



New Zealand Wool Classers Association Inc.

Registrars Report NZWCA AGM 2013

Another year behind us and still the same old, same old problems face this Association. Sometimes I think that we are making progress and at other times, I despair!

Prices continue to be the biggest problem facing our industry: the vicious circle that is low returns resulting from a drop in sheep numbers as farmers look at other options. Strategies are deployed in shed to reduce costs and there is lack of young enthusiastic people wanting to enter our industry because they don't see a future in it. All this leads to an uncertain future for the entire wool industry. I have said it before and I say it again: when prices and demand are low, this is the time for real opportunity, the time you can really make your mark. Because buyers can afford to be choosy, they offer only a cursory look at poorly or inadequately prepared clips, then move on to the ones that catch their eye.

That is where you come in; by doing your jobs properly, the clip gets noticed and your number and the brand gets noticed. This why some clips fetch a premium year after year.

1/ Communication

Today's workshop is based around communication. The current market in particular is the most important part of your role. Communication with the farmer, the contractor, the broker, the buyer – sell yourself out there, get recognized for the right reasons - it's no different to Pierre Cardin advertising a new range of men's suits or Toyota a new 4 wheel drive. You have got to communicate at all levels of the process.

2/ Organisation Support

Please support your organization; we are here to support you. Members of the Board are there to help, but there is nothing worse than coming up against a high profile classer not paying a subscription, but using the benefits of our Association to get ahead. That same person can easily spend the cost of belonging to NZWCA in one night at the pub. You owe it to yourself and other members to let us know of any classer putting their stencil on a bale, without having paid a sub. I have been disappointed by the broker's attitude when it comes to chasing up those non-members. I believe this reflects poorly on everyone.

As happens every year, I am putting a pen through names of those who were nominated for Merit awards, but are not financial members of the Association. Take pride in who you are and what you do.

3/ Changes

There have been a couple of changes to our Board this year. Bruce Abbott comes on in place of Martin Paterson and Bill Dowle moves into the role of Chairman. Both moves I believe are positive. Bruce has likely forgotten more about classing than most of us will ever learn and is forthright in putting his views across. Thanks Bruce. Bill has eased into his job and lives only 5 minutes away, making the job of communicating with him all that much easier. A different approach to Martin: always low key, always diplomatic, but with a good understanding of what is required.

To the rest of the Board thank you for your input and support – it is always a lot easier when someone is there for the right reason.

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- The NZWCA website continues to be a great tool and approximately 75% of our mail outs are now done online. Fewer envelopes to fold & stuff, Annette! As always there is a list of contacts for your Board members and Registrar.
- Annette continues to make my job a lot easier, her support and contributions are positive. Annette is direct and to the point, doing a great job on what I would call the mundane stuff. This frees me up to assist members as needed.

As you have noticed, we have tried something different for our Refresher day. Hopefully it meets with your approval and you all learn something to take away. Bill and I oversaw a Strong Wool refresher day in the North Island and were very encouraged at the turnout. It was run along similar lines to this one and I wish to thank all those involved today, especially Craig Smith, Jude Davidson and Struan Hulme.

I cannot sign off this report without mentioning the Wool Merchants Federation – their support is unwavering and always positive. They sponsor our Newsletters and the two Scholarships for the Wool Technology students.

To the brokers that sponsor the Merit Awards, thank you as well and I hope that you continue to see merit in these.

Dave Carr
Registrar
NZWCA
May 21st 2013