

Good Clip Preparation Saves Money

Five wool growers are sharing their shearing and shed practices to help other growers save money by making small changes in their clip preparation. The five appear in a new, free DVD, *Pick of the Draft*, produced by Australian Wool Innovation (AWI) and AWEX. The DVD puts dollar values on changes in sheep management and shearing practices and estimates the money that can be saved through straightforward improvements. It is more than just a training program, according to DVD presenter Scott McGregor. It's great entertainment as well as showing how simple steps can make a big difference in profitability," he says. The DVD presents a computer-based financial model developed by AWEX to show how much cutting corners with your wool clip is really costing.

Throughout the DVD, senior market analyst for AWEX, Lionel Plunkett applies this model to each of the featured wool growers' real-life examples. The model is based on an average wool grower running a flock of 3,000 Merinos, cutting 4.5 kilograms of 19 micron wool. The total clip is 13,500 kg.

One wool grower featured in the DVD is Tom Small and his wife Jen, who run a flock of 10,000

Merinos on their property 'Tottington' at St Arnaud, Victoria. Changing the time of shearing was one of the most significant steps they took to improve their profitability. "Back in the 1990s we had a real problem with our tensile strength, which was down around the mid-20s with a midbreak of 80 per cent. That wasn't what the processors were looking for," Tom says. "We decided to change from shearing in spring to shearing in mid-May. We now get tensile strength up around 40 newtons per kilotex and very little of it has a midbreak of more than 20 per cent. When we go down to the auction rooms and our line of wool goes on, away the bidding goes. It's been a strong financial gain for us."

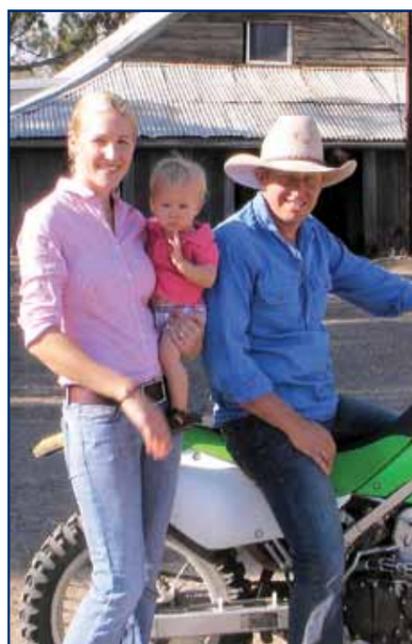
Lionel Plunkett confirms that adjusting shearing time can result in good financial returns. "For Tom, increasing his staple strength to 40N/kt could mean a saving of up to \$20,000 for changing or adjusting his shearing time," Lionel says.

Another producer in the *Pick of the Draft* DVD is Tony Overton. Tony manages a flock of 15,000 Merino sheep on 'Europambela', one of the larger superfine operations in NSW's New England region. Good communication is the key to a good outcome,

especially in a shed like Tony's, which employs two shed staff per table. Tony says communication runs right through the shearing process and includes a post-shearing assessment of how the job went. Before shearing starts, Tony puts up a large printout of all the mobs in the shearing shed kitchen and gives a copy to the contractor and the woolclasser. "The communication about mobs is there from the start," he says. "I make notes on the printout about things the contractor and woolclasser need to know. For example, our ewe hoggets are rotationally grazed, while our wether hoggets tend to be set-stocked. Even though the wool lines go together there's going to be subtle differences in staple length or micron."

The AWEX model presented in the DVD emphasises the importance of the mob concept to the final quality of the clip. For Tony's superfine flock, not paying such careful attention to drafting his sheep into mobs could cost him \$10,000 in discounts for mixed length and mixed quality wool.

