

# WOOL SELLING SYSTEMS REVIEW

## 2014/2015

**HAVE  
YOUR SAY!**  
[www.wool.com/  
WSSR](http://www.wool.com/WSSR)

## KEY OBJECTIVES

The Wool Selling Systems Review (WSSR) has been commissioned by AWI on behalf of their shareholders, Australian woolgrowers.

The key objectives of the WSSR are to improve the returns that woolgrowers receive for their wool through:

- reducing costs within the exchange of ownership between the seller and the first buyer of wool,
- increasing competitive tension for woolgrowers' wool at the point of sale, and
- providing full transparency within the exchange of ownership to allow woolgrowers to make the most informed commercial decisions about their woolgrowing enterprise.

## CONSULTATION

The AWI Board has selected a Review Panel to drive the WSSR and provide direction and leadership.

The WSSR Review Panel declares that the review process must be a highly consultative one that encourages buy-in from all sectors of industry, and in particular Australian woolgrowers. As such the Review Panel has released an Issues Paper to assist individuals and organisations to prepare submissions to the inquiry.

### The Issues Paper contains and outlines:

- the scope of the WSSR
- matters about which the Review Panel is seeking comment and information, and
- information about how you can get involved in the WSSR.

The Issues Paper has been designed to disaggregate all the phases within the scope of the review to allow targeted submissions. It provides some high level background on each of the following phases.

**Phase 1** Wool Preparation

**Phase 2** Delivery & Testing

**Phase 3** Wool Appraisal

**Phase 4** Price Realisation

**Phase 5** Invoicing & Payment

**Phase 6** Export Process

**General** (this refers to issues raised that do not sit only within one of the above phases)

**The Issues Paper is available on the AWI website at [www.wool.com/WSSR](http://www.wool.com/WSSR)**

You are encouraged to provide submissions to the Review Panel.

Further background information about the WSSR and the Review Panel can be found on page 35 of the December edition of AWI's *Beyond the Bale* magazine.

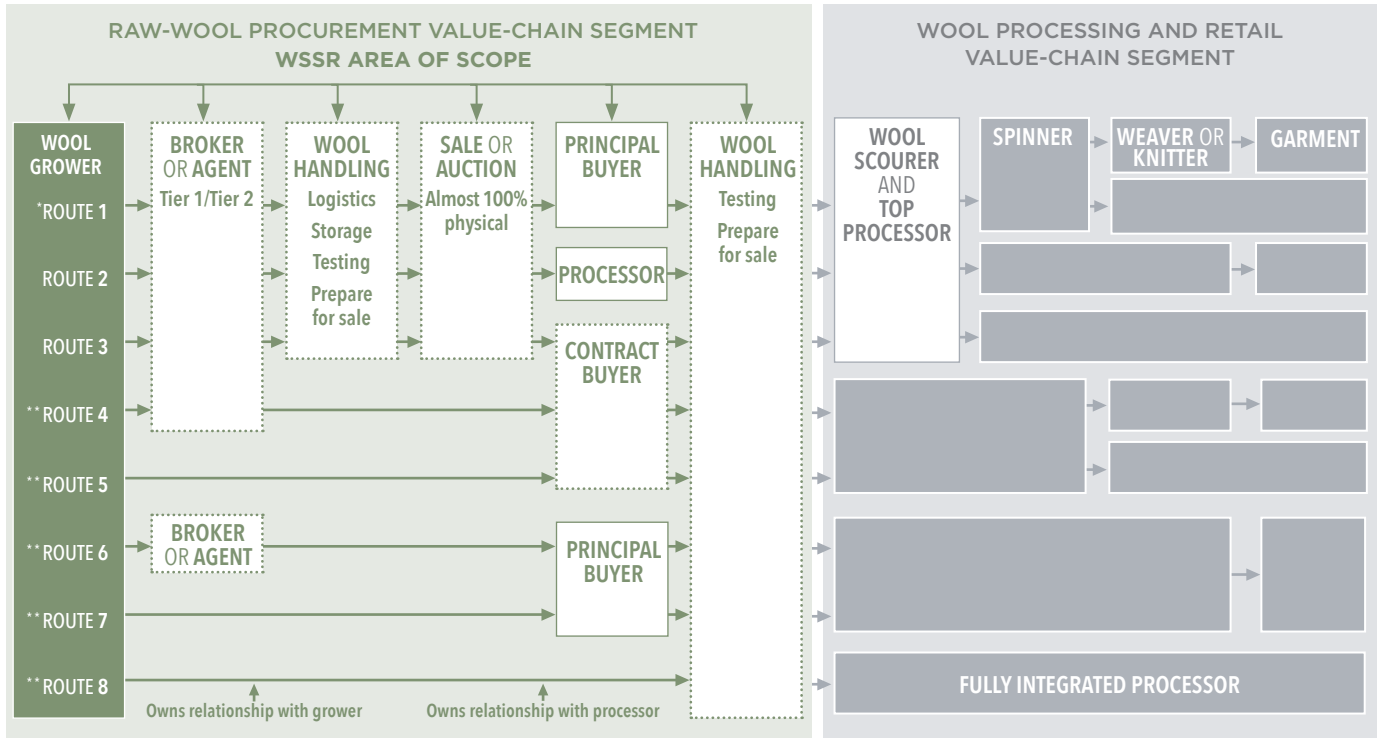
## KEY DATES

10 December 2014	Release of Issues Paper
27 February 2015	Due date for initial submissions
End of April 2015	Release of Panel Discussion Paper
End of May 2015	2-Day Stakeholder Workshop
End of June 2015	Due date for final submissions
Second half of 2015	Final report to AWI

# SCOPE OF THE REVIEW

The WSSR focusses on all the processes and costs that sit within the exchange of ownership process from the shearing shed through to the ships rail.

## WOOL SUPPLY CHAIN FROM AUSTRALIAN GROWERS TO OVERSEAS PROCESSOR



**\*Route 1** The vast majority of Australian wool flows from the grower to the market via the broker/auction route to market (as per Route 1 above) and accounts for more than 90% of wool sold.

**\*\*Route 4-8** (as per above) represent alternatives to the traditional auction route to market including private buying, mill direct etc.

## SUBMISSIONS

You are encouraged to make submissions on any, or all, of the six phases within the scoped review (see overleaf). The Review Panel also encourages submissions that do not sit within any of these six phases but still sit within the overall scope of the review.

You are not restricted to comment only on matters raised in the Issues Paper. The Review Panel wishes to receive information and comment on issues which you consider relevant to the WSSR's key objectives.

Details about the submissions process are on the AWI website at [www.wool.com/WSSR](http://www.wool.com/WSSR) where regular bulletins will also be posted about the review.