
NATIONAL AUCTION SELLING COMMITTEE

Summary of Outcomes: Meeting NASC85-2025
Thursday 20 February, 2:00PM AEDT
Online Conference

N85/25/1.0 PRESENT

| | |
|-----------------|------------------------------|
| Les Targ | Chairman |
| Peter Brice | North Buyer |
| Paul Foley | West Buyer |
| 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.

WELCOME

The Chairman welcomed Peter Brice back to the committee as the Northern Region Seller Representative.

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

N85/25/2.0 MINUTES PREVIOUS MEETINGS

NASC84 Accepted with no amendments.

ACTION ITEMS (Last meeting and yet to complete)

| Item ID | Description/Action/Comment | Status |
|----------|--|-------------|
| N84/4.0 | Secretary to update Wool Selling Program with major events when known. | Completed |
| N84/5.0 | Committee members to consult with constituents over creation of Large Buyer Representative position. Add Large Buyer Representative position to NASC85 agenda. | Completed |
| N84/7.0 | AWEX to send updated Transfer/Bidding Agreement forms to all buyers. Completed forms to be held in a register by AWEX. | In progress |
| N81/5.0 | Secretary to liaise with AWEX to release Week 28 Roster on the Friday before Selling Arrangements are released and formulated and issue Week 28 Silent Rosters once complied. | Completed |
| N81/11.2 | 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. | Completed |
| 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. | In progress |

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|----------|--|-------------------|
| N63/10.3 | Northern Region Representatives and Secretary to work towards setting up an Auctioneers school | No further Action |
| N50/14.0 | Room Sheriff – role and responsibilities | Yet to commence |
| N42/10.5 | New entrant protocol | To be removed |

N85/25/3.0 WOOL SELLING PROGRAMS

3.1 2025/26 WOOL SELLING PROGRAM

3.1.1 MID-YEAR RECESS TIMING

NASC implemented four selling weeks at the beginning of Season 2024/25 prior to the mid-year Recess. This was implemented to reduce pressure on Weeks 1 and 2 which historically have been large (when only two selling weeks were rostered prior to the Recess). The offering profile in 2024/25 suggested that this worked successfully with a flatter offer profile over the four weeks, and that feedback was generally positive.

The Chairman asked the committee how their constituents viewed the four-week selling period in terms of 2025/26.

The Western Region Representatives reported concerns from Western Region that they do not have the volume of wool at that time of year to support four wool sales in July. The Western Region Seller Representative further advised that even after the removal of the sale in Week 3, finding enough wool to warrant three sales in July may be problematic. He proposed the committee consider three selling weeks nationally (Weeks 1 to 3) prior to the mid-year Recess. Fremantle would sell only in Weeks 1 and 3, satisfying his constituents needs, whilst only have a one week break between sales, as opposed to the alternative of selling in Weeks 1 and 4.

The other Representatives felt that the change of timing to the mid-year recess had its desired effect (even flow of wool onto the market) and would like to see the status quo remain for 2025/26. They acknowledged and were sympathetic to the Western Region position. There was general discussion about whether three weeks should be considered for 2026/27 as offering quantities become clearer over the next 12 months.

The Chairman summarised the discussion by that no changes would be made to the 2025/26 Wool Selling Program, but asked the Secretary to hold off releasing the 2026/27 Tentative Wool Selling Program so the committee could have further discussions on whether three weeks might be flagged as under consideration for 2026/27.

It was AGREED:

That for the 2025/26 Season the mid-year Recess will be held in Weeks 5,6 and 7.

3.1.2 FREMANTLE SALES (WEEKS 1 – 4)

The Western Region Representatives advised that for the 2025/26 Wool Selling Program Fremantle Sales are to be rostered in weeks 1, 2 and 4, however it is possible this sequence may need to be reviewed subject to receivals/offerings approaching this period.

It was AGREED:

That for the 2025/26 wool selling season, Fremantle will sell in Weeks 1,2 and 4.

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3.1.3 SELLING WEEKS

Representatives from each region were asked to review the number and timing of Sales in their respective centres. All representatives were happy to proceed with the number of selling weeks as outlined in the Wool Selling Program.

3.1.4 AUSTRALIA DAY

The Australia Day Public Holiday falls on the Monday of Week 31. This week will be restricted to Wednesday/Thursday selling only.

3.1.5 CHINESE NEW YEAR

Chinese New Year falls on Tuesday 17 February 2026 (Week 34). Sales in this week will be restricted to Wednesday/Thursday selling only.

