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# NATIONAL AUCTION SELLING COMMITTEE

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Summary of Outcomes: Meeting NASC81-2024  
Thursday 22 February, 2:00PM AEDT  
**Online Conference**

## **N81/24/1.0 PRESENT**

Les Targ	Chair
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
Danny Ryan	West Seller
David Cother	Secretary
Andrew Rickwood	Secretary (Alternate/Minute)

## **APOLOGIES**

Nil

## **WELCOME**

The Chairman welcomed Wayne Beecher who was representing the Inland Wool Brokers Association during discussions on the annual Wool Selling Programs.

The Chairman welcomed new Western Region Seller Representative Danny Ryan to the committee. The Chairman then took the opportunity to outline what is expected of all committee members, with emphasis on that it is a representative committee and that decisions will only be made following consultation with constituents.

## **N81/24/2.0 MINUTES PREVIOUS MEETINGS**

**NASC80** Accepted with no amendments.

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

Item ID	Description/Action/Comment	Status
<i>N80/3.0</i>	Secretary to draft and issue a notice to the trade advising of the committee's decision regarding Local Public Holidays – Selling Days (National)	Completed
<i>N80/4.0</i>	Secretary to respond to AWH advising of the committee's decision regards Showfloor Clearance Times - Sydney	Completed
<i>N80/5.0</i>	Secretary to add Terms of Reference – Buyer Representation to NASC81 agenda.  Buyer Representatives to canvass their constituents on this topic for further discussion at NASC81.  Secretary to issue committee members with list of current NASC members.	Completed  Completed  In progress
<i>N806.0</i>	Representatives with Southern constituents, to monitor Room 2 lot sizes, with a view of adding Early Room Start – Large Quantity to future agenda.	Open item.

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N80/7.0	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.	NASC81 agenda item.
N80/8.1	Secretary to draft and issue a notice to the trade, explaining that the presence of heavily moth affected samples was discussed, and the proper protocols for dealing with such samples.	Yet to be completed
N80/8.2	Secretary to draft and issue a notice advising the trade of the committee's decision regarding showfloor and catalogue deadlines for Melbourne three-day sales.	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

### N81/24/3.0 WOOL SELLING PROGRAMS

#### 3.1 2024/25 ANNUAL WOOL SELLING PROGRAM

##### 3.1.1 MID-YEAR RECESS

In 2023 NASC released the Tentative Wool Selling Program with a change in the timing of the mid-year recess from Weeks 3,4,5 to 5,6,7. This move had support from both sectors. The primary reasons for the change are to take pressure off Weeks 1 and 2 and to offer sellers more opportunity to move wool in Weeks 1-4 period.

This change had already been thoroughly discussed and constituents consulted, so the Chairman asked the committee members to vote to this proposed change, the vote was carried unanimously.

The Chairman further advised that the committee would be looking for feedback from the trade on this change, and that this decision would be reviewed at NASC83 for the 2025/26 Wool Selling Program.

**OUTCOME:** [On the 2024/25 Wool Selling Program the mid-year recess will move from Weeks 3,4,5 to Weeks 5,6,7. This decision will be reviewed at NASC-83.](#)

**ACTION(S)** [Secretary to draft and issue a notice to the trade advising of the committee's decision regarding the timing of the mid-year recess, and that this decision will be reviewed at NASC-81 for the 2025/26 Wool Selling Program.](#)

##### 3.1.2 WEEK 31: AUSTRALIA DAY AND CHINESE NEW YEAR (DAY)

The committee was asked to consider how it wants to program Week 31, which contains a national Public Holiday for Australia Day (Monday 27<sup>th</sup> of January) and Chinese New Year Day (Wednesday 29<sup>th</sup> of January).

NASC has a policy not to roster sale days when they fall on Chinese New Year Day.

The committee discussed this topic at length, as all committee members believed this to be an important matter.

All agreed that the policy of not selling on Chinese New Year Day must be upheld when it falls on the same week as Australian Day. The Secretary provided the committee with a range of options to accommodate this.

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Following further discussions, the committee agreed that selling on Tuesday and Thursday was the preferred option. It was decided that final rostering arrangements (transmission and showfloor times, (e.g. would the previous week must be capped at two-days? etc.) would be decided and finalised closer to the date. It was noted that as the Wednesday the 29<sup>th</sup> of January is not an Australian Public Holiday, valuing work could possibly occur on this day.

