

National Wool Declaration "Declaring what the world's now demanding"

In BOARDtalk in March 2008, Woolclassers were advised that the industry requirement for a declaration for Mulesing Status was becoming increasingly urgent. Mulesing is defined as the removal of skin from the tail and/or breech region of a sheep using shears.

Since that time, AWEX has taken a lead role in initiating a declaration for Mulesing Status combining it with the declarations for Merino Dark and Medullated Fibre Risk (DMFR) and Record of Chemical Use. Through its Industry Services Advisory Committee (ISAC) as well as consultation with the broader wool industry, AWEX developed what is now known as the National Wool Declaration. The brochure "Declaring what the world's now demanding" is available now from the AWEX website www.awex.com.au. This brochure contains a section on "how to complete a NWD".

An easy to complete, single form was the preferred method to collate the information to be provided by Owners/Managers, with the NWD forming part of shearing stationery along with the Classer's Specification sheet. Mobs listed on the Classer's Speci are transferred to the NWD forming a link between the two documents. For each property, this allows the Mulesing Status, DMFR and Record of Chemical Use to be logged for each separate mob.

Completion and signing of the NWD by Owners/Managers is the first step in the declaration process. The NWD is provided to the broker with the Classer's Speci, with the data recorded and subsequently transferred along the wool pipeline. The following Mulesing Status codes will be listed in sale catalogues and on test certificates from 21st July 2008:

- **NM (Not Mulesed)** – wool from sheep that are not mulesed;
- **CM (Ceased Mulesing)** – wool from a property where Owner/Manager has ceased mulesing; this sale lot may include wool from mulesed sheep;
- **PR (Pain Relief)** – wool from sheep where mulesing was performed with pain relief;
- **ND (Not Declared)** – no declaration has been made or the wool is from a re-handled lot; and
- **Blank** – all other cases, including properties that continue mulesing wool.

While the declaration is voluntary, if a woolgrower chooses not to complete the NWD, the wool will be assigned a 'ND', or 'Not Declared' status, which may result in the lots being treated with caution by some buyers and processors.

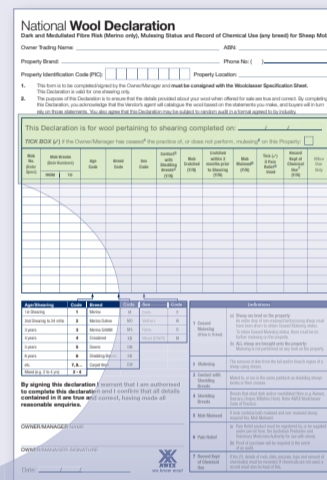
As Australian production moves towards alternatives to mulesing, the options such as CM and PR highlights to the international wool industry that woolgrowers are taking this issue seriously. In the absence of large quantities or a critical mass of wool from non-mulesed sheep, these Mulesing Status codes will provide the wool buying trade with the ability to identify wool that may fulfil their orders.

Of course, the final critical step in development of the NWD is to ensure that the information provided by growers is reliable. To this end, discussion amongst wool industry representatives will result in procedures to audit the NWD and verify the integrity of the information. It is expected that the auditing process will be in place before the end of 2008.

For further information visit the **AWEX website (www.awex.com.au)** or contact:

Mr Mark Grave
AWEX Chief Executive Officer
ph. 02 9428 6100
mgrave@awex.com.au or

Dr Kerry Hansford
AWEX Quality and Training Manager
ph. 03 9318 0277
khansford@awex.com.au



This Declaration is for wool pertaining to shearing completed on: _____ / _____ / _____

TICK BOX (✓) if the Owner/Manager has ceased¹ the practice of, or does not perform, mulesing² on this Property:

Mob No. (Refer Speci)	Mob Breaks (Bale Numbers)		Age Code	Breed Code	Sex Code	Contact ³ with Shedding Breeds ⁴ (Y/N)	Mob Crutched (Y/N)	Crutched within 3 months prior to Shearing (Y/N)	Mob Mulesed ⁵ (Y/N)	Tick (✓) if Pain Relief ⁶ Used	Record Kept of Chemical Use ⁷ (Y/N)	Office Use Only
	FROM	TO										



AWEX WOOL SERVICES
Ground Floor,
318 Burns Bay Road
Lane Cove NSW 2066
PO Box 823
Lane Cove NSW 1595
Telephone (02) 9428 6100
Facsimile (02) 9420 9633
woolclasser@awex.com.au

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.

