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# NATIONAL AUCTION SELLING COMMITTEE

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## Summary of Outcomes: Meeting NASC84-2024 Thursday 14 November, 2:00PM AEDT Online Conference

### N84/24/1.0 PRESENT

|                     |                              |
|---------------------|------------------------------|
| Les Targ            | Chairman                     |
| Paul Foley          | West Buyer                   |
| Stuart Greenshields | North Buyer (Alternate)      |
| Paul Harmer         | South Buyer                  |
| Andrew Mills        | North Seller                 |
| Emma Reynolds       | South Seller                 |
| Danny Ryan          | West Seller                  |
| Aaron Shaw          | Fourth Buyer (Alternate)     |
| Ben Stace           | Large Seller                 |
| David Cother        | Secretary                    |
| Andrew Rickwood     | Secretary (Alternate/Minute) |

### APOLOGIES

Sarah Druce – Aaron Shaw attending meeting as alternate.  
Peter Brice – Stuart Greenshields attending meeting as alternate.

### WELCOME

As part of the Chairman's opening remarks he advised that Peter Brice had been elected as the new Northern Region Buyer Representative and Paul Foley re-elected as the Western Region Buyer Representative. He thanked both for standing and looked forward to working with them over the next three years. He noted that Peter was unavailable for this meeting and Stuart Greenshields was in attendance as his alternate.

The Chairman welcomed the rest of the committee and thanked them for making their time available.

### NOTE

Emma Reynolds left the meeting at approximately 2.30pm due to ongoing technical difficulties (comms).

### N84/24/2.0 MINUTES PREVIOUS MEETINGS

NASC83 Accepted with no amendments.

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

| Item ID | Description/Action/Comment  | Status    |
|---------|---|-----------|
| N83/3.1 | Secretary to draft and issue a letter outlining the committee's decision regarding Chinese New Year and distribute to appropriate parties.                                  | Completed |
| N83/4.0 | Secretary to flesh out a proposal on Buyer Representation. Committee members to consult with their constituents on the proposal. Add Buyer Representation to NASC84 agenda. | Completed |
| N84/5.0 | Committee members to review current Catalogue Symbol Set and advise the Secretary before NASC84 of any additions or changes they deem necessary.                            | Completed |
| N84/6.2 | Committee members to consult their constituents about the appetite to introduce a new practice of   | Completed |

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|                 |  |                     |
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|                 | announcing lots as Sold Prior (SP), for discussion at NASC84.  |                     |
| <i>N81/5.0</i>  | Secretary to liaise with AWEX to release Week 28 Roster on the Friday before Selling Arrangements are released and formulate and issue Week 28 Silent Rosters once compiled.                       | In progress         |
| <i>N81/11.2</i> | Committee members with Northern Region constituents to give more thought to the minimum number of lots needed for a two-day sale. Secretary to organise a meeting to discuss this topic.           | Yet to be completed |
| <i>N80/7.0</i>  | Secretary to liaise with AWH, ACWEP, NCWSBA, AWEX and NASC Fourth Buyer Representative, to form a working group to develop protocols to improve Workplace Behaviour and Conduct with the industry. | In progress         |
| <i>N63/10.3</i> | Northern Region Representatives and Secretary to work towards setting up an Auctioneers school   | Yet to commence     |
| <i>N50/14.0</i> | Room Sheriff – role and responsibilities   | Yet to commence     |
| <i>N42/10.5</i> | New entrant protocol   | Yet to commence     |

### **N84/24/3.0 WOOL WITHDRAWN PRIOR TO SALE**

Following discussions at NASC83 about concerns regarding large quantities of wool being withdrawn from Sale in Melbourne (thought to have been sold), the committee was asked to consult with their constituents as to whether there was support for a proposal to record lots as Sold Prior (SP) where this has occurred.

The Chair asked the Representatives (a) whether the practice was continuing and (b) if so, should the proposal be looked at in more detail?

The Southern Region based Representatives felt the situation had moderated and concerns had fallen so they did not feel a SP transaction was worth pursuing at this time. It was noted that a SP transaction may get mixed support.