**OUTCOME:** On the 2024/25 Wool Selling Program Week 31 will be two days only, Tuesday and Thursday to accommodate the Australia Day Public Holiday and Chinese New Year Day.

**ACTION(S)** Secretary to update the 2024/25 Wool Selling Program to reflect the committee's decision regarding Week 31 rostering.

### 3.1.3 CHRISTMAS RECESS

Week 25 on the 2024/24 Wool Selling Program is capped at two-days. The NASC policy is to allow four clear business days between the final selling day and Christmas Day. The committee discussed this and agreed that the Christmas recess would be held over Weeks 26,27 and 28.

**OUTCOME:** On the 2024/25 Wool Selling Program the Christmas recess will be held over Weeks 26,27 and 28. Week 25 will be capped at two-days.

**ACTION(S)** 2024/25 Wool Selling Program to reflect above decisions.

### 3.1.4 AUSTRALIAN SUPERFINE (AS) SALES

When considering the 2023/24 Wool Selling Program last year, NASC believed that industry support for AS designated Sales had diminished, with lesser AS quantity (overall) and growers of this wool taking the opportunity to sell at other Sales. NASC proposed to reduce the number of AS designated Sales. ASWGA did not support this move as they believe these Sales remain marketing opportunities for these growers and that due to lesser quantities, these will not "stand out".

The Chairman invited the Large Seller Representative to talk to this topic, who advised the committee that following extensive consultation with affected parties, it is suggested that Sydney Sales 16, 22 and 35 would be retained as AS designated sales, Sales 9,19, and 32 would revert to standard Sales.

The Large Seller Representative advised that no clear decision could be reached on Sale 13 and sought guidance from the committee. The whole committee discussed this, deciding that Week 13 would revert to a standard Sale.

**OUTCOME:** On the 2024/25 Wool Selling Program Weeks 16,22 and 35 will be retained as designated Australian Superfine Sales. Weeks 9,13, 19 and 32 will revert to standard Sales.

**ACTION(S)** Secretary to amend the 2024/25 Wool Selling Program to reflect above decisions.

### 3.1.5 SELLING WEEKS

Representatives from each region were asked to review the number and timing of Sales in their respective centres. Western Region Representatives were asked to particularly consider the number of Sales required in Weeks 1 to 4.

### 3.1.6 TASMANIAN FEATURE OFFERING

It was AGREED:

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

### 3.1.7 EASTER RECESS

It was AGREED:

A one (1) week Recess for Easter would be programmed for Week 43.

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**OUTCOME:** The 2024/25 Wool Selling Program can be released to the trade, with the above changes actioned.

**ACTION(S)** The 2024/2025 Wool Selling Program to be issued to the trade.

### **3.2 2025/26 TENTATIVE WOOL SELLING PROGRAM**

The committee reviewed the tentative 2025/26 Wool Selling Program, which will reflect the changes made to the 2024/25 Selling Program.

**OUTCOME:** The 2025/26 Tentative Wool Selling Program can be released to the trade.

**ACTION(S)** The 2025/2026 Tentative Wool Selling Program to be issued to the trade.

## **N81/24/4.0 WOOL WEEK AND IWTO WEEK**

### **4.1 WOOL WEEK – WEEK 3 (SELLING DAYS)**

NASC received correspondence from AWIS seeking NASC consideration on Wool Week. With the change to the mid-year recess on the 2024/25 Wool Selling Program, Wool Week organisers are planning to move Wool Week from Week 8 to Week 3.

To facilitate/assist attendance, organisers are seeking NASC support by capping Week 3 sales in Melbourne and Sydney to two-day Sales and for Fremantle to be a non-Sale week.

The Chairman invited the Western Region Representatives to open discussions, who were reported there was no support for the F03 Sale to be removed from the Wool Selling Program. The Western Region Representatives further advised that as this is a new selling pattern, quantities in Week 3 may be low, meaning the possibility of a one-day Sale, but it would not be restricted to one-day.

The Southern and Northern Region Representatives all agreed with the proposal, noting that Wool Week is an important event on the industry calendar.

