



SPONSORED by NZ Federation of Wool Merchants

# NEWSLETTER

September 2013

## Chairman's Pre/ Early-Season Comments

By the time this gets out everyone will be well into the pre-lamb and no doubt some hoggets and maybe even some wethers will have been shorn.

I hope that we are all remembering to keep on the case with keeping contamination out of all wool. Loose clothes around the shed, shed hands are always too tired or busy to walk 10 feet to hang things up out of the way, they will find time to sneak out for a smoke though. If the presser presses the press bars he won't learn if you don't make him un-press the bale to retrieve them and get behind, then he misses out on lunch to catch up, who's fault was it anyway.

I did see Barry Pullin (Shearing Contractors Assn.) in the media talking about contamination in the clip. He also talked about the facilities on some properties. Maybe I am lucky but the sheds I work in all have acceptable facilities but some are sub-standard, a little pressure may inspire a grower to improve things if they can be convinced that good conditions will inspire a good quality job being done. We're all in this together; if things get too bad we all stand to lose.

The market doesn't appear to be particularly healthy so good preparation and presentation could make the difference. If you expect to be well paid for the job then maximising the return for the grower must be the priority, be that for contract or for auction. I found a

simple summary to which the Australian Wool Classing Code of Practice aspires to when I was looking on the AWEX web site, to me it is a very good summary of the 3 main principles we should be approaching our classing with.

They are:

- To prepare uniform, consistent, reliable, predictable, low risk lines of wool suitable for the diverse needs of wool processing; and thus maximise competition,
- To present a product free of contamination; that is
- Correctly documented, described and packaged

If we can all do this, and encourage everyone else to do so we will be making progress. There is some interesting reading on the AWEX web site.

Since the AGM and refresher day in Timaru the board has not been hugely active but continuing to do the basics in the background and preparing ourselves for the season ahead.

I wish you all well for the season and hope for good weather, dry sheep and a lift in prices.

**Bill Dowle**  
*Chairman NZWCA*

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Please note that articles and opinions expressed in this Newsletter are not necessarily those of the New Zealand Wool Classers Association, but those of the author or outside contributors.



## Communication is Key

– Rob Cochrane, PGG Wrightson

In any situation where people and/or animals are involved, the key to completing a project successfully revolves almost entirely around good clear communication.

Prior to shearing there are plenty of opportunities for farmers, musterers, brokers, wool classers, wool pressers, shed hands, shearers and transport operators to communicate about how, what, why and when. A clear explanation of what is expected from each of the extremely important links in the



wool harvesting chain from ensuring the sheep are emptied prior to penning up, until the bales are pinned and branded correctly, and counted onto the truck, is paramount.

One of the most important aspects of communication is in fact the wool presser's responsibilities in regard to farm brand, description of contents, and bale number written on the cap of the bales, plus the corresponding written recording in the tally book. Quite regularly, and despite brokers requests to receive a full wool specification with each wool consignment, bales arrive at broker's stores accompanied only by a transport operator's consignment note, leaving

the broker to decipher from the cap what the contents of each bale is and make up a specification from that information. As long as the broker knows that the consignment is complete (with no further bales to arrive to complete lines) there is no major issue apart from the additional time required to collate the information, enter the details into a computer system, and produce a work sheet with unique reference numbers to identify each bale during its time within the broker's control.

*Accurate and clear information applied to the cap by the wool presser in the wool shed is extremely important to ensure no wrongly described bales slip through the system.*

## Registrars Ramblings

As demand for and the price of wool remains in the doldrums it never ceases to amaze me the lack of effort that "wool people" put into their own efforts to push their own product. This includes you all as classers too – instead of wearing the first thing that catches your eye on the top of the washing pile make a conscious effort to wear wool. Forget about the polar fleece hoodies -think your own product!

Woollen clothing these days doesn't have to be the prickly crossbred singlet's of old, today's singlet's are lightweight, soft and what's more are machine washable and don't tend to stink! Lightweight tops are smart, warm and particularly if purchased around this time of year relatively inexpensive as stores start clearing out their winter stock. Wool denim jeans are just the bee's knees at this time of year even if they now seem to be limited to an Australian brand. Ask your farmer how much wool he/she is wearing!

Suggest to your contractor that he/she should be investing in branded woollen clothing, not the cheapest polar fleece they can find. Beanies are another one – acrylic made in China should be replaced by 100% NZ wool. Forget the argument that it is too expensive, ask them to support your future and hopefully you are prepared to pay the extra 10-20% initial outlay.