3.1.6 AUSTRALIAN SUPERFINE (AS) SALES

It was AGREED:

There will be three (3) designated AS Sales in Northern Region, in Weeks 16, 22 and 35.

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 41.

3.1.8 CHRISTMAS RECESS

The Christmas Recess will be held during Weeks 26 to 28, beginning Monday 22 December.

OUTCOME: The 2025/26 Wool Selling Program can be released to the trade, with the above changes actioned.

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

3.2 2026/27 TENTATIVE WOOL SELLING PROGRAM

The committee reviewed the tentative 2026/27 Wool Selling Program.

Arising from discussion when considering 2025/26, the following topics were listed as under consideration for 2026/27.

3.2.1 MID YEAR RECESS

Representatives were asked to consult with constituents on whether there was support for the mid-year Recess to be set for weeks 4-6, meaning three selling weeks at the opening of the season.

3.2.2 CHRISTMAS RECESS

The Southern Buyer Representative noted Christmas Day 2026 falls on a Friday. He asked if a Sale could/should be held in that week, selling on Tuesday/Wednesday. This would mean a later return to Sales in January.

The Secretary advised that the current Business Rule works on four (clear) business days between the final sale day and Christmas day.

The Chairman asked committee members to consult with their constituents to see if there was an appetite to review this Rule, the questions being:

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- Is the current Business Rule requiring four business days between the final sale day and Christmas Day still valid or should it be less, and if so, how many?

OUTCOME: The 2026/27 Tentative Wool Selling Program is to be considered at the NASC86 Meeting scheduled for June 2025.

N85/25/4.0 BUYER REPRESENTATION - PROGRESS

The committee continued its discussion on the proposal to change the Fourth Buyer Representative to a Large Buyer Representative. The proposed Large Buyer Representative would represent the largest 5 buying companies at auction. A buying company does not need to buy in all regions to be eligible.

Election

The Representative for this class would be nominated and elected by the Buyers meeting the following criteria:

- a. The largest 5 active buying companies by bales purchased at auction for the 12 months preceding the election.

The committee was asked to resolve the following points before moving forward with the proposal.

1. If the Representative works for a company that is no longer meets Large Buyer criteria, are they required to stand down, or does this get put to the Large Buyer companies for discussion/resolution?

It was AGREED:

That an elected representative would/can serve out a full three-year term, regardless of whether the company they work for remains eligible. The individual is elected not the company.

2. If Buying Companies move in or out of the Large Buyer category during a term, over what running period is this measured before the companies and Buyer Representatives are notified of a change in constituency.

It was AGREED:

That the elected representative would represent the five large buying companies at the time of their election, this will remain in place until the next election period.

3. If a Buying Company meets Large Buyer criteria using transfer quantities, would they be eligible or is it solely calculated on the Auction list.

It was AGREED:

That Large Buyer company eligibility would be determined using the Auction list. Roon Buyers making the transfer assume the ultimate payment risk.

Following from these questions being resolved by the committee, the Chairman advised that the proposal could move forward, the next step being the Secretary advising NASC members of the proposal from Fourth Buyer to Large Buyer.

Members will be given the opportunity to comment on the proposal, Subject to feedback, the committee will consider the matter formally at NASC86. If there is general acceptance by Members the committee will vote on the change. If there is feedback requiring further consideration, then this will be examined.

ACTION(S) Secretary to draft and issue a notice to NASC members advising of the proposal to change from Fourth Buyer Representative to Large Buyer Representative, outlining the proposal as decided by the committee.

N85/25/5.0 CONDUCT (BEHAVIOUR)

In 2023 NASC considered a matter in relation to a question on protocols available to auction participants if they wish to complain about the (behaviour) conduct of a person. At the time the Committee recommended the establishment of a Working Group compiled of Industry and Service Provider Organisations to examine this topic and provide recommendations back to their respective Organisations on how this should/could be addressed.

The committee was advised the Working Group has now been established and will meet in March.

There was some discussion as to whether sheriffs should be invited. The Secretary recommended this be considered by the Working Group.

N85/25/6.0 LOTS WITH RESULTS FROM TWO TEST METHODS

Recently a lot was offered in a Melbourne catalogue with OFDA results. The buyer was not aware until post sale that a Laserscan result also existed which was not published. The OFDA result was finer than the Laserscan result. The buyer held the view that both result methods should have been available or published.