"Masterclasser" Professional Development for Woolclassers

AWEX has recently completed the 2007/2008 season of Masterclasser professional development courses for AW Woolclassers. These courses were held in Sydney, Melbourne and Fremantle over the past 5 months.

A total of sixty-five professional woolclassers (from all woolgrowing States) have now attended the three and half day course. Collectively, these woolclassers prepared over 113,000 bales of wool for auction last year.

The course is conducted at the regional Selling Centres to focus on customers beyond the farm gate; with more than half the course presented by members of the trade or by external consultants. The remaining time was spent at a rehandle facility, with AWEX auditors on the showfloors, and at the sale rooms with presentations made by AWEX staff on a broad range of subjects including the principles and technical requirements of the Code of Practice, the new National Wool Declaration, decision support systems and E-Bale.

All students met their customers ranging from

superfine buyers, carding wool buyers and topmakers to classing houses, with each discussing the importance of clip preparation to their business. Of the issues considered, correctly filled out classer's specifications was of high importance to all customers. From a Classing House perspective, attendees were reminded that bulk class bales cannot be more than 204 kg and that only paper should be used to divide the bales.

The keynote component of the course (30%) is devoted to people management techniques where skills were developed to help manage workplace relations. Specific topics include teamwork, conflict resolution, communication and influencing techniques. These sessions were



conducted by a qualified professional specifically trained in Human Resource Development.

Masterclasser is self funded by woolclassers. All attendees have paid for their own travel and accommodation with AWEX covering all other costs.

AWEX invites woolclassers to attend a Masterclass Course based on industry nomination or woolclasser activity records.

For further information contact the Registrar on 02 9428 6144.



AWEX and Red Island join forces to enter

Oxfam TRAILWALKER Sydney

100km • team of four • 48hrs

This year, for the first time, AWEX staff will be entering the Oxfam Trailwalker Challenge to be held on 29 – 31 August 2008. The event can only be entered by teams of 4, who are faced with the challenge to walk 100 km across country, with the trek to be completed by the team within 48 hours. Only 500 teams will participate in one of Oxfam's major fund raising events for the year. Staff from AWEX's Sydney, Holbrook and Melbourne offices are entering the challenge and are aiming to complete the walk well within the 48 hour limit.

AWEX also sees this as an opportunity to promote wool and Red Island; a company that produces active wear clothing using 100% Australian Merino wool, has agreed to sponsor the team. Red Island has provided both short and long sleeved t-shirts to wear on the trek which sees the team walk day and night in all weather conditions through the national parks of NSW. Given the variable conditions of the walk, AWEX is pleased to wear 100% Australian Merino product allowing us to promote the versatility and great attributes of Australian wool.

AWEX is very proud to be sponsored by Red Island because they only use 100% Australian Merino wool in their clothing range. To find out more about Red Island, their product range and where you can buy their clothing, visit their web site www.redislandmerino.com.