### **N84/24/4.0 WOOL SALE ROSTERING WHEN WOOL EVENT**

The committee considered correspondence from a broker concerned over a recent wool sale where some buyers were away at the Nanjing Wool Conference. It was noted by the Buyer Representatives that whilst some local buyers may have been away, their limits were present.

The committee discussed this concern and felt the best way forward would be to add events such as the Nanjing Wool Conference to the Wool Selling Program. Sellers would then be able to respond as they felt appropriate.

**OUTCOME:** [Update the Wool Selling Program with major wool events when known.](#)

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### **N84/24/5.0 BUYER REPRESENTATION**

In recent meetings the Committee has discussed possible options to improve the consultation model for wool buyers by improving the constituency model. The model that has received more support is to change the Fourth Buyer Representative to a Large Buyer Representative. The purpose of this agenda item was to spend time on a model defining this seat. The outcomes of this meeting proposed:

- The Large Buyer Representative would represent the top five auction buying companies by bales purchased on the AWEX National Buyers List. A company does not have to buy in all regions.
- The largest five buying companies would nominate person(s) and elect a person as their Representative. A nominee may be a person from outside the five largest Buying companies.
- If there was more than one nomination, a normal NASC election procedure would be followed, with voting to be done by the top five buying company principals.
- The term of the Representative would be 3-years.

The Secretary was tasked with preparing a short document, outlining the above parameters, for committee members to use in consultations with their constituents on this matter.

**OUTCOME:** Secretary to prepare a short document outlining the above parameters over the creation of a new Large Buyer Representative position. Committee members to use document to consult with their constituents.

**ACTION(S)** Secretary to provide document above to committee members. Committee members to consult with constituents over creation of Large Buyer Representative position. Add Large Buyer Representative position to NASC85 agenda.

### **N84/24/6.0 CATALOGUE SYMBOL REVIEW**

The committee was asked to review the current Catalogue Symbol set All committee members were happy for the current Catalogue Symbol set to remain. The Large Seller Representative asked that in future reviews the frequency of use (number of lots and last used) for each Symbol would be helpful to the committee.

**OUTCOME:** Catalogue Symbol set to remain unchanged.

### **N84/24/7.0 UPDATED TRANSFER / BIDDING AGREEMENT FORMS**

AWEX has recently updated the format of the Buyer Bidding and Transfer Agreement forms. The forms were provided to the committee for review. The forms have been simplified, so that now they only need to be submitted/signed by only one of the parties.

It was proposed that these updated forms are issued to all buyers to update their submissions. The Secretary advised that it is the objective of AWEX to have these forms logged online, but that this was unlikely to happen before Season 25. The committee agreed that the updated forms were fit for purpose and could be released to all buyers.

**OUTCOME:** Updated Transfer/Bidding Agreement forms to be released to all buyers. Completed forms to be compiled and held by AWEX.

**ACTION(S)** AWEX to send updated Transfer/Bidding Agreement forms to all buyers. Completed forms to be held in a register by AWEX.

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### **N84/24/8.0 VALUING AND SELLING DAYS: SALE WEEKS 30 AND 44**

The committee was asked to review the valuing and selling day schedule for Weeks 30 and 44. Both weeks are impacted by Public Holidays or Chinese New Year during or prior to the Sale Week. The committee was provided with tables outlining the proposed valuing and selling days during these weeks, for review and approval if acceptable.

The Large Broker Representative asked for clarification on the catalogue deadlines. The committee were all in agreement that the proposed valuing and selling days were satisfactory.

**OUTCOME:** Proposed valuing and selling days during Weeks 30 and 44 were approved. These days will be added to the Sale Administration "Road Map" for release closer to the date of sales.

### **N84/24/9.0 BIDDING RULE CLARIFICATION**

The committee received a request from a Northern Region buyer, asking for clarification on the rules relating to buyers bidding for multiple companies and the need to declare at the time of bidding, who they are bidding for.

Further clarification was sought over if a buyer changes the buyer of the lot during the sale if this constitutes a re-offer, and if so, do other buyers have the option of bidding on the lot in question.

