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# NATIONAL AUCTION SELLING COMMITTEE

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Summary of Outcomes: Meeting NASC78-2023  
Thursday 1 June 2023, 2:00PM AEDT  
**Online Conference**

## N78/23/1.0 PRESENT

Les Targ	Chairman
Sarah Druce	Fourth Buyer
Paul Foley	West Buyer
Stuart Greenshields	North Buyer
Paul Harmer	South Buyer
Stephen Keys	Large Seller
Andrew Mills	North Seller
Emma Reynolds	South Seller
Scott Shenton	West Seller
David Cother	Secretary
Andrew Rickwood	Secretary (Alternate/Minute)

## APOLOGIES

Nil

## WELCOME

## N78/23/2.0 MINUTES PREVIOUS MEETINGS

NASC77 Accepted with no amendments.

## ACTION ITEMS (Last meeting and yet to complete)

Item ID	Description/Action/Comment	Status
N77/3.1	On the Tentative 2024/25 Wool Selling Program move the Mid-Year three-week Recess from Weeks 3,4 and 5 to Weeks 5,6 and 7.	Completed
N77/3.2	Large Seller Representative to consult with his constituents to determine which Australian Superfine sales can be flagged for potential removal from the Tentative 2024/25 Wool Selling Program.	Completed
N77/3.3	The 2023/24 Wool Selling Program to be issued.	Completed
N77/3.4	The 2024/25 Tentative Wool Selling Program to be issued to the trade with agreed changes.	Completed
N77/4.0	Northern Reps to review/refine the Sydney Early Room Start Business Rule	In progress
N77/5.0	Southern and Large Seller Reps to canvass their constituents to see what it is possible to achieve regarding Melbourne Catalogue Deadlines.  Once completed, Southern and Fourth Buyer Reps and Southern and Large Sellers Reps to form a Working Group to develop a paper on Melbourne Catalogue Deadlines for consideration at NASC-78	Completed  Completed
N77/6.0	Northern Buyer Representative to canvass principals on Selling days and advise the Secretary on the outcome.	Completed

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## NATIONAL AUCTION SELLING COMMITTEE

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N77/8.0	A Working Group to be formed to consider possible mechanisms to address Room Imbalance in Melbourne.  Add Room Imbalance to NASC-78 Agenda.	Completed
N77/9.2	Add increasing Daily Limits to Offset Withdrawn and Passed in Lots to NASC-78 Agenda	Reviewed as part of Working Group and completed
N76/3.2	Secretary to write to brokers regarding current Melbourne Delivery Boundaries.	In progress
N63/10.3	Northern Region Representatives and Secretary to work towards setting up an Auctioneers school	Yet to commence
N50/14.0	Room Sheriff – role and responsibilities	Yet to commence
N42/10.5	New entrant protocol	Yet to commence

### **N78/23/3.0 AUSTRALIAN WOOL SELLING PROGRAM 2024/25**

The Committee received correspondence from AWIS regarding Wool Week and the 2024/25 Tentative Wool Selling Program. Wool Week has been held in Week 8. With the 2024/25 Recess proposed for Weeks 5-7, Week 8 would be the first week of Sales following the Recess. AWIS outlined their concerns over the new timing of the Recess in relation to Wool Week.

The Chairman opened the discussions by stating that Wool Week is an occasion that the industry can get together, and he believed that the Committee should, if possible, work to assist AWIS.

After discussing several options, the Committee proposed that (for 2024/25) AWIS investigate holding Wool Week in either Week 10 or Week 11 and that (if this was the option decided on by AWIS), NASC would commit to a two-day Tuesday/Wednesday Sale, to allow Thursday free for Wool Week related activities.

**OUTCOME:** NASC suggests (as an option) AWIS investigate whether Wool Week could be held in Weeks 10 or 11. If so, NASC would schedule Sales as 2-Day only in the nominated week.

**ACTION(S)** Secretary to advise AWIS of suggested as outlined above.

### **N78/23/4.0 SOUTHERN REGION WORKING GROUP**

At NASC-77 the Committee requested that a Working Group be formed to consider room imbalance and catalogue deadlines in the Southern Region. This Working Group was convened, consisting of the Southern Buyer Representative, the Southern Seller Representative, the Fourth Buyer Representative, and two delegates representing the buyers and brokers in the South.

