



## NZWCA Code of Business Conduct

As a registered wool classer we seek to be effective and accountable, we will be clear and open about our work and conscious of our responsibilities to our clients and the wider wool harvesting sector:

In particular:

### **Effectiveness**

We will seek a clear understanding of our client needs and advise our clients and other relevant people working in the shed/store of the approach that we will follow in delivery. We will manage and target resources effectively and do what we say we will do.

### **Accountability**

We will evaluate the effectiveness of our work, tackle poor performance and respond to complaints fairly and promptly. We will agree and set out for all those to whom we are accountable how we will fulfill these responsibilities.

### **Standards**

We will be clear about the standards to which we will work.

### **Equality and Fairness**

We will not discriminate based on age, gender, sex or any other physical characteristics. We will respect on another's rights and beliefs. We will hold in confidence all information we obtain on client affairs, unless specifically exempted by the client. We will respect clients and fellow workers privacy.

### **Competition**

We will not disparage the business practices of a competitor; if an opinion is sought it should be rendered with strict professional integrity and courtesy.

### **Reputation**

We will ensure that at all times both on the job and outside work hours we act in a manner that does not bring the profession of wool classing into disrepute.



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### **FOR COMMENT & FEEDBACK**

*As we try to have a more professional approach to our industry your Board has put together a Code of Conduct that we expect ALL Classers to adhere to.*

*Your feedback and comments both positive and otherwise would be appreciated.*

*Please email the Registrar (Dave Carr) at:*

[dave.carr@tectra.ac.nz](mailto:dave.carr@tectra.ac.nz)

Issue  
February  
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## New Zealand Wool Classers Association SPONSORED by NZ Federation of Wool Merchants

### this issue

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### BRANDING

With the increase use of second hand wool packs brokers stores are finding it increasingly difficult to recognize bale numbers and brands when wool arrives. The pack should be turned inside out or have previous markings sprayed out. This will make the process a lot quicker for the store people when processing wool. Pressers should speak with the contractor or owner of the property prior to shearing to address these issues

### WOOL SPECIFICATIONS

Generally the presentation and documenting on the specifications is very good. Transferring bale numbers from the Tally book to the wool specification can create problems with double up in numbers. Indicating if shearing is complete or more to come will help the Wool stores to quicken up the processing of wool.



*Wool Shed Past*



*Wool Shed Present*

## Bill Dowle Chairman's Notes

At the moment I am not sure if we are going to get much more summer or if we are entering autumn in my area. The heat has reduced a bit in the middle of the day and the evenings are now bearable and even need a jersey sometimes. A bit early for autumn but I don't mind a bit of a reduction in the heat in the middle of the day.

Reading the monthly reports of the Registrar's activity I note that he has been following up a couple of people classing that are not registered. It is your organization and the registration is a quality control that ensures that the job is being done properly. I notice that Dave has also followed up on a couple of clips where the preparation was not up to standard. This is what we are here for, to ensure the job is being done properly and to help those not up to standard lift their game.

This is why we want everyone to attend the refresher days and also where as members you can do your bit. If you think someone is letting us all down, let the Registrar know and we can deal with the issue. Whining in the pub helps no-one.

I recently spent a week in the lower north island, going up to Ohakune and across to Napier and back through Wairarapa. My intention was to call in on any places I saw shearing occurring. Unfortunately it rained nearly every day, except in southern Hawkes Bay where a lot of rain is desperately needed, so I didn't see any sheep coming out of a shed. I did however see a lot of new country that was very interesting to see for the first time, especially on the Taihape/Napier Road.

Hopefully we will have a good response to the subscription Invoices that you will have received and we get a good attendance at the refresher day this year also. This is the time we can all meet and find out what is happening in the industry.

Best wishes to all.





## Report from the New Zealand Merino Company (NZM)

A good growing season meant that this season's New Zealand wool clip has, in general, been very good, and we have seen increases in quantity, length and staple strength. Exporters commented on the exceptional quality of the New Zealand offering at a number of sales this season, and the quoted prices were at a premium to Australian wool sold on the same day.

The better growing season also resulted in significant increases in vegetable matter (VM). For the most part, wool classers have responded to this challenge and kept excessive VM from good lines, in particular those lines contracted at prices that, in some cases, were double the open market value.

This season market prices have been significantly lower than the same time last year, however, they are still ahead of the long term average. Since September we have seen gradual increases in price driven by a squeeze in volume putting pressure on deliveries. Consumer demand remains the real key for a sustained rally in wool prices, and ongoing global economic uncertainty is keeping consumers very reserved with their spending.

In these difficult times, the growers' investment in marketing, innovation, research and development is paying significant dividends both through contracts and support of the NZM catalogue in Melbourne. Brand partners have been active exclusively in NZM's Melbourne auction catalogue throughout the season, and this helps to provide a competitive advantage and higher return on our growers' investment.

The commodity markets continue to be volatile, and many growers have taken the opportunity cover their risk through forward contracts. This season around 70 percent of the NZM clip was contracted at levels significantly ahead of the open market. Our brand partners continue to grow and we are working with them on new contract options for the 2013 season and beyond.

We are currently developing a new 'ZQ Premium New Zealand Wool' brand to help us take 26-31 micron wool to the market. This branded fibre will ensure we have a tangible identity that potential new brand partners can see value opportunities in immediately. It also wraps up all of the benefits of buying New Zealand grown, fit for purpose, mid-micron fibre. We are in early stage discussions with potential new brand partners – one based in the United States and the other in Europe. NZM's International Marketing Manager, Hamish Yates, is currently in Europe to follow-up on these, and other, opportunities.

NZM has very good options for second shear, eye clips, crutchings, stains, dags, skin pieces, fribs etc., through Wool Xpress programme for both Merino and M2. Vegetable matter, length, yield, and style influence the price on these types. You can contact an NZM Area Manager for details of preparation to maximise the value for growers.

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## Non wool contamination in greasy bales

At Canterbury Woolscourers in Timaru we have noticed an increase in the amount of non-wool contamination we are finding in greasy farm bales. Non wool contamination finds we have discovered include press bars, fertilizer bags, clothing, towels, cans and bottles and even a shearing hand piece and a wall clock. If this contamination finds its way into our machinery and into further processes at the carding and spinning plants, the potential cost is huge. This is an industry problem. For those whom haven't visited us we keep a library of contamination to show visiting industry groups, like wool handler training, the enormity of the problem we all face.

Please see photo above, careful whom you show it to as it may shock you as most of the items are from the shearing shed environment. Quality starts in the shed, and the industry needs contamination to be kept out of the clip.

Struan Hulme  
Canterbury Woolscouers  
Production Coordinator  
Timaru

### NEWSFLASH

*The Trans Tasman Woolclassing course in Dubbo will not be run this year due to updates and changes being made to the unit standards in the AWEX code of practice, that are delivered in Australia. This creates the need to revamp the resources we have. There is not enough time to make these changes without putting the few students who showed interest under pressure. The next course will be held in 2014. To enrol for this course you must be a registered New Zealand Kiwi Stencil holder. Any enquiries please contact Robyne Murray, National Classing Manager, Tectra Ltd. 027 581 8144 or email [robyme.murray@tectra.ac.nz](mailto:robyme.murray@tectra.ac.nz).*