**OUTCOME:** The 2024/25 to be updated with above changes, Wool Week to be held in Week 3. Sales in Sydney and Melbourne will be restricted to two-days to accommodate Wool Week proceedings.

**ACTION(S)** The Secretary to reply to AWIS advising of the committee's decision regarding Wool Week. 2024/25 Wool Selling Program and 2025/26 Tentative Wool Selling Program to be updated to reflect above decisions.

### **4.2 IWTO WEEK**

NASC received correspondence from the trade, asking for NASC consideration over the scheduling of sales during the week that the IWTO conference is being held in Adelaide (Week 42). The Chairman advised that as there had been no formal request from IWTO organisers, no consideration from the committee would be necessary.

## **N81/24/5.0 SALE ROSTER RELEASE (WEEK 28)**

The Secretary received correspondence from an exporter expressing concern over the timing of the release of the Week 28 Sale Roster (In December). The concerns were raised over the large quantity and the release of the figures before the Christmas Recess. The Secretary advised the committee that the timing was consistent with previous years and that the first sale back from the Christmas Recess was typically large.

The committee discussed this topic, and after receiving clarification from the Secretary as to whether releasing the Sale Rosters later was possible, decided that sale roster figures will be collected and compiled at the normal time but the Sale Rosters themselves will not be issued until the Friday before the Selling Arrangements are released. The Southern Seller Representative asked if a Silent

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Sale Roster could be released once rosters are compiled, to assist in the sale day set up. The Secretary advised that this would be possible.

**OUTCOME:** Sale rosters will continue to be compiled at the normal time (before the Christmas recess) but will not be released until the Friday before Selling Arrangements are released. A silent roster will be issued once figures are compiled to assist brokers with sale set up responsibilities.

**ACTION(S)** 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.

### **N81/24/6.0 FREMANTLE LOCAL PUBLIC HOLIDAY – SELLING DAYS**

Arising from the decision at NASC80 to amend the Selling Day policy when local Public Holidays occur, the Western Region Representatives confirmed that the Fremantle constituents did not want to sell (days) in isolation.

Since NASC80, the Western Region Representatives drafted a local Business Rule that avoids Fremantle offering in isolation.

The recommended Business Rule was:

*When a local Public Holiday (Monday) falls in Western Australia, and the Sale is a two-day Sale, the selling days in the Fremantle centre shall be Tuesday/Wednesday with the previous Thursday and Friday reserved for valuing. Catalogue deadlines shall be advanced to 3pm Wednesday (EDI) and 7am Thursday (Hardcopy/Showfloor).*

The national committee was asked to endorse this draft recommendation, the first instance of this occurring is in F36.

The committee discussed this proposed Business Rule, following these discussions the local Business Rule was approved.

**OUTCOME:** When a Public Holiday Monday occurs in Fremantle, selling days will stay on Tuesday/Wednesday. EDI transmissions will be 3pm Wednesday, Catalogues and Showfloor deadline will be 7am Thursday. This will allow Thursday and Friday as valuing days.

**ACTION(S)** Secretary to draft and release a notice to the trade advising of the new Business Rule regarding Fremantle Local Public Holiday – Selling Days.

### **N81/24/7.0 RESALE LOTS WITHOUT A SAMPLE**

The committee received a submission from a Price Risk Management Working Group (PRMWG), seeking NASC consideration of a mechanism to offer lots for resale without the sample.

NASC was asked to consider whether it endorses this application and if so, are there conditions that should or could apply.

The Chairman asked each committee member to offer their thoughts on this proposal. Following these discussions, the Chairman noted that this issue needs time to work through and that the best way forward on this topic would be to canvass constituents as to whether they support this proposal and possible operational conditions. It was proposed an operational proposal be developed so it was clear how this would work.

**OUTCOME:** Committee members to canvass their constituents to gauge the level of support for allowing the resale of lots without a sample, for further discussion at NASC82.

**ACTION(S)** Committee members to canvass constituents on Resale Lots Without a Sample. Add Resale Lots Without a Sample to NASC82 agenda.

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### **N81/24/8.0 SYDNEY ROYAL EASTER SHOW – S39**

The Royal Agricultural Society of NSW (RAS-NSW) has extended an invitation to AWEX to conduct a wool auction at the 2024 Sydney Royal Easter Show on 26/27 March.