We see a current DIY type program on our televisions at the moment where the contestants gain extra points for making their houses eco-friendly – they then go and install nylon carpets and the judges had no issues with that. One for the Campaign for Wool to take on board and come out fighting on I believe.

The old perennial has raised its head again already this season and if any of you are affected please contact either me or a Board member. That is non registered classers and particularly unregistered

classers being contacted and given jobs by brokers! I have had no less than 3 complaints already about a major broker putting a non registered classer into sheds. They then have the gall to say that they support all we are trying to do and offer to help etc etc. Fair enough there are situations throughout the season where sheds can get caught out without a classer, but pre-lamb has only really kicked off. There may be other reasons that I may be unaware of, but when you have classers who have been nominated for Merit Awards being moved aside so a person who has been unregistered for years can come in, there has got to be some way our Association can respond.

That's about my bit – go out and do your job to the best of your ability, communicate your expectations, and have a bit of fun otherwise it can be a long lonely couple of months.

**Dave Carr**

*Registrar/Executive Officer NZWCA*





## Presentation of Merit Awards:

Presented by Bruce Tinnock NZWCA Patron

Award:

**Merino Merit Award sponsored  
by New Zealand Merino**

Recipient: Pip McConway (A1864) Blarich

**Mid Micro Merit Award**

No Award given this year

**Cross Breed Excellence Merit Award  
sponsored by Canterbury Wool Scourers**

Recipient: Guy Palmer (A1678) Mendip Hills

**Owner Classer Merit Award sponsored by  
PGG Wrightsons**

Recipient: Ben Todhunter (FD2101) Cleardale

**North Island Classer Merit Award  
sponsored by PGG Wrightsons**

Recipient: Julie Thompson (P2106) Mauturangi

Commendation:

**Graeme Goodger** (P1883)

for Gray Hills – Merino (*Image 1*)

**Janet Smith** (A1477)

for Cambian Hill – Merino (*Image 2*)



## Wool Merchant's Awards:

Sponsored by Federation of Wool Merchants, presented  
by Don Urquhart from Federation of Wool Merchants.

**First Scholarship presented to:**

Dayle Clemens (*Image 3*)

Top student end of Year 1 coming back for  
Year 2

**Second Scholarship presented to:**

Michelle Webster (*Image 4*)

Top student out of the Wool Technology  
course after the final year.

*Each recipient received \$500.00*



**Trans-Tasman  
Wool Classing  
course in 2014**

**Train. Work. Succeed.**

We invite any interested Wool Classers who  
are currently registered and hold a New  
Zealand Wool Classing stencil to join us for  
the Trans-Tasman course in Dubbo, 2014.

The course is held in April/May (approx.)

### Course Structure:

3 months of correspondence Theory work  
done in New Zealand prior to the trip, and  
2 weeks Practical on course work in Dubbo,  
Australia

On Completion of this course you can apply  
for you Australian Wool Classing Stencil.

If you are interested in this amazing  
opportunity please contact:

**Robyne Murray**  
National Classing Manager

**Tectra Limited**  
0800 496 657 or directly  
on 027 581 8144.

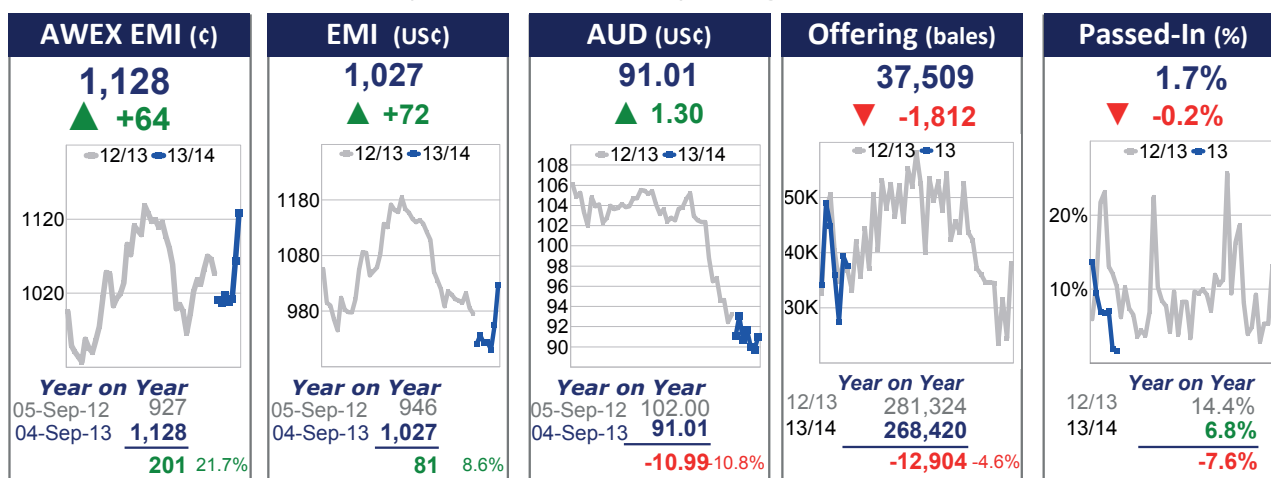
by December 2013 this will allow  
you enough time to complete the  
correspondence part of the course  
prior to the trip to Australia.

