

To: Wool Selling Systems Review

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Phase 3: Wool Appraisal.

The appraisal is not always accurate. Physical inspection is necessary.

Phase – General.

- Eliminate clean value – nothing to do with wool growers. The only advantage is quoting greasy wool characteristics and prices.
- AWTA – It is the only wool tester and needs competition as some test results are not consistent.
- AWEX Market Reporting – Too many bodies doing market reporting as it is.
- AWEX - Each State needs a body to assess that State's wool problems, because Queensland, Victoria, Western Australia, etc. have different issues and circumstances. Australia is too big a country for one boss. Wool industry bosses could go undercover in the workplace and no one would know them. AWEX runs under the rule of divide and rule.
- Centralisation of wool handling and selling- Lara, Victoria, is the right place for a wool receival and selling centre as many Victorian wool buyers are located south of Melbourne.
- Wool sales- A decent facility that is an attractive centre to see wool sold is needed.
- Digitalisation- No, there is too much skullduggery now and digitalisation would open it up to more of the same. Appraisals are not accurate enough and claims would come back on the agent

- Test fleece wool of 28.5 microns and finer should only be put in the box for the auction room.
- Code of Practice – Supposedly this involves consultation with wool industry bodies and wool people, but I feel it only involves “Yes People” who agree with the AWEX people. In the last 12 years, every three years there has been a different head for the new Code of Practice, and too many people have gone along with what the AWEX Director says, the Code of Practice leaning too close to processors’ requirements, rather than what is in the best interests of the grower. That leaves wool growers and classers so confused that they throw their hands up in the air.
- Conscientious wool growers are conned into believing that the contractor’s staff are the best people. The wool classer could be very good, but in the end, the contractor pays. As I have been told by classers, they still want the job so they have to do the work. The wool grower will be told by the wool rep as to what a great way his clip was prepared. The wool grower very rarely goes to a sale. AWEX may send a letter to the classer for some branding mistakes that AWEX picks up. When a wool presser is under pressure, it is very easy to brand AAAM but can put the wrong bin code, as there are 5 or 6 different bin codes in big sheds. The original branding lines were realistic and could clearly show up in the test results. Some brokers think they can change the wool brands without telling the owner or classer. There no encouragement towards the classer, only criticism from AWEX . AWEX are never seen in a working wool shed to see 10 or 20 fleeces on the wool floor waiting to be skirted because there are not enough shed hands to operate smoothly.
- Appendix 1 – Example Wool Broker- What does AFFA stand for? (Levy \$400)
- My recommendations – AWI has spent a lot of money on sheep breeding and the wool industry in general. How about listening to the well-established and financial wool growers?

- With 19,000 or so wool classers who work very part-time at classing, they are dropping out through lack of support. A state by state outside body to give ideas on management and personal skills would give confidence to the classer once again. The wool classer would train the shed hand in half an hour or less. Now the shed hands know everything but how to work.
- With 50 continuous years of classing in wool sheds in Western Australia, South Australia, New South Wales and Victoria, we are a dying dinosaur race. Help is needed to get back on the sheep's back (Merino).
- Fibre direct is going the same way as the floor price. You get pieces' price for unskirted fleece wool – a good way of going broke.
- There is no one wool clip in Australia of exactly the same genetic breeding. That's my big call.