For a free copy of 'Pick of the Draft', please phone AWI on 1800 070 099 or visit www.wool.com.au



Pictures: (Left) Scott McGregor and Lionel Plunkett (Middle) Jen and Tom Small with daughter Lara, 'Tottington', St Arnaud, Victoria. (Right) Tony Overton, 'Europambela', Walcha, NSW

International Focus on Mulesing Status Continues

In June 2009, the UK retail chain **Marks and Spencer (M&S)** communicated with their fabric suppliers that, in order to uphold the highest animal welfare standards, by the end of 2010 all wool for their menswear business would come from non-mulesed sheep. They re-iterated that the 2010 deadline is non-negotiable.

In making this announcement, M&S advised that proof of purchase of wool from non-mulesed sheep must be provided when requested. **In Australia, this is the National Wool Declaration (NWD), which has traceability along the pipeline through the publication of Mulesing Status in Sale Catalogues and on Test Certificates.**

The largest vertically integrated (scouring to garment making) wool manufacturer in the world is a Chinese company called the **Sunshine Group**. In July 2009, Sunshine wrote to the Australian wool industry concerning increased pressure from their international customers to provide wool from non-mulesed sheep. Sunshine makes the request that the Australian wool industry accepts the strong and consistent message from their customers and makes appropriate changes to their animal husbandry practices. They make this appeal based on their purchase of significant quantities of Australian wool

(more than 10,000 tonnes per year), with 60% of their products going to Europe and America.

As captured by the letters above, the policies of the users of Australian wool unequivocally point towards the need for wool growers to continue to give due consideration to their future sheep breeding and management strategies, as they relate to mulesing.

Australian Wool Innovation has invested in research and development to assist growers with their decision making. For further information contact: Dr Paul Swan on 02 8295 3126 or paul.swan@wool.com

Mulesing Audits

One of the most powerful tools to ensure the integrity of the Mulesing Status declaration and thus maintain the confidence of industry is independent auditing. Since August 2008, AWEX has been undertaking a random desktop audit program on approximately 5% of Declarations, comparing the information provided on the NWD, the Classer's Specification and in the Sale Catalogue. This process has also been a valuable tool in educating wool growers and brokers in the correct completion and data processing of the documentation.

AWEX now conducts desk-top audits pre-sale, which means that the anomalies detected can be followed

through with the broker (who contacts the grower), with any changes to Mulesing Status subsequently advised prior to sale to wool buyers and changed on the Test Certificate.

On 20th July 2009, the first meeting of the On-farm Mulesing Status Working Group will be held. This Group aims to develop a framework for an on-farm audit of the Mulesing Status of flocks. The introduction of an on-farm audit will further enhance the reputation of the National Wool Declaration and the declarations made by Australian wool growers.

Ensure your Declaration is Correct

The desktop audits of Mulesing Status have highlighted simple mistakes made when completing the documentation. To ensure your Declaration is correct:

- Complete details for all individual mobs on the NWD and/or Classer's Specification. Codes for Age, Breed and Sex are essential.

(Continued on next page)



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AWEX is a national organisation of brokers, growers, exporters, processors and private treaty merchants which, in the best interests of the wool industry, provides: Industry standards (wool packs, wool preparation), Clip inspection services, Woolclasser registration, Independent market reports, Wool description and appraisal, Wool sale rostering and Wool administration.



International Focus on Mulesing Status Continues (continued from previous page)

- Make sure you transfer mob numbers and bale numbers to the NWD.
- For each mob, answer Yes (Y) or No (N) in the Mob Mulesed and Pain Relief Used columns.
- If you use Pain Relief on your young sheep, make sure you complete the NWD.
- Do not answer Yes (Y) to Pain Relief used on Mob if there are sheep in the mob that are 4 years or older (in 2009). The Pain Relief products were not commercially available prior to 2006.
- If you shear a mob that contains sheep with mixed Mulesing Status, the mob should be declared as the lowest common denominator. For example, Mulesed sheep mixed with Non-Mulesed sheep, should be declared Yes (Mulesed).