The "AWEX Red Island" team is Kerry Wheeler (Southern

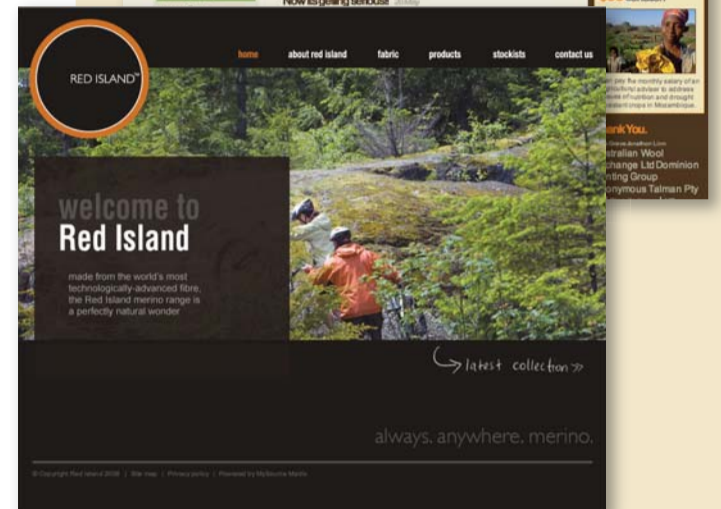
Region, Melbourne) and Kerry Hansford (Technical Manager, Melbourne), Lionel Plunkett (Market Information, Holbrook) and Mark Grave (CEO, Sydney). We don't expect this to be an easy challenge at all and as we don't work in the same location training itself is a challenge.

An important part of the event is raising funds for Oxfam. The AWEX Red Island team is aiming to raise \$6,000 as its contribution to the event. At this stage the team has raised just over half of the money but there is still a long way to go.

If you are interested in donating to help AWEX reach its target, you can do so online by going to the AWEX Red Island team page on the Oxfam website:

www2.oxfam.org.au/trailwalker/sydney/team/190

Donations of \$2 or more are tax deductible.



OFFM drives profit at Walcha

Tony Overton manages 16,000 superfine Merinos, joining 7,000 ewes annually on Europambela at Walcha, New South Wales.

As a superfine wool operation, Europambela has maintained a focus on producing low micron wool and has been sending fleece samples for testing for over 20 years. Three years ago Tony began testing on farm using On Farm Fibre Measurement (OFFM) Quality Assurance (OFFM-QA) accredited operator, Bill Harris of 'Laserwool', Uralla. Tony now tests 2,000 ewe and 2,000 wether hoggets using the Siroilan-Fleecescan™ at shearing annually.

Prior to using OFFM on-site at Europambela, side samples were sent away and tested with Siroilan-Laserscan™ or OFDA100. This provided valuable information on diameter and allowed the business to significantly lower its micron which was the key breeding objective at the time.

Tony has since refined the operations breeding objectives to include the additional profit drivers of fleece weight and style and can now address all three aspects in the one process at shearing using on-site OFFM. "The on-site OFFM has provided us with a two-pronged

benefit" says Tony, "the ability to fast-track genetic gain in line with our profit drivers and more control over wool preparation. In addition to this, it helps with our flock management decisions."

Tony explains that sheep are classed with reference to these profit drivers. "OFFM gives us a good starting point by providing precise micron and fleece weights and we finish them off by visually classing for style and making sure the three work together," says Tony. "You just can't be sure when relying totally on visual assessment. OFFM takes much of the guesswork out of classing."

When it comes to clip preparation, Tony explains that OFFM gives him and the wool classer the ability to class tighter lines. OFFM also enables Tony to know the micron of each fleece immediately at shearing. "If we have, say three bales of sub-14 micron we can class them without so much guesswork and class them into, for example, the best, the tender and the slightly off colour. As the machine provides the micron measurement, we can concentrate our efforts on the other wool characteristics. It means we're getting more for our better lines," says Tony.

The OFFM-QA accredited operator gives Tony the peace of mind that he has a certified professional in charge. Tony maintains that "Bill's the expert. He knows much more about it than I do and it takes the pressure off me. By being constantly in sheds around the industry Bill can give us a fair idea of how our product stacks up against the competition. Having him and his operation in the shed at shearing is really motivating for all around. Even the shearers get a kick out of it now!"

Incorporating OFFM is not all plain sailing though and according to Tony, "it takes a bit of a juggling act to fit it all together at shearing."

The OFFM set up in the shed requires space and has meant that Europambela now uses only four shearers instead of the usual six to allow time for the testing. Tony explains however that the benefits outweigh any inconvenience and additional cost: "Now that we have immediate access to the information, we can be more particular about our lines. We're still shearing and testing 800 to 900 a day and are confident that our classing and lines are spot on," says Tony.

