

PALING YARDS TRADING CO

Wallengriva Pty Limited T/A

ABN: 73 033 842 395



“Paling Yards”
TARALGA
NSW 2580

Phone 02 48433014

Fax 02 48433096

Mobile 0428 233515

e-mail palingyards@bigpond.com

**THE CHAIRMAN
AWI WOOL SELLING SYSTEM ENQUIRY
c/- JOHN ROBERTS**

DEAR SIR,

I WOULD LIKE TO MAKE A SUBMISSION TO THE WOOL SELLING SYSTEM REVIEW.

THERE ARE TWO POINTS THAT I THINK ARE IMPORTANT TO THE SHORT TERM PROFITABILITY OF THE WOOL INDUSTRY.

- 1. ALL AUCTION WOOL SALES SHOULD BE CENTRALISED (I EXPECT MELBOURNE IS WHERE IT SHOULD OCCUR). WE AS AN INDUSTRY NEED TO REDUCE COSTS FOR OURSELVES AS WELL AS ASSIST THE SUPPLY CHAIN TO REDUCE COSTS. WE HAVE FOUND THAT THE DECISIONS IN THE PAST HAVE BEEN MADE FOR US INSTEAD OF US AS AN INDUSTRY MAKING THE HARD DECISIONS (THE CLOSING OF THE SALES IN NEWCASTLE)**
- 2. WE NEED TO ALLOW THE SALE OF UNSKIRTED LOTS OF WOOL, WITHOUT THE STIGMA OF THIS WOOL BEING SOLD IN THE NUMBER 2 ROOM AS IF IT WAS INFERIOR FLEECE WOOL**

THERE IS AN ANOMALY WITH THE ISSUE OF SELLING UNSKIRTED FLEECE WOOL THROUGH THE AUCTION SYSTEM. AT THE PRESENT TIME UNSKIRTED WOOL IS SOLD WITH A D CERTIFICATE WHICH MEANS THAT IT IS A NON-COMPLIANT LOT OF WOOL AND IT HAS TO BE SOLD IN THE NUMBER 2 SALE ROOM WITH THE ODDMENTS I.E. BKN, BLS, LKS, CRT ETC.

MY POINT IS THAT UNSKIRTED FLEECE WOOL SHOULD BE ABLE TO BE SOLD THROUGH THE NUMBER 1 SALE ROOM IF IT IS DECLARED UNSKIRTED, AND IT HAS A CLASSERS STENCIL ATTACHED TO THAT LOT. THE WOOL CAN BE PROFESSIONALLY PREPARED UNSKIRTED JUST AS IT CAN BE PROFESSIONALLY PREPARED SKIRTED. THE UNSKIRTED LOT OR LOTS SHOULD HAVE A SPECIFIC

CATEGORY OF CERTIFICATE (I.E. U CERTIFICATE) WHICH WOULD STIPULATE THAT IT IS FREE OF OTHER UNWANTED WOOL E.G. STAIN AND COTS

IN THE PAST I HAVE BEEN INVOLVED IN THE SELLING OF HUNDREDS OF BALES OF WOOL THROUGH THE AUSTRALIAN WOOL ENHANCERS AND THEN THE FIBRE DIRECT SELLING SYSTEMS. THE SYSTEM WORKED. WE SHOULD BE ABLE TO SELL DECLARED UNSKIRTED WOOL THROUGH THE PRESENT SELLING SYSTEM WITHOUT THE STIGMA OF HAVING IT SOLD THROUGH THE NUMBER 2 SALE ROOM WHICH INDICATES THAT IT HAS NOT BEEN PREPARED IN A PROFESSIONAL MANNER. WITH ITS OWN CERTIFICATE BUYERS COULD HAVE CONFIDENCE THAT IT HAS BEEN PREPARED PROFESSIONALLY EVEN THOUGH IT HAS NOT BEEN SKIRTED

BOTH THE ABOVE MATTERS ARE DIFFICULT AND THERE WILL OPPOSITION TO BOTH IDEAS. THIS DOES NOT MEAN THAT THE INDUSTRY SHOULD NOT ADDRESS BOTH ISSUES AND MAKE THE SUGGESTED CHANGES.

**RICHARD BELL
WOOL GROWER**