The committee was provided with the following background:

1. There is no business rule that currently requires a Bidder to declare in which name they are/will be bidding (when holding multiple cards). They declare the company name on the lot if they are the last bidder on a lot.
2. The most recent time NASC examined the status of a lot when it was changed between companies by the last bidder holding multiple cards, it did not conclude this was deemed a reoffer. (This outcome was in the context that this practice should be discouraged and should not become routine; if frequent this could be re-examined.)

The committee discussed these matters at length. Following these discussions, the Chairman advised that if the buyer seeking clarification could come up with a methodology that solves this problem and does not disrupt the sale, it could be brought back to the committee.

### **N84/24/10.0 TRANSMISSION / SALE ROSTER FILE**

The committee received correspondence from a Northern Region buyer wanting to bring to the committee's attention a recent late transmission from a Northern Region seller which proved disruptive, in that catalogue processing was delayed and the AWEX Sale Roster data file (used for sequencing) was not received until Monday morning (normally received Friday afternoon). The committee was advised the seller experienced IT difficulties that prevented transmission.

The committee acknowledged the inconvenience and hoped this was an isolated incident and that no further action was required. The Chairman advised that if this happens again that the Secretary would send the broker in question a letter reminding them of their obligations regarding timely transmissions.

**N84/24/11.0 FREMANTLE SALE – MELBOURNE PUBLIC HOLIDAY**

The Western Buyer Representative tabled a submission asking the committee to discuss rostering Fremantle sales when Melbourne has a mid-week Public Holiday as occurred in Week 19.

Western Region buyers expressed commercial concerns post sale, particularly regarding issues with instruction / communication with Melbourne based principles and Service Providers throughout the day, the three-hour time difference was also noted.

The recommendation in the proposal was that Fremantle does not sell in that situation if possible.

The committee discussed this proposal, with the Western Region Seller Representative expressing concern over what would happen if there were large market movements and buyers were unable to contact principles.

The Chairman advised that it was the responsibility of local buyers to ensure proper channels of communication are open in these situations. The Chairman further advised that he believed the best course of action would be to see if this improves next year.

**N84/24/12.0 OTHER BUSINESS**

**12.1 WORKPLACE CODE OF CONDUCT**

The Western Region Buyer representative advised the committee that at the most recent ACWEP he was asked to enquire of the committee the current status of the Workplace Code of Conduct review. The Chairman reminded the committee that the Fourth Buyer Representative who is currently on leave was the committee's nominated/preferred representative on the Workplace Code of Conduct working group. The Fourth Buyer Representative (Alternate) was asked to contact the Fourth Buyer Representative and enquire as to their availability to join this working group. The Chairman advised that if they are unable to attend alternate arrangements will have to be made. He noted the topic was important and should not be delayed any further.

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### N84/24/13.0 NEXT MEETING SCHEDULE

| Meeting Code | Week | Date                | Time | Type   |
|--------------|------|---------------------|------|--------|
| NASC-85      | 34   | 20/21 February 2025 | TBA  | Online |
| NASC-86      | 46   | 15/16 May 2025      | TBA  | Online |
| NASC-87      | 09   | 28/29 August 2025   | TBA  | Online |

Meeting Closed: **3:35 PM AEST**

For more information: NASC Representatives

| Name          | Position                          | Contact No   | E-mail   |
|---------------|-----------------------------------|--------------|--|
| Peter Brice   | North Buyer                       | 0419 367 696 | <a href="mailto:pbrice@vbcwool.com">pbrice@vbcwool.com</a>                     |
| Paul Foley    | West Buyer                        | 0413 853 003 | <a href="mailto:foley@swanwool.com.au">foley@swanwool.com.au</a>               |
| Paul Harmer   | South Buyer                       | 0412 547 553 | <a href="mailto:pharmer@yarrawool.com.au">pharmer@yarrawool.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> |
| Danny Ryan    | West Seller                       | 0409 955 977 | <a href="mailto:danny@wcw.com.au">danny@wcw.com.au</a>                         |
| Aaron Shaw    | 4 <sup>th</sup> Buyer (Alternate) | 0417 627 158 | <a href="mailto:aaron.shaw@techwool.com.au">aaron.shaw@techwool.com.au</a>     |
| Ben Stace     | Large Seller                      | 0409 672 315 | <a href="mailto:bstace@awn.net">bstace@awn.net</a>                             |