
NATIONAL AUCTION SELLING COMMITTEE

SUMMARY OUTCOMES: MEETING NASC72-2021 FRIDAY 18 NOVEMBER 2021, 1:00PM AEDT TELECONFERENCE

N72/21/1.0 WELCOME/ALTERNATES/GUESTS

Les Targ	Chairman
Paul Foley	West Buyer
Stuart Greenshields	North Buyer
Paul Harmer	South Buyer
Jenny Jenkin	South Seller
Stephen Keys	Large Seller
Andrew Mills	North Seller
Scott Shenton	West Seller
Brian Vagg	4 th Buyer
David Cother	Secretary
Andrew Rickwood	Secretary (Alternate/Assistant)

The Chairman welcomed the Representatives and thanked them all for making their time available for the meeting. No apologies were received.

N72/21/2.0 MINUTES PREVIOUS MEETINGS

NASC71 Accepted with no amendments.

ACTION ITEMS (Last meeting and yet to complete)

Item ID	Description/Action/Comment	Status
N71/6.0	Secretary to release 2022/23 Australian Wool Selling Program, which will include a non-selling day on Chinese New Year Day (February 1 st , 2022)	Completed
N71/6.0	Secretary to write to Working Group, thanking them for their contributions and advising them of the committee's decisions regarding their recommendations.	In progress
N71/7.0	Secretary to draft and issue a notice to the trade advising of the committee's decision regarding COVID Rules and Measures.	Completed
N71/8.0	Southern Buyer Rep to continue local consultation to establish support for Catalogue Sequencing Proposal (Centre by Wool Type)	In progress See Item 7
N71/9.1	Secretary to issue Sale Days and Catalogue Deadlines roadmap.	Completed
N69/11.1	Secretary to request AWEX to develop an Advised vs Actual Selling Arrangement report, to be issued to trade once developed.	In progress See Item 7
N69/11.2	Committee members to canvass constituents on Late Catalogue Transmissions and possible consequences for non-compliance, add to NASC-70 agenda.	Deferred to NASC-71 See Item 7

NATIONAL AUCTION SELLING COMMITTEE

Item ID	Description/Action/Comment	Status
N69/16.0	Secretary to advise AWEX on the committee's decision regarding a regional sale in Dubbo and to facilitate the implementation of this sale.	In progress See Item 7
N67/10.0	Add Alterations Listings to email distributions to NASC-68	Deferred to NASC-70 See Item 7
N63/10.3	Northern Region representatives and Secretary to work towards setting up an Auctioneers school	In progress See Item 7
N62/13.5	Standardised Showfloor Security Signs	Transferred to AWEX for implementation
N50/12.0	Reconditioned wool guidelines. Look at developing joint doc. with AWTA	In progress See Item 7
N50/14.0	Room Sheriff – role and responsibilities	In progress See Item 7
N42/10.5	New entrant protocol	Yet to commence See Item 7

N72/21/3.0 COVID-19 BUSINESS RULES AND MEASURES

N72/21/3.1 REGION SUMMARY

The committee considered current measures in place along with changes in State Government COVID-19 Rules.

OUTCOME: The following outcomes were agreed upon:

Northern Region (Sydney)

- No changes to current settings.

Southern Region (Melbourne)

- Face masks
 - o are no longer mandatory on show floors and sale rooms.
 - o may continue to be worn at personal discretion or if required under individual company WHS policies.
- Attendance
 - o remains restricted to essential persons performing sale room/showfloor tasks only that meet Authorised Worker conditions (i.e., meet Authorised Worker vaccination conditions).
 - o The Galleries remain closed. It is likely these will open post-Christmas.
- Positive Case/Close Contact
 - o Changes have been made to the Public Health Orders in relation to actions to be taken when a person returns a COVID+ test. This has implications for workplaces, employees, and employers (including self-employed).
 - o A summary is here: www.coronavirus.vic.gov.au/checklist
 - o *Implications of these Orders to Melbourne wool sales will be released under separate cover.*

NATIONAL AUCTION SELLING COMMITTEE

Western Region (Fremantle)

- No changes to current settings currently. The Gallery remains closed. Attendance remains restricted to essential persons performing sale room/showfloor tasks.