DISCUSS THE NWD WITH YOUR WOOLCLASSER. He/she may be able to help you determine the best way to present your sheep for shearing so (1) mobs can be separated based on Mulesing Status and (2) the order of shearing minimises the risk of Dark and Medullated Fibre contamination.



Mulesing Statistics

The availability of wool at auction on a month by month and year to date basis for the Mulesing Status categories of Not Mulesed, Ceased Mulesing and Mulesing with Pain Relief from August 2008 to June 2009 is provided in the graph above.

For further information contact:

Mark Grave, ph. 02 9428 6100 or mgrave@awex.com.au
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How do I become a Masterclasser



Picture: Masterclass Melbourne June 2009

Since January 2007, the Australian Wool Exchange has increased its training and extension commitment to Woolclassers through the provision of BOARDtalk to the Bush seminars and the introduction of the Masterclasser professional development course. There are four Masterclasser courses held each year, with one in each Region (North, South, and West) and the final Superfine course in Newcastle.

What are the eligibility criteria to attend the initial Masterclasser Course?

Each participant must:

- be actively woolclassing for the last three years, with the intention to continue classing,
- class a minimum of 7 clips and 500 bales per annum,
- have a good classing performance record,
- have the ability and desire to further their wool knowledge,
- demonstrate good character, judgment and capacity for leadership,
- be an Australian Woolclasser (AW) stencil holder, and
- be nominated by industry (e.g. wool grower, contractor, trainer or broker) or by AWEX.

Why are the courses only held in the wool selling centres?

- Courses are held where the participant has access to a range of industry specialists and facilities. In addition, the point of sale provides a relevant focus point.

I know how to prepare wool to the Code of Practice; can I just attend selected sections of the course?

- No. Participants are required to attend all four days of the course. At the course, participants are required to sit an exam on the principles of the Code of Practice.

An invitation to register as a Masterclasser requires the satisfactory passing of this exam.

What is the difference between Masterclasser course and Masterclasser Superfine Course?

- The course content is similar, except the Superfine course is conducted in Newcastle and the wool technical sessions and discussions are based on Superfine wool.

Once I complete the course, what is required to keep the MC status?

- During the registration period, a Masterclasser is required to meet a prescribed quantity and quality of preparation, as well as undertake on-going education and training. If these criteria are not met, the Woolclasser's status will revert to AW.

How long is the course and how much does it cost?

- The duration of the course is 4 days with a maximum of 22 Woolclassers per course.
- Course cost is free. Attendees meet their own travel, accommodation and meal costs (except the Course dinner). If staying at a recommended location, a bus will be provided to and from accommodation.

What aspects of the Masterclasser course do participants find most valuable?

- "Meet the Customer" presentations by buyers, warehouse, rehandle and processor representatives,
- Training and interaction at the point of sale (auction and showfloor),
- People Management techniques e.g. teamwork, conflict resolution, communication and influencing techniques, and
- Deeper understanding of the principles and technical requirements in the Code of Practice.

When will future Masterclasser courses be held?

Course Name	For	Location	Week Commencing
Masterclasser	WA	Western Wool Centre, Spearwood	16th August 2009
Masterclasser Superfine	National	Newcastle	23rd November 2009

For further information on the Masterclasser course or any Woolclasser training or seminars, please go to the AWEX website www.awex.com.au or contact AWEX on 02 9428 6144.

National Woolclasser Consultative Group

AWEX is pleased to advise that 10 Australian Woolclassers have accepted invitations from AWEX to be members of a National Woolclasser Consultative Group (NWCG).

The NWCG is an advisory group convened by AWEX to advise, or be consulted on, matters relating to administration, standards, prioritisation, and the delivery of services to Woolclassers and/or woolclassing in Australia.

This group comprises Woolclassers from all wool producing states. All are experienced and practicing Classers. There are 3 women and 7 men with ages ranging from mid twenties to mid fifties.

