCTION SELLING COMMITTEE

SUMMARY OF OUTCOMES: MEETING NASC73-2022 FRIDAY 18 FEBRUARY, 2:00PM AEDT VIDEO CONFERENCE

N73/22/1.0 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)

N73/22/2.0 APOLOGIES/GUESTS

Nil Apologies

Mark Coggan (Inland Wool Brokers)

N73/22/3.0 WELCOME

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

The Chairman welcomed Mark Coggan who joined the meeting representing the Inland Wool Brokers for discussions on the Wool Selling Programs. The Chairman advised the committee that on this topic ACWEP would be represented by Stuart Greenshields and NCWSBA would be represented by Stephen Keys.

N73/22/4.0 MINUTES PREVIOUS MEETINGS

NASC72 Accepted with no amendments.

N73/22/5.0 ACTION ITEMS (Last meeting and yet to complete)

Item ID	Description/Action/Comment	Status
N72/3.0	Secretary to issue a notice to the trade advising changes to current COVID Rules and Measures.	Completed
N72/3.2	Secretary to send a letter to the Sale Room Provider of the Western Wool Centre asking for the air conditioning in the sale room to be improved.	Completed*
N72/4.0	Remove open items as agreed by committee	Completed
N72/4.0	Representatives to provide feedback to the Secretary regarding Room Sheriff Roles and Responsibilities	Completed
N72/5.1	Secretary to issue a notice to the trade reminding them that passed in lots should be negotiated with discretion and at appropriate times.	Completed

NATIONAL AUCTION SELLING COMMITTEE

N72/5.2	Secretary to issue a notice to the trade advising of the committee's decision regarding new EDI code protocol.	Completed
N72/5.3	The South Buyer Representative and the Fourth Buyer Representative to canvass Buyers to establish a list of contacts for NASC matters, then evenly distribute them between themselves to avoid any future doubling up.	In progress – currently with Secretary
N72/5.5	The Southern Region Representatives to canvass Southern constituents on whether earlier start times warrants further consideration by the committee.	In progress
N71/8.0	Southern Buyer Representative to continue local consultation to establish support for Catalogue Sequencing Proposal (Centre by Wool Type)	In progress
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
N67/10.0	Add Alterations Listings to email distributions to NASC-68	In progress
N64/11.0	Southern Region Representatives 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 Auctioneer school	In progress
N62/8.0	Melbourne Sale Room Imbalance – Southern Region based Representatives to consult locally	Deferred
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

* The Secretary advised the committee that a response was received (from an air-conditioning company) advising that the air conditioner was suitable for the room and was working according to specification. The Western Region Representatives advised that they did not agree with this assessment, and the matter remains open.

N73/22/6.0 WOOL SELLING PROGRAMS

6.1 2022/23 ANNUAL WOOL SELLING PROGRAM

6.1.1 AUSTRALIAN SUPERFINE (AS) SALES

It was AGREED:

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

6.1.2 TASMANIAN FEATURE OFFERING

It was AGREED:

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

6.1.3 CHRISTMAS RECESS

It was AGREED:

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

6.1.4 NORTHERN REGION SALE SERIES

Accepted without change.

6.1.5 SOUTHERN REGION SALE SERIES

Accepted without change.

NATIONAL AUCTION SELLING COMMITTEE

6.1.6 WESTERN REGION SALE SERIES

Accepted without change.

6.1.7 EASTER RECESS

It was AGREED:

A one (1) week Recess for Easter would be programmed for Week 41.

6.1.8 JULY RECESS

It was AGREED:

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

6.1.9 NEW ZEALAND OFFERING

The committee considered a submission from The New Zealand Merino Company detailing their proposed selling program. It was noted one of the proposed weeks was the same as a designated Australian Superfine Sale in Sydney. The committee

6.1.10 WOOL WEEK

Wool Week was notated in Week 8. Wool Week shall be rostered as a two-day Tues/Wed Sale, provided three days are not required.

6.1.11 PUBLIC HOLIDAY (AFL Grand Final)

The AFL Grand Final Eve Public Holiday is gazetted for Week 12. This was added but is subject to any COVID related amendments (by the AFL).

It was AGREED:

The 2022/23 Wool Selling Program could be issued as Final.

ACTION(S) The 2022/2023 Wool Selling Program to be issued to the trade.

6.2 2023/24 TENTATIVE WOOL SELLING PROGRAM

The committee reviewed the Tentative 2023/24 Wool Selling Program using the template from 2022/23.