"Once it's up and running and systems are in place, the benefits definitely outweigh the costs," explains Tony. "I have no doubt that since we have been using OFFM and the OFFM-QA operator on our hoggets, the price of our hogget wool has gone up. In addition we're getting paid a premium for our better type wools."

By using OFFM Tony has been able to:

- accelerate genetic gain;
- class more specific lines at shearing;
- increase the ease of management decisions;
- identify and cull lower value sheep; and
- improve the flocks productivity and profitability.

About On Farm Fibre Measurement (OFFM)

OFFM is a proven Merino sheep breeding and selection tool that can deliver increased long-term productivity and profitability to woolgrowers, particularly those with self replacing fine wool and medium wool flocks.

About On Farm Fibre Measurement Quality Assurance (OFFM-QA)

The OFFM-QA program sets minimum standards for OFFM systems and operators to give woolgrowers confidence in the OFFM information that can be used for selection, clip preparation and flock management.

For further information contact:

Australian Wool Exchange Ltd
Tel: 03 9318 0277
Email: offm-qa@awex.com.au
Website: www.wooloffm.com.au



WOOLSEARCH

- It's free to search and get contact information
- Thousands of listings
- Easy to use, Search by postcode or town
- Download Wool Preparation Standards
- Work wanted section
- Local or interstate

Use Woolsearch.com.au to find qualified Woolclassers, Shearers and Shed Hands.

Illegible Bale Numbers

Several pieces of information are marked on wool bales in the shearing shed. All these markings are important for the marketing of the wool, but the most important of these markings is the bale number.

When bales are delivered to the wool store for preparation for sale they must be handled several times by wool store staff. On most of these occasions, the store staff identify individual bales by referring to bale number markings. Unfortunately, their job is often made more difficult when bale numbers are poorly marked in the shearing shed, making them very difficult to read in the wool store. Some of the more common faults are:

- Small markings
- Faint markings

Shed staff involved in stencilling or marking bales should use the following guidelines when marking wool pack labels:	
1	Use a medium size, permanent marker pen or a rubber stamp.
2	When using a permanent marker, choose one with a bullet point in preference to a chisel-point.
3	Use black or dark coloured ink, not red.
4	Make use of all available space on the pack label.
5	Write neatly.

From AWTA Ltd Newsletter
 Tim Steere
 Sampling Operations Manager VIC/TAS/SA
 03 9371 2100 or tim.steere@awta.com.au

Faint bale numbers made with red ink are difficult to read

Poorly crossed out bale numbers cause confusion.

A better example of a clearly written pack label.

Red marker pens are difficult to read through video monitors and fade easily.

Marker pens with chisel points are difficult to write clearly with.

A better example of a clearly written pack label.

AWEX / WOOLCLASSER POLO SHIRTS



Polo Shirts are now available for all registered Woolclassers.

Colour: **Navy Blue**

Should you wish to purchase a shirt, the details are as follows.

HURRY!
 STOCKS ARE LIMITED

Men:

Size*	S	M	L	XL	2XL	3XL	4XL
Chest	53.5	56	58.5	61	63.5	66	68.5
CB Length	69	71.5	74	76.5	79	81.5	84

Women:

Size*	8	10	12	14	16	18	20
Bust	47	49	51	53	55	57	59
CB Length	60	62	64	66	68	70	72

*Sizing is half chest measurement in centimetres, i.e. front of shirt from seam to seam.

Cost: \$28.95 each (including GST and postage)

Payment: Please make Cheque/Money order payable to the Australian Wool Exchange Ltd OR complete your credit card details below and forward this form to AWEX:

Name: _____

Address: _____ State: _____ Postcode _____

Mens/Womens	Number	Size	Amount Total

Cardholder Name: _____ Amount _____

Credit Card: Visa Mastercard (place an X in one of the boxes)

Expiry Date: ____/____

Stencil No: _____ Signed: _____

Complete form and forward cheque/money order to:
 Australian Wool Exchange Ltd Attn: Bernadette Rava PO Box 649 LANE COVE NSW 1595 Fax: 02 9420 9633