The Secretary provided the committee with the current business rules for certified results which states: *All certified test results shall be made available to prospective buyers.*

The committee discussed this at length and agreed that (lots with multiple test methods) is an infrequent occurrence in Australia, and rather than make changes to the current catalogue format, the Laserscan result should be printed in the catalogue and the OFDA result would be displayed on the sample box.

OUTCOME: When a sale lot has certified results from two test methods, the Laserscan result would be transmitted and printed in the catalogue and the secondary (most commonly OFDA) is to be displayed on the sample box.

N85/25/7.0 SALE ROOM LPB DATA NOT FLOWING – BUSINESS CONTINUITY

This Agenda Item was lodged by off-site buyers using Sale Room data expressing concerns about a recent sale day in Melbourne where sale room data was not flowing from a sale room for most of a sale day. The concerns related to the non-availability of the data and the lack of communication around the outage.

The committee confirmed that whilst sale room data is important, if it not able to be provided/resolved, sales are to proceed under 'manual' mode. (Manual mode is where sale room participants may not have access to sale room data and need to proceed without this facility). This is also the case if, for example, the power is out.

The committee was asked whether there should be a time provision to allow service providers an opportunity to resolve data feed problems when they arise (subject to the service provider being notified and able to respond, diagnose and remedy in a timely manner). The committee supported the position that a short 10-minute break be called (to enable service providers) to try and fix the problem is appropriate. It also allows sale room participants to contact their off-site offices and arrange to move to manual mode (if needed).

One of the concerns raised related to the lack of communication regarding the outage. The Secretary advised that AWEX Market Reporting personnel have been tasked with increased vigilance to monitor data flow, to identify outages as quickly as possible. The Secretary also noted it is helpful if auction participants detect a potential issue that they raise it with the service providers.

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- OUTCOME: In the case of an outage affecting data flow, the sale will be halted for no more than 10 minutes, to allow
- sale room service providers an opportunity to examine and potentially remedy the issue, and
 - time for in-room participants time to notify external parties of the issue and implement potential backup

N85/25/8.0 OTHER BUSINESS

8.1 SYDNEY ROYAL EASTER SHOW

The Secretary advised the committee that AWEX will sponsor a feature sale at Sydney Royal Easter Show, to be held in Week 42 (15/16 April).

8.2 SELLING ROTATIONS - MELBOURNE

The South Seller Representative advised she had been approached by a constituent raising concerns over recent rostering, feeling that they had been rostered last more frequently than others.

The Secretary outlined some of the challenges of rostering and the factors taken into consideration, with AWEX Sale Admin making significant effort to ensure that rostering is fair to all parties involved. He did note that on occasions the Sale Admin team must make decisions to make a day work.

The Secretary advised that he is aware of the situation and has several discussions with the broker.

The Southern Region Buyer Representative asked if it is possible for the auctioneering broker of the broker to sell this broker first occasionally when the group was rostered last. The Secretary said this was a matter for the broker and the auctioneering broker. If they agreed the roster/selling arrangements can reflect this.

N85/25/9.0 NEXT MEETING SCHEDULE

| Meeting Code | Week | Date | Time | Type |
|--------------|------|---------------------|------|--------|
| NASC-86 | 45 | 8/9 May 2025 | TBA | Online |
| NASC-87 | 09 | 28/29 August 2025 | TBA | Online |
| NASC-88 | 20 | 13/14 November 2025 | TBA | Online |
| NASC-89 | 35 | 26/27 February 2026 | TBA | Online |

Meeting Closed: **4:00 PM AEDT**

For more information: NASC Representatives

| Name | Position | Contact No | E-mail |
|---------------|-----------------------------------|--------------|--|
| Peter Brice | North Buyer | 0419 367 696 | pbrice@vbcwool.com |
| Paul Foley | West Buyer | 0413 853 003 | foley@swanwool.com.au |
| Paul Harmer | South Buyer | 0412 547 553 | pharmer@yarrawool.com.au |
| Andrew Mills | Northern Seller | 0437 841 004 | andrew@macwool.com.au |
| Emma Reynolds | South Seller | 0428 898 253 | emma.reynolds@michell.com.au |
| Danny Ryan | West Seller | 0409 955 977 | danny@wcw.com.au |
| Aaron Shaw | 4 th Buyer (Alternate) | 0417 627 158 | aaron.shaw@techwool.com.au |
| Ben Stace | Lage Seller | 0409 672 315 | bstace@awn.net |