Prior to Christmas AWEX surveyed local Brokers and Buyers to assess the level of support to attend such an event if invited. Responses were positive, with no negative responses received. Based on this AWEX has agreed to sponsor this event. The event will be held in S39.

NASC was asked to review/modify as required the Business Rules it established for the last time this event was conducted. Following a thorough review of the previous Business Rules the committee agreed that no changes were necessary, and the previous rules could be used for this event.

**OUTCOME:** S39 will be held at the Sydney Royal Easter Show, using the same set of Business Rules as when the event was last held.

### **N81/24/9.0 BUYER REPRESENTATION – TERMS OF REFERENCE**

The committee has for some time been trying to more clearly define the role of the Fourth Buyer Representative. After a discussion led by the Fourth Buyer Representative and the Southern Buyer Representative, where the committee was informed that they believed for best constituent representation, the Southern Region NASC contacts should be divided between them, in a way to be decided by themselves.

The Chairman suggested the best way forward, would be to formalise that the Fourth Buyer Representative leaves the West and North to the Representatives from those regions. If a Fourth Buyer Representative was to be elected from a region other than the South this decision would need to be revisited.

The Southern Buyer Representative and the Fourth Buyer Representative would work out amongst themselves as to which Southern constituents they represent. It was noted that how the constituents are divided is not important, but to ensure all constituents are represented is.

**OUTCOME:** Fourth Buyer Representative is responsible for the Southern Region, with exact representation to be worked out between the Fourth Buyer Representative and the Southern Region Buyer Representative. If a Fourth Buyer Representative is elected from a region other than the Southern Region, this decision will be revisited.

**ACTION(S)** Fourth Buyer Representative and Southern Region Buyer Representative to divide NASC Southern Region contacts, for future NASC consultations, amongst themselves.

### **N81/24/10.0 WORKPLACE BEHAVIOUR**

The Secretary advised the committee that invitations have been issued to AWH, ACWEP, NCWSBA and AWEX to form a Working Group to examine workplace culture and behaviour within the scope of NASC (Sale Rooms/Showfloors).

As the nominated NASC Representative on the Working Group (Fourth Buyer Representative) is due to go on leave, The Chairman enquired as to her availability to attend the working group meetings. The Fourth Buyer Representative advised that as this is an area of professional interest, she will attend the meetings whilst on leave.

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### N81/24/11.0 OTHER BUSINESS

#### 11.1 SAMPLE SECURITY

NASC received a submission from an exporter reporting concerns about a showfloor sample security incident. The exporter involved has further advised the committee, that after the involvement of a senior staff member the matter has been dealt with to his satisfaction. The committee re-iterated that integrity of the sample is paramount to the industry, and incidents like this are unacceptable. The committee asked that a notice go out to the trade reinforcing the importance of sample integrity.

**OUTCOME:** Secretary to draft and issue a notice to the trade reinforcing the paramount importance of sample integrity.

**ACTION(S)** Secretary to draft and issue notice on sample security and integrity.

#### 11.2 SYDNEY – MINIMUM LOTS FOR A TWO-DAY SALE

The Secretary received some communication seeking clarification on when Sydney becomes a one-day sale (minimum number of lots). The Secretary advised that this is a topic that the Northern Region Representatives will need to review. After discussions the Chairman felt the best way forward was for the Representatives with Northern constituents to give this topic more thought and for the Secretary to organise a meeting a month's time.

**OUTCOME:** Committee members with Northern Region constituents give more thought to the minimum number of lots needed for a two-day sale. Secretary to organise a meeting in a month's time to further discuss this topic.

**ACTION(S)** Committee members with Northern Region constituents give more thought to the minimum number of lots needed for a two-day sale. Secretary to organise a meeting in a month's time to further discuss this topic.

### N81/24/12.0 NEXT MEETING SCHEDULE

Meeting Code	Week	Date	Time	Type
NASC-82	46	16/17 May 2024	TBA	Online
NASC-83	9	29/30 August 2024	TBA	Online
NASC-84	20	14/15 November 2024	TBA	Online

Meeting Closed: **4:10PM AEDT**

For more information: NASC Representatives

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