- **ACTION(S)** Secretary to issue a notice to the trade advising of the committee's decision regarding changes to current COVID Rules and Measures.

N72/21/3.2 WA SALE ROOM

The committee received a submission expressing concern about the air conditioning/air purification systems at the Western Wool Centre (sale room) and seeking NASC support in approaching the sale room service provider(s) in seeking a review/improvement.

The Western Region Representatives reported that they believe the current systems are less than optimal and that the installation of a HEPA filter would improve the air quality, potentially reducing the risk of the spread of viruses, including but not limited to COVID-19.

The full committee noted that the introduction of HEPA filters into all sale rooms was something that could be looked at in all regions.

OUTCOME: It was agreed that the Secretary would write a letter to the Sale Room Service Providers informing them that the committee supported a review of the air conditioning system in the Western Wool Centre to establish if it can be improved, possibly including the installation of a HEPA filter to improve overall air quality.

ACTION(S) Secretary to send a letter to the Sale Room Provider of the Western Wool Centre asking for the air-conditioning in the Sale Room to be improved.

N72/21/4.0 OUTSTANDING ITEMS REVIEW

The committee were asked to review the list of current outstanding open action items, with the view of possibly removing some old open action items. Each open item was discussed and reviewed with the following outcomes:

21/N71/11.0 Catalogue Sequencing Proposal (Wool Type Group within Each Centre)
Remove from Open Items

20/N69/11.1 Advised vs Actual Selling Arrangement Variance Report
Retain on Open Items. AWEX working on beta test version.

20/N69/11.2 Representatives to canvass constituents on Late Catalogue transmissions and possible consequences for non-compliance.
Remove from Open Items

20/N67/10.0 Alteration Listings to be distributed via email
Retain on Open Items

19/N63/10.3 Proposal to hold an Auctioneer's School (Northern Region Representatives)
Retain on Open Items

19/N62/13.5 Standardised Showfloor Security Signs
Remove from Open Items, referred to AWEX.

NATIONAL AUCTION SELLING COMMITTEE

16/N50/12.0 Reconditioned wool: Guidelines

Retain on Open Items. Due to the rarity of the event, guidelines believed useful.

16/N50/14.0 Room Sheriff: Roles and Responsibilities

Retain on Open Items, Representatives to provide feedback to Secretary over the following week over any concerns or changes that may be required.

14/N42/10.5 New Entrant Protocol

Retain on Open Items, although a rare event, Secretary to draft and issue a one-page document outlining procedures for the entry of a new Buying entity.

ACTION(S) Remove open action items as agreed by the committee.
Representatives to provide feedback to Secretary regarding Room Sheriff Roles and Responsibilities.

N72/21/5.0 OTHER BUSINESS

5.1 NEGOTIATING PASSED-IN LOTS DURING SALE

The committee received correspondence from a Northern Buyer who was concerned about [buyers] receiving multiple phone calls, texts, and/or emails from broking staff wanting to negotiate passed ins whilst the Sale is still in progress. On some occasions the same lot has been raised by multiple staff.

The point was made that frequent and repetitive approaches are distracting to the buyer and in some cases is viewed negatively.

The committee was advised that most brokers handle this appropriately.

OUTCOME: The Committee agreed that brokers be reminded that passed in lots should be negotiated at appropriate times and with discretion (i.e. at breaks or end of sale), and that each broker is entitled to the right of the room whilst they are selling and this should be respected. Phone calls to buyers whilst selling is underway should not occur.

ACTION(S) Secretary to issue a notice to the trade reminding them that passed in lots should be negotiated with discretion and at appropriate times.

5.2 LEAD TIME FOR USE OF NEW EDI CODES

There have been cases recently where buyers have used a new EDI code and/or a Transfer Declaration on the same day the application documents were processed.