The NWCG first met on the 5th March 2009 and is currently meeting every 6 weeks. The main focus for the NWCG at this time is the development/review of the 2010-2012 Woolclasser's Code of Practice, due for release in October 2009.



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NEW 'Easy-to-Use' Wool Pack Labels

The AWEX Board has approved the introduction of a new easy-to-use bale label that will be introduced from the start of the 2009/10 season. The new label is significantly different from the previous label for two very clear reasons:

1. The bar-code has been removed, and
2. The label is in landscape ('on its side') to maximise room for writing important classer information.

The portrait wool pack label has been in use for a number of years. This label included a large barcode which, for a number of reasons, was not adopted by industry as a means of identifying bales as they move along the wool pipeline. One of the concerns from woolclassers regarding the portrait label was the lack of room for large Farm Brands and the limited room for Bale Number(s) and the Classer's Stamp. This has now been addressed.

In redesigning the label, the priority was to give more room for the critical information (Brand, Description and Bale Number) written on the label by the Woolclasser or presser. Additional space is also provided for the Classer's Stamp. Changing the label from portrait to landscape was the most practical means of doing this. With the assistance of a number of wool brokers and the National Woolclasser Consultative Group, AWEX conducted trials to evaluate how a landscape label would

work in the shearing shed and the broker's store.

Given the extra space, the critical information should be **written in large letters or numbers**. This helps the broker identify bales from a distance and make them easier to read at the core line (where cameras are often used to capture the label image).

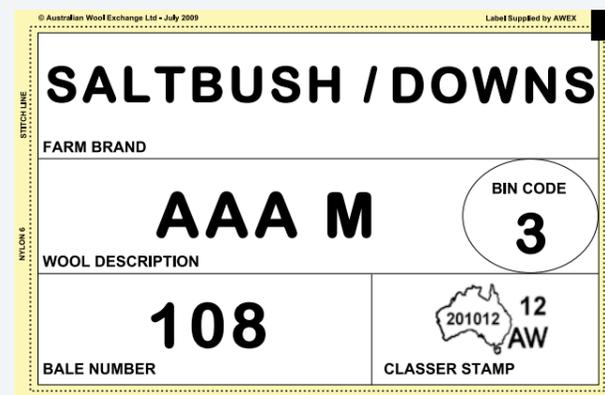
New Feature!!

The landscape pack label also includes a new feature to help Woolclassers in the shearing shed. A circle with the title "Bin Code" is provided allowing a single alpha/numeric character to be written to assist with the identification of multiple lines of AAAM wools from shed to store. Woolclassers faced with multiple lines of AAAM can now code their wool bins and then carry this through to the Classer's Specification and Wool Book. The Bin Code will not appear in the catalogue and is only for the use of the woolclasser, presser, broker and warehouse.

With the changeover to a landscape label, packs can now be fastened through the label itself. The trials showed that packs secured on the outside with 5 equally spaced fasteners produced a label that was less wrinkled. Therefore, the 2010 - 2012 Code of Practice will recommend that "five (5) fasteners

are used on the outside flaps to minimise creasing of the label, and that four (4) fasteners are used on the inside flaps".

The new landscape labels are into production now and should start being delivered to broker's stores in the near future.



For further information contact: Kerry Hansford, ph. 03 9318 0277 or khansford@awex.com.au

United Front and New Plan for Tough Times



Australian Wool Innovation new CEO, Brenda McGahan has received great support for a new way forward for wool.

- A fibre in evolution
- Changing markets, changing practices, renewed opportunities
- New AWI operating plan supported by growers, brokers and processors
- A leaner, more commercial AWI meeting the market
- Targeted and leveraged marketing and R&D
- National Wool Declaration provides transparency

WOOL GROWERS and the organisation they own, Australian Wool Innovation, have received welcome support for a new way forward for wool from the world's wool processors.

Speaking at the International Wool Textile Organisation (IWTO) congress in Frankfurt, Germany recently, President Günther Beier praised the Australian industry for its new stance on product marketing, despite the obvious tough trading conditions due to the global financial crisis.

