

1 October 2008

Masterclasser – Call for nominations

AWEX is pleased to announce the next Masterclasser professional development course for woolclassers. This is the fourth in the annual series.

Course Description: National Superfine
Date: Sunday 23rd to Wednesday 26th November 2008
Location: Newcastle Selling Centre (N24/08)

AWEX is seeking nominations from AWEX Members, Woolgrowers, Selling Agents, Private Treaty Merchants, Shearing Contractors, Industry Organisations and Training Organisations for professional woolclassers they believe would benefit from this program.

Woolclassers nominated by industry should have the following attributes:

- must be actively woolclassing superfine wool for the last three years,
- must class a minimum of 5 clips p.a. with an average of 18.5u and finer,
- must have ability and desire to further their wool knowledge and professional skills, and
- must demonstrate good character, judgment and capacity for leadership.

Objectives of the Masterclasser course are to;

- develop (staff) management skills and communication techniques,
- bring woolclassers to the point of sale to gain appreciation of the requirements and perspective of each (pipeline/supply chain) customer of the Woolclasser (producer, warehouse, broker, buyer, and processor),
- review case studies of wool clip preparation (with showfloor lots),
- foster the use of strategic thinking and decision support tools,
- examine quality assurance programs and principles, and
- review the underlying technical reasons behind Woolclassers Code of Practice policies.

The course outline and nomination form is attached to this Members' Update for reference.

A significant portion of each course is presented by industry or external presenters.

Each course is limited to a maximum of 22 Woolclassers selected from the pool of industry nominees and woolclassers identified by AWEX from its own performance reporting. Attendees will be required to fund their own travel and accommodation.

To obtain Masterclasser status, attendees will be required to pass an open book exam at the course on the Woolclasser Code of Practice. Retention of Masterclasser status is subject to meeting ongoing criteria (training/audit etc).

Nominations must be received by COB Friday 24th October 2008.

For further information please contact:

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AWEX Masterclasser Program:
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Day 1 Sunday	Day 2 Monday	Day 3 Tuesday	Day 4 Wednesday
	Commence 8.15am	Commence 8.15am	Commence 8.15am
	Session 4a: Greg Vance Management techniques Pt 1 <ul style="list-style-type: none"> Influence and respect 	Session 5: AWEX Auction Workflows <ul style="list-style-type: none"> Auction Management:NASC The Sale Catalogue: Printed and Electronic EDI network – Data exchange Showfloor regulations 	Session 10: a) AWI <ul style="list-style-type: none"> 4 pillars of woolhandling b) Meet the Customer 3 (The Wool Buyer) <ul style="list-style-type: none"> Carding wool China Types
Start 9.30	Morning Tea (15 minutes)	Morning Tea (15 minutes)	Morning Tea (20 minutes)
Session 1: AWEX The Woolclasser <ul style="list-style-type: none"> Woolclassing:Primary Objectives The Registered Woolclasser The Stencil – Legal position Woolclasser’s Role – Leadership Customers? 	Session 4b: Management techniques Pt 2 Communication skills	Session 6: (AWEX + Broker Reps) Showfloor Pt 1 <ul style="list-style-type: none"> AWEX-ID Theory AWEX-ID Showfloor What Makes a 1PP 	Session 11: <ul style="list-style-type: none"> OPEN BOOK EXAM
Lunch (30 minutes)	Lunch (40 minutes)	Lunch (30 minutes)	Lunch (30 minutes)
Session 2: AWEX Woolclassing Technical Sessions (COP) <ul style="list-style-type: none"> The Code of Practice ISAC Woolclassing principals Dark and Medullated Fibre Describing the product Packaging/Pressing/Brands 	Session 4c: Management techniques Pt 3 <ul style="list-style-type: none"> Understanding & Resolving conflict Conflict case studies Role play 	Session 7: <ul style="list-style-type: none"> Sale Viewing Real time Market Reporting The Showfloor Pt 2 <ul style="list-style-type: none"> Representative Grab Samples Clip Inspection Non Conforming Lots Certification 	Session 12: Decision Support: Classing to a Market <ul style="list-style-type: none"> When?/How? Other preparation methods Market Information sources
Afternoon Tea (15 minutes)	Afternoon Tea (15 minutes)	Afternoon Tea 15 minutes (AWN Rooms)	Finish
Session 3 Meet the Customer 1 (Superfine Buyers) Session 3.A Showfloor Walk	Session 4d: Management techniques Pt 4 <ul style="list-style-type: none"> Personal standards Leadership 	Session 8: Meet the Customer 2 – Broker Reps (The Warehouse/Rehandle) <ul style="list-style-type: none"> Documentation (Species) and Packaging Rehandle requirements Session 9: Woolclasser + Broker Reps Superfine Preparation <ul style="list-style-type: none"> Quality Assurance Pre Shearing Preparation Mob flow/layout/staff preparation 1PP making the bale 	
Finish 5.00pm	Finish 6.00pm	Finish 6.00pm	
Course Dinner: 7pm-10pm			

MASTERCLASSER NOMINATION FORM

I _____ from _____
(Name) (Company)

wish to nominate the following woolclassers(s) to be considered for entry to the following Masterclasser Program:

Course Location _____ **Start Date** _____

<u>Name of Nominee(s)</u>	<u>Stencil Number (if known)</u>
_____	_____
_____	_____
_____	_____

Reason For Nomination(s)
(optional) _____

Signed: _____ Date _____

Telephone Number: _____

Please return Nomination Form by Fax **no later than 24th October 2008** to:

Greg Sawyer
Australian Wool Exchange Ltd
(Fax) 02 9420 9633