



It was great to have such a good turnout at the NZM Fibre Select refresher course day held recently in Christchurch. Feedback from previous courses steered us toward a more interactive day, a forum where classers of all levels of experience and knowledge could interact and network while being updated on recent market trends and key messages for the coming season. Thanks to all that attended. Following are a list of this season's Key Classing and Preparation Messages.

1. The Market

Prices are at a completely different level this year as compared to this time last season. They are well down, but still above the longer term average price.

Fortunately many NZM clients have wool forward contracted significantly ahead of current levels so it is vitally important we work together to get all grower wool into the contracts they have. Missing contracts for VM, length, soundness or style could be very costly to the Grower. Make sure you know well in advance of starting in a shed what contracts are signed and what is required.

2. Grass Seed

With Growers in most areas telling us it has been the best growing season many have ever seen, the level of grass seed in the wool is likely to be higher (we are already seeing this in crutching's etc).

Skirting needs to be heavier if grass seed contamination is present. This includes Best/Spinners clips for auction and WOC (Whole of Clip contracts) and lighter skirted lines for contract. For instance, where necks/pieces were left on for contract last year, if they contain moderate to heavy grass seed they will have to be skirted off this season. A heavier flank or back may need to be removed in best/spinners clips.

3. Handy hints

Try and get as much wool into main lines as possible.

Avoid binning part bales of fleece, necks, backs, pieces, bellies etc as they only get lower values when binned.

Plan the Press out of lines to ensure all wool is pressed into full bales.

Bale weight guide: Max 195 kgs Min 110 kgs

Finer lines can be a minimum of 90 kgs but only go this low to avoid a bin bale or super fine below 15.0 micron.

Delivery of wool to Store

In a lot of cases contract lines of 17 bales or more for Icebreaker, DTI and Smartwool may go directly to the dump store this season. When classing, target 17 bales minimum for these particular contract lines as it enables us to hold costs down for the Growers.

This does not apply to best/spinners clips for wool finer than 18.0 micron.

Please contact an NZM Area Manager for more details about lines to deliver direct to Wool Dumps. Your grower clients will be advised which contracts lines will need to be delivered direct to wool dumps. All bales being delivered to the Wool Dump will be identified by stickers again this year.

3. Take 2nd Pieces out from lox

This key message continued to increase the amount of 2nd pieces sold last season. Another job well done and significant value added to prices by NZM, classers and growers communicating via Fibre Select.

A premium is still there this coming season so continue to take the 2nd pieces out. DO NOT PUSH the line as too much shorter lox can eliminate it from the higher price.

4. Mulesing Certification – High Importance

The wool specifications with a mulesing declaration must be accurately completed as they are an audited document. Mulesing regulations require Growers to sign specifications where lines have NM (Never Mulesed) or CM (Ceased mulesing) declarations. If specifications come in unsigned, auction wool WILL NOT be catalogued as NM or CM and will be labelled with "No Declaration". We have brand partners buying at auction that require CM in some cases so the signing of the specification is imperative.

If you as the classer complete the specifications they will have to be sent to the grower on completion for signing prior to being sent to the store.

Note that some lines may be NM and others CM on the same specification depending on age of sheep and when the Grower stopped mulesing, so the status must be on EACH line of the specification.

If unsure consult the grower.

5. FFP – Fit for Purpose Classing

FFP is not just light skirting and broader classing for Icebreaker and Smartwool contracts, it is classing and preparation to the standard required for the market/process the wool is used in.

Please discuss the relevant requirements for the clip you are classing with your NZM Area Manager.



6. Tender & Coloured Lines

Do not call lines tender or coloured in the description. Call AAM or AAAM, have a comment that it was made for tender in the comment field of the specification.

Your line may be eliminated or discounted if the word tender is stated in the description, when in fact it is still perfectly suitable for a better delivery.

7. Specifications

Make sure you fill out the Traditional Description (right hand column of spec sheet) for each line as this helps with the cataloguing in correct order and speed up processing.

8. Breed descriptions

The 'M' part of the AWEX description (eg. AAA M) is for Merino. ½ bred and Corriedale clips must use AA ½ or AA COR, or just use the traditional description eg AA EX F ½ etc. Quarter bred/Polwarth clips are ok to use the M description.

9. NZM Classer Web site Access

The NZM Classer Web Site give you access to up to date market information as well as the clip information from properties that you have classed at.

To obtain a log-on code please contact Karin Stahel on 03 335 0911 or karin.stahel@nzmerino.co.nz

We will send you a form to fill out and for you to get your farmer clients to sign to give permission to access the clips test records.

MID MICRON KEY POINTS

- Climatic conditions will produce an increase in unscourable colour this season. It is important if it is unscourable that it is skirted and classed out. We are talking about hard unscourable not creamy.
- Classing for micron should be based on a 2 micron shift, anything less than that will be of little or no financial benefit.
- Watch for stain both pizzle and pen and any raddle in main lines as this will severely discount the line irrespective of the percentage of contamination.
- When hogget shearing starts be aware of tenderness especially if mid staple.
- Contracts – please consult with your NZM Area Manager regarding the classing of mid micron clips for contracts.
- Fine Mid micron clips – for 1/4bd and Polwarth clips, again consult with your NZM Area Manager regarding the classing of the very fine end of the clip as sometimes this fine end can be suitable for some of the contract options we have and required to be prepared and classed to a different level than coarser mid micron.

NZM AREA MANAGERS

There have been some personnel changes within NZM since last season, Craig Adams who worked out of Cromwell as Area Manager in Central Otago has shifted back to head office in Christchurch and has been replaced by Shaun O'Docherty. Andrew McNeil, formally of PGG Wrightson whom many of you will know has come on board and will take over the area that Shaun covered previously. Please contact the Area Manager relevant to the clip you are classing for any information you require.

<u>NZM AREA MANAGER</u>	<u>REGION</u>	<u>MOBILE</u>
Blair Davies	Marlborough / North Island	021 224 4044
Sharyn Miller	Canterbury Mid / South	021 999 251
Nick Hamilton	North Canterbury	027 546 6434
Jackie Donald	McKenzie / Waitaki	021 224 6404
Shaun O'Docherty	Central Otago	021 708 165
Andrew McNeill	Otago	021 476 600

Keep up the good work and we look forward to catching up with you all in the sheds over pre lamb.

Craig Adams
Customer Relationship Manger, New Zealand Merino
and the NZWCA Broker Representative