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## NATIONAL AUCTION SELLING COMMITTEE

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Summary of Outcomes: Meeting NASC80-2023  
Thursday 23 November, 2:00PM AEDT  
Online Conference

### N80/23/1.0 PRESENT

Les Targ	Chairman
Dean Collison	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
Andrew Rickwood	Secretary (Alternate/Minute)

### APOLOGIES

Stuart Greenshields (North Buyer)  
David Cother (Secretary)

### WELCOME

The Chairman welcomed Dean Collison 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.

### N80/23/2.0 MINUTES PREVIOUS MEETINGS

NASC79 Accepted with no amendments.

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

Item ID	Description/Action/Comment	Status
N79/3.0	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.	Completed
N79/4.0	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.	Completed
N79/5.0	Secretary to update necessary documents to reflect the committee's decision regarding Early Room Starts in Sydney.	Completed
N79/6.0	All committee members to canvass constituents on Public Holiday Selling Days. Add Public Holiday Selling Days to NASC-80 agenda.	Completed

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N79/9.2	Secretary to implement protocol for selecting new committee members for Southern Region Buyer and Western Region Seller Representatives	Southern Buyer Completed Western Seller in progress
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

### **N80/23/3.0 LOCAL PUBLIC HOLIDAYS – SELLING DAYS (NATIONAL)**

The committee considered this topic at NASC79. The action item was for Representatives to consult further with their constituents on this matter with a view to concluding the matter at this meeting.

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 this 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 benefits of concurrent Centre selling from a market and administrative perspective (for national entities).

By way of illustration, if the Rule was not in place:

- In Week 13 Fremantle would have offered in isolation on Thursday with 2,625 bales (only, nationally), and
- In Week 14 Sydney would have offered in isolation on Thursday with 5,763 bales (only, nationally)

Melbourne selling in isolation is considered less of a market factor as this typically offers between 8 and 10 thousand bales on isolated days.

Offsetting these points are:

- a) Centres without the Public Holiday need to adjust operationally, which can be disruptive or inconvenient, and
- b) There are fewer Tuesday/Wednesday patterns.

The Chairman opened the discussion. The Western Buyer Representative was adamant that the Western Region must avoid selling in isolation, as this would be highly detrimental to the local market. The committee discussed this at length and Eastern States Representatives all favoured staying on Tuesday/Wednesday selling when the Public Holiday was in another centre, but all agreed that Fremantle must not sell in isolation. The Western Seller Representative suggested that this problem could be resolved by rostering, e.g., holding a one-day Sale in these weeks.

**OUTCOME:** When a centre has a Public Holiday, the other centres will remain on Tuesday/Wednesday UNLESS this means that Fremantle will be selling in isolation, in which case moves will have to be made to ensure this does not happen. e.g., Fremantle selling over one-day, all centres moving or Fremantle coming straight into a sale day following a local Public Holiday.

**ACTION(S)** Secretary to draft and issue a notice to the trade advising of the committee's decision regarding Local Public Holidays – Selling Days (National)

### **N80/23/4.0 SHOWFLOOR CLEARANCE TIMES – SYDNEY CENTRE - THURSDAY**

NASC received a submission from AWH requesting that when sales are on a Thursday the AWH Sydney Showfloor team is permitted to clear the showfloor from 7am the following day (Friday). The current business rule requires the showfloor to be open until 10am the next business day.

AWH advised that large Thursday sales do not allow enough time from 10am to clear that week's showfloor and places the alternate week's showfloor under increasing pressure.

As there is another showfloor in Sydney (Pine Road), if NASC agrees to modify the business rule, the committee was asked to consider whether this would apply to both operators.

The Northern Buyer Representative agreed to this proposal and noted that AWH had been flexible in agreeing to hold back any samples that a buyer requested. The Large Seller Representative advised the committee that clearing of showfloors was in each individual broker's terms and conditions, and that any change to clearing times of showfloors must be reflected in a broker's terms and conditions.