This has created some problems as sale room and broking/buying systems may not have been updated.

AWEX proposed that for auction purposes, newly released EDI codes, or Transfer Declarations become effective on the next business day after notification to the market, to give service providers, buyers, and brokers adequate time to update their systems with newly released EDI codes.

OUTCOME: The committee agreed that (for auction use) new EDI Codes become effective on the next business day after the New EDI Code notice has been issued to the market.

NATIONAL AUCTION SELLING COMMITTEE

ACTION(S) Secretary to issue notice to the trade advising of the committee's decision regarding new EDI code protocol.

5.3 CLARIFICATION OF FOURTH BUYER CONSTITUENCY

The committee received a request to consider whether there needs to be improved definition on the constituency of the Fourth Buyer representative. It was acknowledged that the Fourth Buyer role is an essential part of the committee for voting equilibrium but that a clearer definition of this role may be needed to provide more transparency and avoid

The committee agreed that having more clearly defined constituents of the Fourth Buyer and other Buyer Representatives would be a positive move. It was also noted that from time to time there may be differing views between managers and staff. The Chair noted that NASC must take guidance from the persons with company policy responsibilities (for both sectors).

OUTCOME: The Southern Buyer Representative and the Fourth Buyer Representative will canvass buyers in the South and seek a single nominated contact for all NASC matters these contacts can then be evenly distributed between these two Representatives.

ACTION(S) The Southern Buyer Representative and Fourth Buyer Representative to canvass Buyers to establish a list of contacts for NASC matters and then evenly distribute them between themselves to avoid any future doubling up.

5.4 SYDNEY ROYAL EASTER SHOW (SRES) S41/21

AWEX advised the committee that it had been in contact with RAS-NSW regarding the 2022 SRES. AWEX is expecting an update after the Sheep and Wool Committee meeting on 29 November.

5.5 ROOM START TIMES

The Southern Buyer Representative asked the committee to consider whether there was scope to have the Sale rooms starting earlier than current times, particularly on days with large quantities. He noted that the finishing time was the important measure for buyers. There were some moderating comments raised during the discussion, specifically some buyers needed pre-sale preparation time, and brokers noted that earlier start times would present some travel challenges to regional staff/grower clients, especially if first sellers.

OUTCOME: The Southern Region Buyer and Seller Representatives will canvass their constituents on this topic and if they decide there is sufficient appetite for earlier start times, it will be discussed further at NASC-73.

ACTION(S) The Southern Region Representatives are to canvass Southern constituents on whether earlier start times warrants further consideration by the committee.

5.6 CHINESE NEW YEAR

NASC was reminded that Week 31 will be a Wednesday/Thursday series only, due to a decision to not hold Sales on Chinese New Year Day, which falls on February 1st in 2022.

NATIONAL AUCTION SELLING COMMITTEE

N72/21/6.0 QUARTERLY MEETING SCHEDULE

Meeting Code	Week	Date
NASC-73	33	17/18 February 2022
NASC-74	46	29/30 May 2022

Meeting Closed: **2:55PM AEST**

NASC Representatives

Name	Position	Contact No	E-mail
Paul Foley	West Buyer	0413 853 003	foley@swanwool.com.au
Stuart Greenshields	North Buyer	0488 095 006	stuart.g@ewexports.com.au
Paul Harmer	South Buyer	0412 547 553	pharmer@yarrawool.com.au
Jenny Jenkin	South Seller	0488 189 935	jjenkin@qualitywool.com
Stephen Keys	Large Seller	0428 214 773	stephen.keys@nutrien.com.au
Andrew Mills	Northern Seller	0437 841 004	andrew@macwool.com.au
Scott Shenton	West Seller	08 9336 3000	scott@woolsite.com.au
Brian Vagg	4 th Buyer	0417 826 276	brianv@segardmasurel.com.au
Les Targ	Chairman	0414 365 933	