

---

# NATIONAL AUCTION SELLING COMMITTEE

---

Summary of Outcomes: Meeting NASC79-2023  
Thursday 7 September, 2:00PM AEST  
**Online Conference**

## **N79/23/1.0 PRESENT**

Les Targ	Chairman
Peter Brice	North Buyer (Alternate)
Sarah Druce	Fourth Buyer
Paul Foley	West 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**

Stuart Greenshields (North Buyer)

## **WELCOME**

The Chairman welcomed Peter Brice to the meeting, thanking him for making time to attend the meeting as alternate North Buyer representative, covering for Stuart Greenshields. The Chairman then welcomed the rest of the committee and thanked them for making their time available.

## **N79/23/2.0 MINUTES PREVIOUS MEETINGS**

**NASC78** Accepted with no amendments.

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

Item ID	Description/Action/Comment	Status
<i>N78/3.0</i>	Secretary to advise AWIS of the committee's suggestion regarding moving Wool Week	Completed
<i>N78/4.1</i>	Southern region reps to consult on catalogue deadlines, add Catalogue Deadlines to NASC-79 agenda.	Completed
<i>N78/4.2</i>	Secretary to make changes to necessary documents, to reflect the committee's decision regarding room imbalance.	Completed
<i>N78/4.3</i>	Committee members to canvass constituents on proposed changes to Selling Arrangement publication timing. Add Selling Arrangement Publication Timing to NASC-79 Agenda.	Completed
<i>N78/5.0</i>	Secretary to advise organiser of Melbourne trade photo that request of 15 min delayed start on Tuesday the 4 <sup>th</sup> of July has been approved.	Completed

---

## NATIONAL AUCTION SELLING COMMITTEE

---

N78/6.0	The Secretary to organise a critical incident simulated event. The Secretary (Alternate) to liaise with service providers to get medical incident posters displayed in sale rooms.	In progress
N78/7.0	Northern Region Reps to further consult with their constituents on Early Room Start in Sydney. Add Early Room Start – Sydney to NASC-79 Agenda	Completed
N78/8.0	Southern Buyer Rep and Secretary to edit Melbourne Delivery Zone Map. Secretary to draft a note to send to brokers with the updated map.	Completed
N77/4.0	Northern Reps to review/refine the Sydney Early Room Start Business Rule	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

### **N79/23/3.0 CATALOGUE DEADLINES (Southern Region)**

Arising from NASC78, NASC representatives were to take final soundings on the following EDI catalogue deadlines for a (Southern Region) three-day Sale prior to implementation.

Day 1: 3pm Thursday (unchanged)  
 Day 2: 12 Noon Friday (previously 3pm)  
 Day 3: 3pm Friday (previously 7am Monday)

The committee was also asked to consider/confirm the deadlines for showfloors/printed catalogues for this series. The committee discussed this proposal and all representatives with Southern constituents agreed to the above deadlines for three-day sales.

The Chairman clarified that this proposal was only relating to three-day Sales and that any changes to catalogue deadlines for two-day Sales in Melbourne would need to be a new submission with full consultation.

The committee accepted the above proposed transmission deadlines for **three-day Sales only**; the committee further agreed that catalogue and showfloor deadlines would be the same as transmission deadlines.

**OUTCOME:** Transmission, printed catalogue, and showfloor deadlines for three-day Sales will be changed to times outlined above.  
 Southern Region Representatives to consider catalogue deadlines for two-day Sales.

**ACTION(S)** Secretary to release a notice to the trade advising of the committee's decision regarding catalogue deadlines for three-day sales.  
 Southern Region Representatives to consider catalogue deadlines for two-day Sales.

---

## NATIONAL AUCTION SELLING COMMITTEE

---

### **N79/23/4.0 SELLING ARRANGEMENTS – TIMING AND CONTENT**

Arising from NASC-78, NASC representatives were asked to consider the proposal to alter the publication timing and content of Selling Arrangements (SA).

The rationale for this request is due to (trade) concern of the variance between the quantities advised by brokers on the Selling Arrangements compared to the Actuals (transmitted quantities).

Notes provided to committee on proposed practice:

- AWEX Sale Admin will not be able to issue SAs for all regions until after the final transmission for the week and reconciliation of lot ranges.
- As proposed, buyers and brokers will not know SA figures until after the final transmission (late Friday afternoon). The only public figures on Sale quantities will be those on the Sale Roster from the previous Friday.
- Will the market (or some of) continue to want an Interim Selling Arrangement (with the broker figures)? This may be in a cut down form.

The committee was provided with tables outlining current practice timeline with proposed practice timeline.

This proposal was discussed at length, with the Chairman offering every committee member time to properly convey the feelings of their constituents.