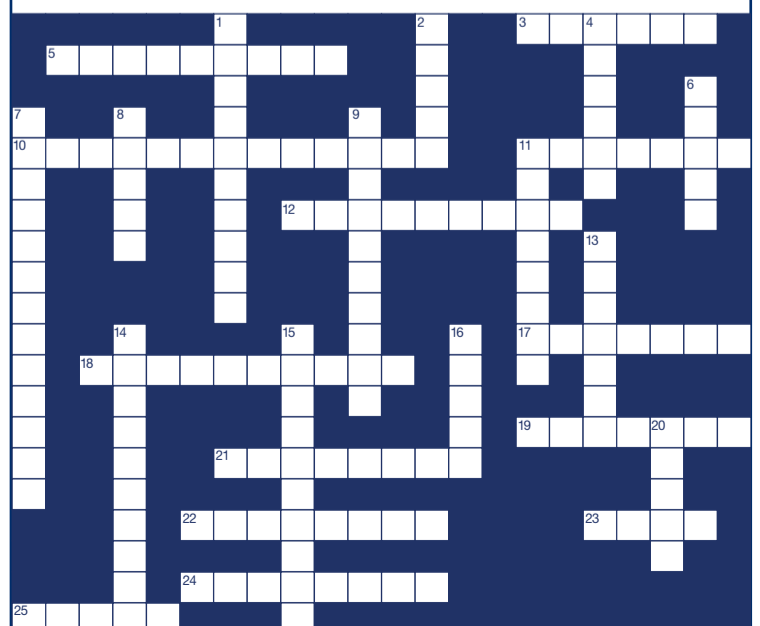
CODE OF PRACTICE CROSSWORD

DOWN

- 1 First principle of wool classing (10)
- 2 A Merino group breed (5)
- 4 Breed to be shorn first to minimise contamination (6)
- 6 Remove these only if very short, dusty, wasty or seedy (5)
- 7 The Woolclasser's _____ is the formal document for a shearing (13)
- 8 AWEX approved wool packs are made from (5)
- 9 The K suffix describes this fibre type (10)
- 11 Unpicked or stained crutchings from Medium Crossbred (3,2,3)
- 13 The Woolclasser's _____ is applied to all bales classed to the COP (7)
- 14 Second principle of wool classing (3,7)
- 15 A fine Crossbred sheep breed (10)
- 16 The maximum bale weight is (3,2)
- 20 Brands in fine Crossbred wool (3,2)

ACROSS

- 3 A shedding breed of sheep (5)
- 5 The Y suffix describes this fibre type (9)
- 10 Baling twine and fertiliser bags are made from this (13)
- 11 Stained pieces of Merino origin (3,1,3)
- 12 A procedure that reduces the risk of urine stain (9)
- 17 R is the suffix for wool from sheep that have _____ shedding breeds (3,4)
- 18 Person who signs DMFR and Chemical declarations (10)
- 19 Merino belly wool with heavy unscourable colour (3,1,3)
- 21 Removal of shorter fibres and sweaty edges (8)
- 22 Fleece wool from first shearing of Downs sheep 6 months or older (3,2,3)
- 23 Dark and Medullated Fibre Risk (4)
- 24 This contains details of the mob(s), bale description, bale number and classer's comments (4,4)
- 25 Medullated fibres may appear as _____ fibres in dark fabrics (5)





From the Registrar

Greg Sawyer
 Phone: 02 9428 6144
 Email: gsawyer@awex.com.au



2007/2008 Season in Review

The 2007/08 wool selling season has presented many challenges for the wool industry, woolclassers and the Australian Wool Exchange. As woolclassers, many of you are aware of issues facing wool preparation: a reduction in qualified and/or experienced wool handlers, increased use of shedding breeds as terminal sires, and smaller numbers of sheep to be shorn.

However, the 2007/08 season has also seen positive developments for the industry as AWEX re-affirmed its commitment to providing quality services. The AWEX Board and Management have actively responded to these challenges remaining independent and impartial and at the same time, upholding industry standards.