**Week**  
**10**

# Weekly Wool Market Report

[www.awex.com.au](http://www.awex.com.au)  
Wednesday, 4 September, 2013

Compared to week 9, Thursday, 29 August, 2013



	North Sydney	South Melbourne	West Fremantle
<b>Ind.</b>	<b>1149 ▲ +67</b>	<b>1113 ▲ +63</b>	<b>1134 ▲ +46</b>
<b>16.5</b>	<b>1573 +32</b>	<b>1548n +18</b>	
<b>17</b>	<b>1457 +61</b>	<b>1451 +33</b>	
<b>17.5</b>	<b>1395 +72</b>	<b>1381 +49</b>	
<b>18</b>	<b>1349 +64</b>	<b>1338 +61</b>	<b>1297 n +43</b>
<b>18.5</b>	<b>1315 +81</b>	<b>1304 +71</b>	<b>1272 +47</b>
<b>19</b>	<b>1294 +94</b>	<b>1296 +93</b>	<b>1261 +59</b>
<b>19.5</b>	<b>1280 +103</b>	<b>1272 +94</b>	<b>1247 +61</b>
<b>20</b>	<b>1251 +92</b>	<b>1238 +79</b>	<b>1217 +49</b>
<b>21</b>	<b>1224 +70</b>	<b>1221 +66</b>	<b>1196 +44</b>
<b>22</b>	<b>1198 n</b>	<b>1202 +64</b>	<b>1161 n +34</b>
<b>23</b>		<b>1199n +73</b>	
<b>24</b>			
<b>25</b>			
<b>26</b>	<b>865 n +15</b>		
<b>28</b>	<b>689 +31</b>	<b>693 +35</b>	
<b>30</b>	<b>650 +18</b>	<b>651</b>	
<b>32</b>	<b>545 n</b>		
<b>MC</b>	<b>874 +13</b>	<b>866 +8</b>	<b>856 n +11</b>

## AWEX Comment

This week wool auctions were held in an uncommon Tuesday/Wednesday pattern to allow for "Wool Week" events on Thursday/Friday and included a one-day Fremantle sale. Market-wise it was another exceptional week with the AWEX-EMI jumping 64 cents, adding to the 52 cent rise last sale. The fortnight has resulted in a 116 cent increase in the EMI, the largest two-week gain since January 2011. The market behaviour was similar to last week where prices took a sharp increase from the first few minutes of the sale and continued to firm as the sale progressed. Typically the market has then taken another step higher after the mid-sale break which has allowed traders to amend their buying strategy and raise buying limits in order to meet the prevailing market. Most support was centred on the 19.0/19.5-micron range which was close to 100 cents higher for the sale. Other microns were mostly 60 to 70 cents dearer apart from the superfine range of 16.5-microns which made only modest gains in comparison, lifting 20 to 30 cents. Growers appear encouraged by current levels and continued to sell into the rising market. Last week's near-record clearance rate was bettered this week when only 1.7% of the offering was passed in, making it the best clearance rate on the AWEX database (which commenced in 1995). As with the fleece, selected pockets in the Merino Skirting catalogue rose 80 to 100 cents while a large portion gained 60 cents. Crossbreds were steady performers and made consecutive increases of 15 cents to close 30 cents higher. Carding types furthered their rally into record territory with additional gains of 10 cents this week.