The Southern Buyer Representative reported back to the Committee, outlining the Working Group's recommendations/considerations on the following subjects:

#### **4.1 CATALOGUE DEADLINES**

Transmission times to moved earlier to allow for exporters to value and market wool earlier. The Committee was provided suggested transmission times of:

Day 1 – Thurs 3pm  
Day 2 – Fri 12pm  
Day 3 – Fri 3pm

These deadlines would apply for three-day Sales.

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## NATIONAL AUCTION SELLING COMMITTEE

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The Committee discussed this recommendation at length. The Chairman advised that a decision of this nature could not be reached until all Committee members had properly consulted with their constituents. Positions from Service Providers were also provided in the context of changing catalogue deadlines.

**OUTCOME:** Committee members with constituents in the Southern region to discuss with them the recommended changes to catalogue deadlines (as outlined above) for further discussion at NASC-79.

**ACTION(S)** Committee members with Southern region constituents to consult on catalogue deadlines. Add Catalogue Deadlines to NASC-79 agenda.

### 4.2 ROOM 2 IMBALANCE

The Working Group proposed two mechanisms that if felt would assist room imbalance, subsequently reducing the number of 3-day Sales.

1. Merino Lambs with a measured Staple Strength to be lotted/offered in Room 1 with the fleece.

This recommendation received support from the Committee. It was noted that this change will need to be promoted to ensure competition is preserved. It was suggested that it needs to be clearly communicating (that the reasons for) this move is to improve room balance, and potentially reduce 3-day Sales.

2. Increase the Room 2 limits.

The Working Group also recommended increasing the maximum quantity of Room 2 lots to 1400 lots per day. The Committee noted that 1,400 lots per day was a large Sale Day. The Secretary sought clarification (from a Sale Admin and MLA perspective) on whether the 1,400-lot rule would be 1,400 bales per day average, and that the maximum per day could reach 1,430 lots on any one day. The Committee confirmed this, and it was agreed that buyers would be prepared to support longer days, to avoid small 3-day Sales (in Room 1).

**OUTCOME:** Wool described as Lambs with a measured staple strength result to be offered in Room 1.  
The maximum daily room limit (average) to be increased to 1,400 lots.

**ACTION(S)** Secretary to make changes to necessary documents, to reflect the Committee's decisions.

### 4.3 PUBLICATIONS

The Working Group felt it would be beneficial to review the content and timing of the pre-Sale Information publications and suggested the following:

1. Publish Selling Arrangements using transmitted data (after the final transmissions have been made for the next selling week).
2. Move broker Selling Arrangement submission times (for Melbourne Sales) to 3pm Wednesday with the silent copy to be published on Wednesday afternoon,
3. Removing figures from Four Week Forecast.

After some discussion the Chairman advised that as this affects all regions, the Northern and Western Representatives will need time to canvass their constituents on these proposed changes, for further discussion at the next meeting.

**OUTCOME:** All Committee members to canvass their constituents on the proposed changes to Wool Selling Arrangement publication times, for discussion at NASC-79.

**ACTION(S)** Committee members to canvass constituents on proposed changes to Selling Arrangement publication timing. Add Selling Arrangement Publication Timing to NASC-79 Agenda.

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## NATIONAL AUCTION SELLING COMMITTEE

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### 4.4 ONE BALE LOTS

In the context of room imbalance and lots offered the Working Group suggested that the minimum weight of one-bale lots be increased to 150kg and that an education campaign be undertaken on the costs associated with selling light single bales at auction.

It was agreed this was a broader topic that would require reference to and consultation with other agencies/sectors.

### **N78/23/5.0 APPLICATION FOR DELAYED START – JULY 4 – TRADE PHOTO**

The Committee received a submission from Des Warner (photo organiser) asking to delay selling on Tuesday the 4<sup>th</sup> of July in Melbourne by fifteen minutes to allow time for the taking of a trade photograph. All local trade members will be invited to attend.

The Committee agreed to this request. The organiser advised they are aiming to have all sale attendees on location by 10:45am.

**OUTCOME:** The Melbourne sale on Tuesday the 4<sup>th</sup> of July (Week 1) will be delayed by approximately 15 mins to allow time for an industry photograph.