"I applaud the stance taken by Australian Wool Innovation to commit further funding to the concept of Business to Business to Consumer (B2B2C) marketing with the Woolmark as the leading brand."

AWI CEO Brenda McGahan spoke at the IWTO congress, about AWI now living within its means, maximising funds for research and development and to also leverage precious marketing funds with retail partners using the Woolmark, supported by brands such as Australian Merino.

"I am very pleased with the new mood of collaboration and co-operation to sell more wool, despite the tough global economic conditions," she said.

The support from wool processors in Frankfurt has come after consultation and input from growers and brokers.

Recognising the growing production of broader wools, both

IWTO and AWI have a renewed focus on getting wool used and promoted in interiors and heavy apparel.

Brenda also spoke at the congress about how the homewares market for doonas, blankets, soft furnishings and carpets were a great opportunity to link with Woolmark brand partners for marketing purposes, where at least \$2 is invested in a program for every dollar invested by wool growers.

Working with washing-machine manufacturers and vacuum cleaner companies is a novel way to do this; Woolmark endorsed businesses that know the value of wool and are prepared to endorse it.

The IWTO president Günther Beier added "wool used for interiors, apparel and lifestyle has unrivalled natural and sustainable characteristics and IWTO will continue to ensure the properties of wool are recognised for their environmental attributes amongst legislative bodies worldwide."

A targeted marketing approach has led to increased sales of wool in particular markets such as Japan, where the Merino Fresh shower suit was an enormous retail hit according to retail partner Konaka.

"All stock sold out at double the speed that was originally targeted," AWI global product manager for wovens, Mahua Das said.

Such an award winning, innovative product would not have been possible without thorough research and development and it is for this reason that research remains a crucial part of AWI, both on and off farm.

Growers have told AWI the key research areas are lice, worm and dog control, genetic improvement and lowering the cost of harvesting wool; these top priority areas have been increased from a 23pc to 45pc of the research spend.

Needless to say, finding alternatives for flystrike prevention is still a main research focus and massive changes are being seen as part of an evolution on Australian farms.

A large proportion of farmers have been able to stop using the procedure. In other cases, where the risk to sheep remains too high, farmers are replacing the traditional procedure with welfare improved practices (such as welfare improved surgery with pain relief or breech strike prevention clips) while longer term breeding programmes are underway.

In the meantime a declaration system is now available to identify wool from non-mulesed sheep, and from farms where farmers have ceased it or adopted the use of welfare improved practices. This is providing transparency and freedom of choice in the marketplace.

This is where we are seeing the world market for wool evolve very quickly. Farmers can declare their practices through the National Vendor Declaration and the world has the opportunity to reward them.

BOARDtalk briefs

Wild and Woolly

AWEX has again entered a team, 'Wild and Woolly', in the Sydney Oxfam Trailwalker Challenge to be held at the end of August. The challenge is for a group of 4 to walk, as a team, 100km within 48hrs. The aim is to raise money for the charity Oxfam and its many programs conducted around the world.

Our principal sponsor in 2008 was Red Island, which is an Australian clothing company. Red Island provided wool base layer tops which were used by the team. Given our experience last year, we can guarantee that Wild and Woolly will be wearing wool again. You can see the Red Island product range and locate stockists by going to their website: www.redislandmerino.com

This year the team has changed but not the determination. This year's Wild & Woolly team is Lionel Plunkett (Holbrook), Kerrie Macdonald (Dubbo), David Cother (Sydney) and Mark Grave (Sydney). The goal is unchanged, namely to raise money for Oxfam. Our team number is 123 - if only the walk was that easy!