It was AGREED:

The 2023/24 Tentative Wool Selling Program was to be issued using the same template as the 2022/23 Wool Selling Program.

ACTION(S) The 2023/2024 Tentative Wool Selling Program to be issued to the trade.

N73/22/7.0 WOOL SELLING PROGRAM – CHINESE NEW YEAR

At NASC-65, the committee approved a 'No Sale' day should Chinese New Year (Day) fall on a rostered sale day. This was approved on a trial basis.

A 'No Sale' day was implemented on Tuesday 1 February as this was Chinese New Year (Day).

The committee was asked whether they had received any feedback (domestic or overseas) on this topic. The Chairman asked the committee to provide the Secretary with any future feedback (should it arise).

NATIONAL AUCTION SELLING COMMITTEE

N73/22/8.0 COVID-19 BUSINESS RULES AND MEASURES - REVIEW

The committee discussed the current measures in place at length, with current and emerging Omicron outbreaks dominating discussions. The Secretary updated the committee with State Government directives.

Representatives were asked to provide updates on their respective regions and to recommend to the committee adjustments to regional COVID rules and measures:

OUTCOME: The following outcomes were agreed upon:

Northern Region (Sydney Selling Centre)

- The Sale Room Galleries will be open from **Monday 21 February** (Week 34). Access is to be open to all.
- QR Code check ins are no longer required at the selling centre.
- The wearing of face masks is mandatory until **Thursday 24 February**. They will be optional from/including Friday 25 February.

Southern Region (Melbourne Selling Centre)

- The Sale Room Galleries will remain closed and access to the sale rooms precinct will continue to be limited to essential personnel only. This will be reviewed after four weeks (**18th March**).
- QR Code check ins are no longer required at the selling centre.
- The wearing of face masks is mandatory, but will become optional when the Victorian Government advises this is able to be done. This is believed to be soon.

Western Region (Fremantle)

- The Sale Room Gallery remains closed. Access to the sale room precinct is limited to essential personnel only.
- Face masks are mandatory in the sale room and strongly recommended on the show floor.
- No other changes.

ACTION(S) Secretary to issue a Notice to Market advising of the committee's decision regarding changes to current COVID Rules and Measures.

N73/22/9.0 SHOWFLOOR WHS PROTOCOLS

The committee considered correspondence from AWH seeking NASC support in communicating WHS protocols for showfloor environments. The committee acknowledged this was an important topic and agreed it was prepared to communicate common protocols agreed to by all auction showfloor providers but would not publish individual variations.

It recommended that a meeting of showfloor providers (nationally) be convened by AWEX to determine if a common set of WHS protocols could be agreed to.

OUTCOME: The committee agreed to publish/communicate an agreed common set of WHS protocols for the showfloor environments. The committee recommended that a meeting of showfloor providers be convened by AWEX to consider whether a common set of protocols were possible.

ACTION(S) Secretary to write to AWH and AWEX informing them of the committee's decision regarding showfloor protocols.

NATIONAL AUCTION SELLING COMMITTEE

N73/22/10.0 CHINA AUSTRALIA WORKING GROUP COMMENT

The committee considered correspondence from Mark Grave (a member of the China-Australia Working Group) updating NASC of auction related comments made at its recent meeting that the group wanted conveyed to the committee.

1. Withdrawn Lots: There was concern expressed about the timing and number of withdrawals from auction as this had implications on the available wool to be purchased and subsequent price levels.
2. Auction Volumes: A suggestion was made that a reduction in the number of Sales (thus increasing the size) may lower the impact of offering volatility from week to week and stabilise price movements.

The committee were supplied with background documentation on offering totals, withdrawn, and passed in rates by Sale. Withdrawal rates are higher than pre-COVID times but are trending towards pre-COVID levels. (Extraordinary offering events during COVID were disregarded.)

The committee were unanimous that growers have the right to withdraw and/or set price reserves. These decisions should be made in consultation with their selling broker. In some cases higher Withdrawals and Passed In rates are in response to price changes.

When discussing fewer, but larger, Sales the committee did not feel there was support for such an approach currently. Concerns about reduced market access, potential for volatility to increase between adjacent weeks, and challenges in financing larger sales were points noted.

OUTCOME: The Committee considered the comments provided and appreciated these represented views from downstream. In relation to the Withdrawn volumes, this is a matter managed by growers and brokers and is outside any direct management of NASC. In relation to fewer, but larger Sales, it is NASC's assessment that this is unlikely to have local support at this time.