**OUTCOME:** The committee supports the submission however AWH must consult with individual brokers, if the individual brokers agree to the request from AWH, said broker's terms and conditions must be amended to reflect the changed showfloor clearing time.

**ACTION(S)** The Secretary to respond to AWH advising them of the committee's decision regarding Showfloor Clearance Times – Sydney.

### **N80/23/5.0 TERMS OF REFERENCE – BUYER REPRESENTATION**

The committee, and more specifically the Buyer Representatives, were asked to consider whether they feel it appropriate to update NASC Terms of Reference to add clarity to the Fourth Buyer position (and in turn, the remaining Buyer positions).

Similar to Sellers (brokers), Buyers are represented on the committee by four representatives.

- The Sellers have three Regional Representatives (North, South, West) and a fourth Representative who represents "Large" Sellers (defined by bales offered at auction).
- The Buyers are represented three Regional Representatives (North, South, West) and a 'Fourth' Buyer who can be nominated/elected from any region. There are no further conditions on the Fourth Buyer.

The challenge this presents to the Buyer Representatives (and the Secretariat) is determining/understanding who represents who.

This Agenda item was added to open a discussion on this topic. Buyer Representatives were asked whether they feel a change to the Terms of Reference may be beneficial.

This was discussed by the committee who felt that clarifying who the Fourth Buyer represents would be beneficial to the committee as a whole. After some discussion the committee agreed that a possible way forward would be to align the Fourth Buyer with the largest five or six exporters, similar to the Large Seller Representative. As the top five or six exporters can change each year it was agreed that under this model, the Fourth Buyer Representative would represent the same exporters for their full term and be elected from this group.

The Chairman asked the Buyer Representatives to canvass their constituents on this matter for further discussion at NASC-81.

Also arising from these discussions was a request by committee members to receive a list of their respective constituents.

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**OUTCOME:** Buyer Representatives to canvass their constituents on whether they believed the Fourth Buyer Representative should represent the largest five or six buyers, for further discussion at NASC-81. Secretary to issue all committee members a list of current NASC members, for clarification of who each member represents.

**ACTION(S)** Secretary to add Terms of Reference – Buyer Representation to NASC-81 agenda. Buyer Representatives to canvass their constituents on this topic for further discussion at next meeting.

Secretary to issue committee members with list of current NASC members.

### **N80/23/6.0 EARLY ROOM START – LARGE QUANTITY - MELBOURNE**

NASC recently introduced an increase in Room 2 limits in Melbourne (2,800 lots for a two-day Sale with no day exceeding 1,430 lots). Quantities in Melbourne are now starting to increase, 1,400 lot days have yet to be rostered though are likely to occur in the peak period between December and March.

It was proposed by the Fourth Buyer Representative that a business rule be considered that allows an early room start when a room exceeds a certain (large) quantity. This would be in addition to the 300 Lot Rule.

South Representatives were asked to consider this proposal. The Fourth Buyer Representative spoke to this agenda item, telling the committee that under the current Business Rules if Room 1 has 1,150 lots and Room 2 has 1,400 lots both rooms would start at 11am. A suggested new rule was “if there were 1,300 lots or more in Room 2 an earlier start would be triggered, regardless of the room lot difference”.

The Broker Representatives with Southern constituents both advised the committee that early room starts were not favoured by their constituents who must travel from regional centres to attend the sale.

The Chairman asked for the situation to be monitored by the Southern Region Representatives over the coming weeks, and for these committee members to liaise with each other. If they deem it necessary, add this topic to NASC-81 for further discussion.

**OUTCOME:** Representatives with Southern constituents to monitor Room 2 lot sizes and sale time starts, liaise with each other, and add this topic to NASC-81 agenda if they feel further discussion is warranted.

**ACTION(S)** Representatives with Southern constituents to monitor Room 2 lot sizes, with a view of adding Early Room Start – Large Quantity to NASC-81 agenda if needed.