Last year AWEX raised over \$11,000 and this year we have set the target of \$6,000. We would appreciate your help. Please donate by visiting our website at:

<http://www2.oxfam.org.au/trailwalker/Sydney/team/123>

Sheep's Back to Back

How long does it take to blade shear a sheep, spin the yarn (using spinning wheels) and hand knit an adult sized jumper? If you are 'The Spinning Knitwits' team competing at Tocal Agricultural College, Paterson, NSW, it is 6 hours, 3 minutes and 20 seconds. This performance resulted in the team winning the 15th International Sheep's Back to Back Wool Challenge.

Competing against 14 teams from six countries, viz. Australia, Canada, Japan, UK, South Africa and the Czech Republic at 12 different venues worldwide on 13th June 2009, the Knitwits out performed the Toronto Spiders (Canada) by 5 minutes and 5 seconds. Their performance; however, was not enough to break the Guinness world record time of 4 hours, 51 minutes and 14 seconds, held by the Merriwa Jumbucks, NSW.

Each team not only promoted wool world-wide but raised substantial funds for Cancer Research.



BOARDtalk

Australian Woolclassing Journal | July 2009

Auction Action

The Australian wool market has been volatile in the April 09 quarter, with a net result of a 13 cent decrease in the AWEX Eastern Market Indicator (EMI) since the last BOARDtalk publication.

Early and mid May saw the EMI rise to a high of 834 c/kg, followed by a decline to 753c by the 4th June. The AWEX EMI as at 30th June closed at 777 cents per kg clean. During this quarter a total of 373,734 bales were offered at auction.

Market movements in recent weeks have become closely aligned to the changes in the AUD/USD exchange rate. This is illustrated by the AWEX EMI graph where similar peaks and troughs occur as follows:

- 15th May 2009:
AUD/USD = 0.7525, EMI = 834 AU cents, 628 US cents
- 29th May 2009:
AUD/USD = 0.7779, EMI = 783 AU cents, 609 US cents
- 4th June 2009:
AUD/USD = 0.8007, EMI = 753 AU cents, 603 US cents

Despite there being an 81 AU cent difference in the highest and lowest point in the recent market, the variation in the exchange rate results in a difference of only 25 cents when expressed in US terms.

Exports to China have increased, accounting for up to 82.5% of all wool exports from Australia, reinforcing the importance of this market. The Chinese contracts are almost exclusively written in

USD with the influences on price being driven by this particular market sector and the fluctuating exchange rates.

As we can see from **Figure 1**, the movement in the Australian wool market has been primarily due to the AUD/USD exchange rate fluctuations.

The 2008-09 season had 2,034,724 bales offered and 1,770,482 bales sold Australia-wide, with an average pass in rate of 12.9%, and a re-offer rate of 13.3% (**Figure 2**).

As noted earlier in this article, the major buyers of Australian wool throughout the 2008-09 season have been Chinese focused traders (**Figure 3**). The stand-out leader across the season has been an Australian owned buying house, Techwool Trading, who have purchased a total of 177,010 bales at auction.

Wool production has fallen considerably over the last decade and this has invariably led to smaller lot sizes as Woolclassers try to manage smaller clip sizes. In Season 2006/07 the average lot size in the Northern Region was 4.35 bales per lot, in Season 2008/09 the lot size had retreated to 4.25 bales per lot (a decrease of 2.3%). The Southern Region's decrease was even greater: Season 2006/07 lot size was 6.13 bales per lot, in Season 2008/09 this had decreased to 5.88 bales per lot (a decrease of 4.0%).

Buyers, in general, prefer lot sizes of between 4 and 15 bales, the exception being Superfine and Specialty types. The increased incidence of 1, 2 and 3 bale lines does not help buyers attempting to complete orders. Small lines of lower yielding wool may also be discounted due to the relatively high freight costs per clean kilogram of fibre.

In the season just completed, 1 to 3 bale lines comprised 41% of the lots offered for sale at auction, but only 16.2% of the bales offered. The next 40% of the lots offered at auction made up just over 40% of the bales offered (**Figure 4**).