**ACTION(S)** Secretary to advise the organiser of trade photo that the Committee has agreed to request of 15 min delayed start on Tuesday the 4<sup>th</sup> of July.

### **N78/23/6.0 CRITICAL EVENT BUSINESS CONTINUITY AND RECOVERY**

At the request of the Chairman NASC was asked to review a number of critical events in terms of the Committee's response and assess where and how the response could have been improved.

The issues discussed were:

1. Medical Incident
  - a) Need clear signage in all Sale Rooms about medical incident protocol.
  - b) Should Service Providers implement a medical incident drill involving sale room personnel?
2. Systems Outage
  - a) Was it necessary to have the Committee on call?
  - b) How much delegation was/is appropriate/needed?

The Committee took time to work through the questions tabled above. The Committee felt that it was necessary to be on call for potential business outage risk events and was happy to do so in the future, to handle situations as they arise. Its response would be proportional to the scale of the matter under consideration.

The Committee agreed that clear signage in sale rooms outlining actions to be taken in the case of medical emergencies should be provided.

The Committee also agreed that simulation event(s) (for the Committee) to assess the preparedness for a critical incident would be worth investigating.

**OUTCOME:** The Secretary to investigate the formulation of a simulation event to test the Committee's readiness for a critical incident. The Secretary (Alternate) to liaise with service providers to get medical incident posters displayed in all sale rooms.

**ACTION(S)** The Secretary to a critical incident simulated event. The Secretary (Alternate) to liaise with service providers to get medical incident posters displayed in sale rooms.

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## NATIONAL AUCTION SELLING COMMITTEE

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### **N78/23/7.0 EARLY ROOM START - SYDNEY**

Arising from NASC77, Northern Region Representatives were asked to provide an update on the Early Room Business Rule, specifically:

- a) What is the lot threshold at which it is invoked, and
- b) Whether it is always applicable, or only when the affected brokers can support it due to travel restrictions (e.g., a regional broker)

The Northern Region Representatives were not able to conclude this item. The Chairman advised them to seek further guidance from their constituents, and for a decision to be made at the next meeting.

**OUTCOME:** Northern Region Reps to further consult with their constituents on Early Room Start – Sydney, for further discussion at NASC-79.

**ACTION(S)** Northern Region Reps to further consult with their constituents on Early Room Start – Sydney. Add Early Room Start – Sydney to NASC-79 Agenda.

### **N78/23/8.0 DELIVERY ZONE BOUNDARIES – MELBOURNE**

NASC has been asked on occasions to define post sale delivery boundaries in Melbourne. The post-sale delivery boundaries are set in each broker's Post Sale Charge Schedule. The boundaries declare the area/conditions that the broker/handler will deliver wool to as included in their post-sale charge. This is a commercial pricing matter outside the scope of NASC.

The Secretary advised the Committee that representations were received from buyers seeking more consistency and reflecting current locations. It was proposed that a delivery boundary map be released to brokers as recommended by buyers.

The Committee agreed to issue a map to the trade with a covering note suggesting that they use this for Melbourne delivery zones. The Committee wanted to reiterate that this is a suggested zone, put forward by buyers and is not a NASC directive.

**OUTCOME:** Southern Buyer Representative(s) to fine tune Melbourne Delivery Zone Map and issue to brokers, with the Secretary to draft and include a note explaining that the map is a suggestion from buyers and not the Committee.

**ACTION(S)** Southern Buyer Representative and Secretary to edit Melbourne Delivery Zone Map. Secretary to draft a note to send to brokers with the updated map.

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## NATIONAL AUCTION SELLING COMMITTEE

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### N78/23/10.0 NEXT MEETING SCHEDULE

Meeting Code	Week	Date	Time	Type
NASC-79	10	7/8 September 2023	TBA	Online
NASC-80	20	16/17 November 2023	TBA	Online
NASC-81	34	22/23 February 2024	TBA	TBD

Meeting Closed: **3:54 PM AEST**

For more information: NASC Representatives

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#### About NASC

NASC is an independent committee of eight Representatives (four x Buyer, four x Seller) elected by NASC Members. Each Representative is elected for a Term of 3 years. The Committee meets Quarterly and as needed.

The Committee is chaired by an Independent Chairman.

AWEX provides secretarial support and has no voting rights.