### **N80/23/7.0 WORKPLACE BEHAVIOUR AND CONDUCT**

The Secretary has continued discussions with Industry Organisations and Service Providers on this topic. There continues to be strong desire to ensure the change of ownership workspace meets acceptable standards in relation to behaviour and conduct.

The committee received correspondence from AWH on this topic, outlining their responsibilities and obligations in this area and wishing to work with the committee and the trade to achieve the best outcome for all.

ACWEP, AWEX and NCWSBA have also offered support.

The committee agreed that the best way forward would be to form a small working group, with representation from AWH, ACWEP, NCWSBA, AWEX and NASC. The

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Chairman nominated Sarah Druce to represent the committee, who duly accepted the role.

**OUTCOME:** Secretary to liaise with AWH, ACWEP, NCWSBA, AWEX and the Fourth Buyer Representative to form a working group to develop protocols to improve Workplace Behaviour and Conduct within the industry.

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

### **N80/23/8.0 OTHER BUSINESS**

#### **8.1 MOTH DAMAGED SAMPLES**

NASC received correspondence from a Northern Region buyer advising that in recent weeks there has been an increasing number of heavily moth affected samples, some of which were 3 to 5 years old and no longer representative of the bulk.

The committee discussed this topic and agreed that heavily moth infested samples are not representative of the bulk, strongly disadvantage the seller of the wool and should be re-grabbed.

The Chairman believed the best way forward would be a note to the industry advising that Buyers have raised this issue with NASC and that brokers apply a commonsense approach when it comes to samples that are heavily moth affected, and that the lot in question should be re-grabbed to the advantage of both buyer and seller.

**OUTCOME:** Secretary to draft and issue a notice of the trade, explaining that the presence of heavily moth infested samples was raised at NASC and outlining the proper protocols for dealing with such samples (e.g., should be re-grabbed).

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

#### **8.2 SHOWFLOOR OPEN / SAMPLE AVAILABILITY – THREE-DAY SALE MELBOURNE**

The committee received a late submission from the Large Seller Representative asking for a recent decision to be reviewed. At NASC-79 catalogue deadlines for three-day sales were agreed upon, with showfloor and printed catalogue deadlines the same as transmission deadlines.

The Large Seller Representative was in agreement at the time but felt that in practice this would be detrimental to the chances of a catalogue being transmitted early. The Large Seller Representative proposed that Showfloor and Printed Catalogue Deadlines revert to 7am Monday for Wednesday and Thursday sellers in a Melbourne three-day sale (Transmissions deadlines to remain unchanged).

The committee members with Southern constituents discussed this proposal, with the Buyer Representatives willing to accept this proposal as they felt that as many buyers now operate using a handheld device, the later deadlines for printed catalogues and showfloors would not be less of an issue.

**OUTCOME:** Catalogue and showfloor deadlines for Melbourne three-day Sales for Wednesday and Thursday sellers will revert to 7am Monday, transmission deadlines to remain unchanged.

**ACTION(S)** Secretary to draft and issue a notice to the trade advising of the committee's decision regarding showfloor and catalogue deadlines for Melbourne three-day Sales.

### 8.3 TERM EXPIRY – WESTERN REGION REPRESENTATIVE

The Chairman noted that this would be the final meeting for Scott Shenton as the Western Region Seller Representative. The Chairman thanked Scott Shenton for his valuable contributions over his two terms, which included the difficult and time consuming COVID years, during which Scott Shenton provided sage and measured advice. The Chairman wished him well in his future endeavours.

The Chairman then enquired of the Alternate Secretary the progress on appointing a new Western Region Seller Representative, with the Alternate Secretary advising the committee that the selection process was well under way, with an announcement on the new committee member expected in the next few weeks.

### N80/23/10.0 NEXT MEETING SCHEDULE

Meeting Code	Week	Date	Time	Type
NASC-81	34	22/23 February 2024	TBA	TBD
NASC-82	46	16/17 May 2024	TBA	Online
NASC-83	9	29/30 August 2024	TBA	Online

Meeting Closed: **2:58PM AEDT**

For more information: NASC Representatives

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