It was agreed that the market will still require selling arrangement information on Wednesday (or after last lot offered nationally). It was further agreed that the final detailed Selling Arrangement would be released on Friday once all transmissions have been received and figures have been reconciled.

**OUTCOME:** 1. A cut down version of Selling Arrangements will be issued after the final lot sold nationally, with  
2. the detailed copy of the Selling Arrangements using transmitted data will be issued on Friday afternoon once all transmissions have been received and lot ranges verified.

**ACTION(S)** The Secretary to draft and issue a notice to the trade advising of the committee's decision regarding Wool Selling Arrangements – Publication and timing. The Secretary to liaise with AWEX to formulate and release the required documents.

### **N79/23/5.0 EARLY ROOM START - SYDNEY**

NASC representatives were asked to determine if a Business Rule (or Guideline) for Early Room Starts in Sydney can be resolved.

As a starting point the following guideline was provided:

Where the difference between rooms approaches 300 lots (typically 270+), AWEX Sale Admin shall ask Northern Region Representatives if an early start is supported. This may not be supported where early selling brokers have regional teams requiring early starts to the day (travel etc.).

The Northern Seller representative advised he and the Northern Buyer Representative had met following consultations with their respective constituents and that a decision had been made. The new rule for Early Room Starts in Sydney is as follows:

**A minimum of 800 lots in Room 2 and a 300-lot difference between the two rooms will trigger a one-hour early start.**

**OUTCOME:** The above business rule will now be adopted in the Northern Region to determine if/when an early room start is required.

**ACTION(S)** Secretary to update necessary documents to reflect the committee's decision regarding Early Room Starts in Sydney.

---

## NATIONAL AUCTION SELLING COMMITTEE

---

### **N79/23/6.0 PUBLIC HOLIDAYS – SELLING DAYS**

The committee received a submission proposing “that when a regional Public Holiday forces a change from Tuesday/Wednesday to Wednesday/Thursday selling, the change is only implemented in the selling centre where the Public Holiday occurs, rather than in all centres”.

The proposer outlined the rationale for this proposed change is that changing to Wednesday/Thursday selling negates the claimed benefit of Tuesday/Wednesday selling for many weeks of the year.

The current Rule means where a Centre has a local Public Holiday (e.g., Monday) the selling days in all centres are adjusted to minimise Centres selling in isolation.

The rationale for the Rule was/is:

- a) To minimise Centres with smaller offerings having small sale days in isolation.
- b) To even out the daily offerings from a national perspective, and
- c) To maximise the benefits of concurrent Centre selling from a market and administrative perspective (for national entities).

Offsetting these points are:

- a) Centres without the Public Holiday need to adjust operational deadlines (usually later) and,
- b) Fewer Tuesday/Wednesday patterns.

To aid in the discussion of this proposal the committee was provided with detailed papers, giving information on the number of Public Holidays and how each region is affected by these holidays (e.g., time shifting).

The committee discussed this proposal at length, agreeing that the practice of “time shifting” was disruptive and negated the benefits of Tuesday/Wednesday selling. The issue of one centre selling in isolation was given due consideration with the committee believing this was of a lesser concern in Sydney and Melbourne than in Fremantle.

The Chairman advised the committee that no decision on this proposal could be made without proper consultation.

**OUTCOME:** Representatives to canvass their constituents on Public Holiday Selling Days, namely whether all centres should move when another centre has a Public Holiday, to be discussed at NASC-80.

**ACTION(S)** All committee members to canvass constituents on Public Holiday Selling Days. Add Public Holiday Selling Days to NASC-80 agenda.

### **N79/23/7.0 WEEKS 13/14 SELLING DAYS**

The Secretary provided the committee with an information item, making the committee aware of the upcoming Public Holidays in Weeks 13 and 14.

Under the current business rules the following selling patterns will occur:

Week 13

Fremantle	Wednesday/Thursday (local PH on Monday)
Melbourne	(Tuesday if 3-day)/Wednesday/Thursday moves with Fremantle.
Sydney	Wednesday/Thursday (moves with Fremantle)

Week 14

Sydney	Wednesday/Thursday (local PH on Monday)
Melbourne	Wednesday/Thursday
Fremantle	Wednesday/Thursday (moves with Sydney)

---

## NATIONAL AUCTION SELLING COMMITTEE

---

The committee discussed this item with the Southern Buyer rep raising the possibility of Melbourne selling Tuesday/Wednesday in Week 13 to give a clear day before the Friday Public Holiday.