Small lots continue to add costs to the pipeline in terms of packaging, freight, buying costs, selling costs, showfloor and warehouse space, and back office expenses. Woolclassers are encouraged to maximize lot size by building lines across mobs with similar wool characteristics.

Buyer	Bales	%
1 TECHWOOL TRADING	177,664	10.02%
2 FOX & LILLIE	127,788	7.21%
3 ABB WOOL EXPORT	120,742	6.81%
4 WILLIAMS WOOL	113,211	6.39%
5 LEMPRIERE (AUST)	105,196	5.94%
6 KATHAYTEX	99,613	5.62%
7 PJ MORRIS	80,995	4.57%
8 CHARGEURS WOOL	65,891	3.72%
9 AS GEDGE (AUST)	63,736	3.60%
10 BWK ELDERS (AUST)	61,930	3.49%

Figure 3

AWEX-Eastern Market Indicator

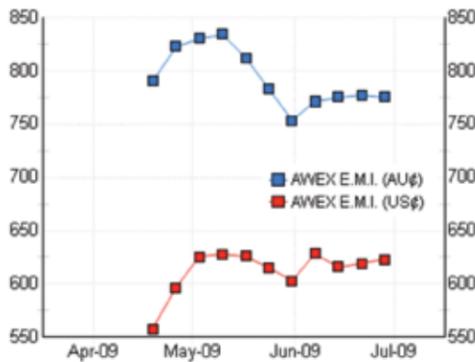


Figure 1

Australian Offer Profile - Season on Season



Figure 2

Percentage of Lots Offered by Lot Size

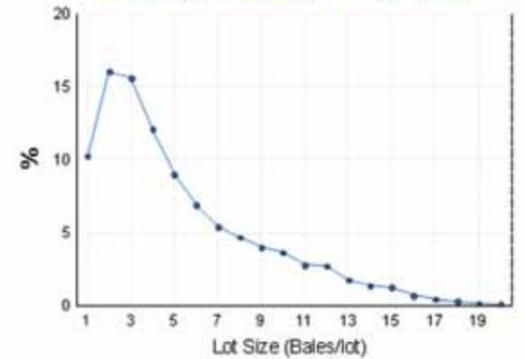


Figure 4

NATIONAL AUCTION SELLING COMMITTEE (NASC)

WOOL SELLING PROGRAM 2009/2010 SEASON

The 2009/2010 Wool Selling Program (WSP) was first published in FEBRUARY 2008 and reviewed in MARCH 2009. Whilst every effort is made to ensure the WSP is correct at the time of publication, the WSP may be subject to change without notice. Accordingly, NASC does not invite reliance upon nor accept responsibility for information provided in this WSP.

