

Wool Selling Systems Review.

Dear Sirs.

It is all very good to look at the supply chain, up until the wool is sold to save costs, but you can only save, possibly a few cents a kilogram here and there.

The major potential improvement is in the upside of prices, which the Issues Papers says, " We can't control the market, that's not what this review is about " That is a defeatist attitude, we must try.

If all poorly classed or non-conforming wool was removed from auction and sent for re-classing, that would give greater confidence to processors and ultimately higher prices, one would hope.

Currently poorly prepared wools, 1% to 3% of the offering, and 13% unskirted which is just as bad, are pulling down the standard of the clip and naturally have a detrimental effect on prices.

There is a huge potential upside, especially for 19 micron and finer, when these wools can and are being sold on as Cashmere and Mohair, as is allowed in The United States, under U.S Wool Products Liability Act of 1939 as amended [15 U.S.C. Section 68b [9] [6] . Historically Cashmere and Mohair has sold for eight to ten times the price of Merino wool of 18.5 microns since 2002.

I know of a Wool Scour in Australia, since closed down, where 4,000 to 6,000 bales of fine merino locks were scoured every year, destined for Mohair.

I have never seen a Wool Review that has ever mentioned Wool Classing, and it's benefits, maybe this will be the first.

Another idea which may deserve some consideration, is the Dutch Auction system.

Edward. H. Wymer.
aka Woolman.

Woolman.biz