ACTION(S) Secretary to write to Mark Grave thanking him for referring the comments made at the CAWG and to provide him with comments made at NASC.

N73/22/11.0 OTHER BUSINESS

11.1 SYDNEY EARLY ROOM START: LARGE IMBALANCE ON A DAY

As a result of the NASC approving an early room 2 start in S32/21, the committee was asked by AWEX Sale Admin to clarify the position in relation to Sydney Selling Arrangements should a large imbalance occur again.

The 300-lot rule (which is frequently used in Melbourne) is applied if a room imbalance of 300 lots or more occurs on a sale day. This rule came about as buyers wanted to bring room finishing times closer together. This was originally proposed as a national Rule, however, when implemented in February 2019 in the North several regional brokers expressed concerns about WHS implications for staff travelling to a Sale if there was an earlier start time. NASC put the North on a 12-month trial, acknowledging the concerns but also wanting to measure the impact.

As it turned out there were no Sydney Sales where a 300-lot difference occurred in the trial period. COVID related matters have dominated the NASC Agenda since.

The committee members with constituents in the Northern region outlined their views on this matter, with all noting that as it was infrequent no hard and fast rule was needed, instead local consultation should be taken in each instance. The Secretary advised that local consultation for each instance is an acceptable outcome, although a threshold figure to start discussions should be decided, to reduce the amount of contact needed to deal with this issue.

OUTCOME: Local consultation to occur for each instance there is a large room imbalance. Committee members with Northern region constituents to meet away from the committee to determine a room imbalance threshold figure, which would initiate further discussions and advise the Secretary of this figure.

ACTION(S) Committee members with Northern region constituents to meet away from committee to determine a Room Imbalance Threshold figure and advise the Secretary of this figure.

11.2 TERM EXPIRY

The three-year term of Stephen Keyes (Large Seller Representative) will expire shortly after this meeting. The Chairman thanked Stephen for his enormous contribution over his term, noting his valued input and considered advice.

11.3 ONE DAY SYDNEY AND FREMANTLE SALES WHEN MELBOURNE IS A TWO-DAY SALE

Previously it was decided that Sydney and Fremantle would rotate Day 1 (with the other Centre on Day 2) on occasions when both centres were 1-Day Sales and Melbourne was a 2-Day Sale.

As noted at the time, this was the fairest but not necessarily the easiest/best operational solution.

NASC was asked to consider the following approach by AWEX Sale Admin:

- Fremantle to be Day 1
- Sydney to be Day 2

The reason for this suggestion is that it extends the catalogue deadlines for Sydney (to Day 2 deadlines), at no disadvantage to Fremantle (where a common Day 1 deadline is used regardless of selling day). As the decision on whether centres are confirmed as One-Day sales is not made until the Wednesday prior, some Sydney brokers are left 'hanging' on a final deadline.

NATIONAL AUCTION SELLING COMMITTEE

The committee discussed this proposal, with the Western Region Representatives advising that they have to consult with their constituents before this matter could be properly discussed.

OUTCOME: Western Region Representatives to consult with their constituents about the proposal for Fremantle to permanently sell on the first selling day, if both Sydney and Fremantle require a one-day sale (with Melbourne requiring two days), for further discussion at the next meeting.

ACTION(S) Western Region Representatives to consult with their constituents permanently moving Fremantle to first selling day, add this topic to NASC-74 agenda.

11.4 SELLING ARRANGMENTS – ADDITION OF LOT SIZE

AWEX Sale Admin advised that there have been some recent cases where brokers have inadvertently entered incorrect lots or bales when entering Selling Arrangement figures.

AWEX is looking into improving the data entry and verification gateway to reduce this occurring. In the meantime, it was proposed that lot size per record is published on the Selling Arrangements to assist in detection of some erroneous data.

OUTCOME: The committee agreed that addition of a lot size could be added to the Selling Arrangements.

ACTION(S) AWEX to add lot size to the Selling Arrangements.

N73/22/12.0 NEXT MEETING SCHEDULE

Meeting Code	Week	Date	Time	Type
NASC-74	48	09/10 June 2022	TBA	Remote
NASC-75	9	01/02 September 2022	TBA	Remote
NASC-76	20	17/18 November 2022	TBA	Remote

Meeting Closed: **3:45 PM AEDT**

For more information: 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@yarrawool.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	aardvarc.bvaqq@bigpond.com
Les Targ	Chairman	0414 365 933	