WEEK NO	COMMENCING	NORTH	SOUTH	WEST	NOTES
1	29-Jun-09	S01	M01	F01	Sale Days: WED/THU only
2	06-Jul-09	S02	M02	F02	
3	13-Jul-09	RECESS	RECESS	RECESS	
4	20-Jul-09	RECESS	RECESS	RECESS	
5	27-Jul-09	RECESS	RECESS	RECESS	
6	03-Aug-09	S06	M06	F06	
7	10-Aug-09	S07	M07	F07	
8	17-Aug-09	S08	M08	F08	
9	24-Aug-09	S09	M09	F09	Wool Week
10	31-Aug-09	N10	M10	F10	
11	07-Sep-09	S11	M11	F11	
12	14-Sep-09	S12	M12	F12	
13	21-Sep-09	S13	M13	F13	
14	28-Sep-09	N14	M14	F14*	
15	05-Oct-09	S15*	M15	F15	
16	12-Oct-09	S16	M16	F16	
17	19-Oct-09	S17	M17	F17	
18	26-Oct-09	N18	M18	F18	
19	02-Nov-09	S19	M19*	F19	
20	09-Nov-09	S20	M20	F20	
21	16-Nov-09	S21	M21	F21	
22	23-Nov-09	N22	M22	F22	
23	30-Nov-09	S23	M23%	F23	
24	07-Dec-09	S24	M24	F24	
25	14-Dec-09	S25	M25	F25	
26	21-Dec-09	RECESS*	RECESS*	RECESS*	
27	28-Dec-09	RECESS*	RECESS*	RECESS*	
28	04-Jan-10	RECESS	RECESS	RECESS	
29	11-Jan-10	S29	M29	F29	
30	18-Jan-10	S30	M30	F30	
31	25-Jan-10	S31*	M31*	F31*	
32	01-Feb-10	S32	M32	F32	
33	08-Feb-10	S33	M33/L33	F33	
34	15-Feb-10	S34	M34	F34	
35	22-Feb-10	N35	M35	F35	
36	01-Mar-10	S36	M36	F36*	
37	08-Mar-10	S37	M37*	F37	
38	15-Mar-10	S38	M38	F38	
39	22-Mar-10	S39	M39	F39	
40	29-Mar-10	S40*	M40*	F40*	
41	05-Apr-10	RECESS*	RECESS*	RECESS*	
42	12-Apr-10	S42	M42	F42	
43	19-Apr-10	S43	M43	F43	
44	26-Apr-10	S44*	M44	F44*	
45	03-May-10	S45	M45	F45	IWTO (France)
46	10-May-10	S46	M46	F46	
47	17-May-10	S47	M47	F47	
48	24-May-10	S48	M48	F48	
49	31-May-10	S49	M49	F49	
50	07-Jun-10	S50	M50	*	
51	14-Jun-10	S51*	M51*	F51	
52	21-Jun-10	S52	M52	F52	
53	28-Jun-10	S53	M53	F53	Sale Days: TUE/WED only

* = Launceston Feature Sale by Separation
 * = Public Holiday(s) during week (as known at time of publication)
 * Chinese New Year 14-Feb-10

Woolclasser Communication Update

Decision Support Tool

A reminder that AWEX's Decision Support Tool "Line Builder" (see April issue of BOARDtalk) is available to Woolclassers providing he/she has access to email and the internet. To obtain this tool contact: David Cother 02 9428 6100 or dcother@awex.com.au. Include "Line Builder" in the Subject line.

Activity Statements

Woolclassers can find their annual Activity Statement included with this BOARDtalk issue. As a result of requests from Woolclassers, AWEX will now issue Activity Statements at the end of each month to those desiring this frequency of information. However, this service is only available to Woolclassers with email. To receive your Activity Statement monthly, please email this request to woolclasser@awex.com.au. Include "Monthly Activity Statement" in the Subject line.

Re-Registration to Start in October

The re-registration of Woolclassers for the 2010-12 registration period will commence from October 2009. An on-line re-registration facility comprising a secure payment section will be available 24 hours a day, 7 days a week. More details will be released with your re-registration papers.

Electronic Communication

As an environmentally-friendly initiative (saving on paper, printing and postage), if you wish to receive BOARDtalk or other AWEX communication by email, please send this request to woolclasser@awex.com.au. Include "Electronic BOARDtalk" in the Subject line.

Change of Details

If you have changed your contact details (including your email address), complete the form below and post and fax to AWEX or send the same details in an email to woolclasser@awex.com.au. Include "Change of Details" in the Subject line.

Change of Details

"If you have changed any of your details, please post or fax (02) 9420 9633 this coupon to Head Office, or email woolclasser@awex.com.au with the changes. You must include your stencil number.

Name: _____

Address: _____

Telephone: _____ Facsimile: _____

Mobile: _____ Date of Birth: _____

Email: _____

Woolclasser ID Number: _____



HEAD OFFICE
 PO Box 649
 Lane Cove NSW 1595
 Telephone: (02) 9428 6100
 Facsimile: (02) 9420 9633
 woolclasser@awex.com.au

For Owner Classers

Registered Bale Brands

1. _____
2. _____
3. _____