### **N79/23/8.0 CATALOGUING OF RISK/PIGMENTED FIBRES (RYK)**

NASC received a submission asking the committee to discuss an issue that has arisen recently in the North, where “some brokers have catalogued risk lots in their general catalogue instead of showing and cataloguing such lots in a discrete/separate section”. The author of the submission emphasised the danger of dark fibre contamination and that some participants were not taking it seriously enough.

There are two aspects to this topic:

1. The catalogue allocation, and
2. The physical displaying of RYK samples

In the latter, the risk of cross-contamination between ‘white’ and RYK samples is real. The generally accepted practice is to have these samples physically separated from standard samples by at least one box and/or row.

In terms of cataloguing, the current standard allows for Risk lots to be lotted at the end of the main section(s) but must be identified as R and separated (as per above). Lots that clearly contain visible pigmentation or medullated fibre (e.g., black wool Shedding Breeds) should be lotted separately in the YK section. The broker may also lot R lots in this section.

The committee discussed this topic, with the consensus being that whilst many brokers do the right thing, it is important lotting of these types are handled correctly given the commercial risk.

**OUTCOME:** [Any concerns with the incorrect lotting of risk/pigmented fibre samples to be reported to AWEX, who will then follow up with relevant brokers.](#)

### **N79/23/9.0 OTHER BUSINESS**

#### **9.1 WORKPLACE BEHAVIOUR/CODE OF CONDUCT**

NASC considered two submissions in relation to inappropriate behaviour within the wool trade, including but not limited to inappropriate language and behaviour in the sale rooms.

The committee spent considerable time on this topic. All agreed that inappropriate behaviour (e.g. bullying, harassment, discrimination) should not be tolerated, and that measures should be developed/taken to ensure this does not occur, or where it does is called out.

NASC would consider working with other wool industry organisations to maximise the message efficacy on this topic.

#### **9.2 TERM EXPIRY**

The committee was advised that the three-year terms of the following Representatives are due to expire:

Paul Harmer	Southern Region Buyer	September 2023
Scott Shenton	Western Region Seller	November 2023

The Chairman thanked Paul Harmer for his passion, diligence, and valued contributions during his time on the committee.

---

## NATIONAL AUCTION SELLING COMMITTEE

---

The Chairman then thanked Scott Shenton for his valuable and measured contributions over his two terms, noting he helped steer the industry through COVID and two cyber-attacks. The Chairman wished Paul and Scott all the best for the future.

The standard procedure will be enacted, namely a Call for Nominations will be issued to class members and where multiple nominations are received, an election will be held. Incumbents are welcome to nominate.

**OUTCOME:** Secretary to implement protocol for selecting new committee members for Southern Region Buyer and Western Region Seller representatives.

**ACTION(S)** Secretary to action above.

### 9.3 SALE ADMINISTRATION

AWEX Sale Admin sought NASC support in implementing a protocol around a notice period for broker roster requests. The committee considered this item, with possible options discussed, including the inclusion of a field when entering sale figures for special rostering requests. The committee supported AWEX Sale Admin in seeking a notice period. It was proposed brokers lodge requests as early as possible and no later than a day before the Roster.

### 9.4 IWTO ADELAIDE

Whilst the program is yet to be finalised, Organisers have indicated that a physical auction is unlikely to be required at IWTO 2024 (Adelaide).

### 9.5 SYDNEY ROYAL EASTER SHOW

NASC was briefed on the timing status of the 2024 SRES. No arrangements have been entered (with NSW-RAS) at time of meeting.

### 9.6 RECOVERY TIME: SYSTEM AND/OR DATA BREACHES

The committee was briefed on cyber-insurance and the operational implications associated with this insurance.

## N79/23/10.0 NEXT MEETING SCHEDULE

Meeting Code	Week	Date	Time	Type
NASC-80	21	23/24 November 2023	TBA	Online
NASC-81	34	22/23 February 2024	TBA	TBD
NASC-82	46	16/17 May 2024	TBA	Online

Meeting Closed: **3:42PM AEST**

For more information: NASC Representatives

Name	Position	Contact No	E-mail
Sarah Druce	4 <sup>th</sup> Buyer	0408 577 323	<a href="mailto:sarah.d@techwool.com.au">sarah.d@techwool.com.au</a>
Paul Foley	West Buyer	0413 853 003	<a href="mailto:foley@swanwool.com.au">foley@swanwool.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@yarrowool.com.au">pharmer@yarrowool.com.au</a>
Stephen Keys	Large Seller	0428 217 773	<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>
Emma Reynolds	South Seller	0428 898 253	<a href="mailto:Emma.reynolds@michell.com.au">Emma.reynolds@michell.com.au</a>
Scott Shenton	West Seller	08 9336 3000	<a href="mailto:scott@woolite.com.au">scott@woolite.com.au</a>