AWEX has further enhanced the Woolclasser services area. There has been a significant improvement to the resources that Woolclassers use on a day to day basis. Some key initiatives over the past year have included:

- Woolclasser Training Resources further enhanced to provide up-to-date information on a broad range of topics. This integral teaching aid has been made available to all Registered Training Officers.
- Improvements were made to Clip Inspection Compliance Codes and Letters to Woolclassers so that the feedback provides a better description of the fault seen by AWEX's independent auditors on the showfloor.
- Throughout the year, AWEX was a partner in each region's Graduate Woolclasser of the Year Competition. Congratulations to all who participated, with special mention to Meg Chandler - Southern Region Winner, Peter Willis - Northern Region Winner and Donna Cochrane - Western Region Winner.
- The Masterclasser Course was developed and presented in Sydney in February, Melbourne in May, and Fremantle in June 2008. Professional Classers, who have been nominated by industry, are able to participate in this four day course which provides training at the point of sale allowing access to the customers of Australian Wool. A key component of this course is the introduction of people management skills and concepts.
- AWEX continues to support the woolhandler and shearing training initiatives provided by Australian Wool Innovation (AWI). To attract new entrants to our industry either as woolclassers, woolhandlers or shearers, we need to foster a culture of training, development and self improvement.
- The Registration Review Committee (RRC) met three times during the season reviewing the performance of over 200 classers. Five Woolclassers have been suspended from Woolclassing. By making these difficult decisions, the Committee is able to provide independent support to Woolclassers and Classing Houses who prepare wool to the Code of Practice.
- AWEX played an integral role in the development of the new National Wool Declaration. This single Declaration form, which will become part of shearing stationery, allows woolgrowers to make declarations for their sheep and wool on Dark and Medullated Fibre Risk, Mulesing Status and Record of Chemical Use. This document, along with the Woolgrowers Responsibilities, gives the Woolgrower a clearer understanding of their duties and enables him/her to provide information on their clip as requested by wool buyers.
- The Woolclasser section of the AWEX website has also been enhanced with free downloads and better access to Woolsearch.

AWEX to Set-Up a National Woolclasser Consultative Group

AWEX is finalising the establishment of a [National] Woolclassing Consultative Group. The purpose of this group is to provide feedback, ideas and views of current issues and proposals to AWEX staff to assist in the delivery of (technical) services to the woolclassing community.

The Group will consist of 9 woolclassers (two each from NSW, VIC and WA; and one each from TAS, SA and QLD). It will meet up to three times a year, usually by telephone conference.

AWEX seeks Expressions of Interest from woolclassers interested in these positions. Please submit a written application, including a brief resume and woolclassing experience. Note: All applicants must be active woolclassers.

For more information please call the number below. Applications must be received by 31st July 2008.

Mr David Cother
 Wool Services Manager
 Australian Wool Exchange Ltd
 PO Box 649
 LANE COVE NSW 1595
 Email: dcother@awex.com.au
 T: 02 9428 6100

Auction Action

The Australian wool auctions have seen some volatility over the past four months with Merino fleece the most affected. The main areas of rapid change have been the fine fleece wools, which have added around 200 cents over this time. The reasons behind this lift in price have been the relatively small offering Australia-wide and the decision by some growers to offer their best lines later in the season. As the effects of the drought take hold and flock levels approach an all-time low, buyers are forced into purchasing on a more hand-to-mouth basis. This has also been a significant factor in price fluctuations.

The mid microns of 18.5 to 23.0 have lost ground, due to an offering of low style, low yielding, relatively weak wool. Most buyers are able to accept a certain quantity of the poorer styles in a delivery; however, when the selection is dominated by the lower style wools, it becomes almost impossible to satisfactorily fill orders.

This situation has created a far greater differential in price between wools of a similar micron but of diverse strength and yield; with quite noticeable discounts applied to wools of below 35 Nkt and below 60% yield. Mid-break percentage is also having a significant influence on price, with the main cutoff being around 62% mid-break.

Merino pieces have decreased in line with the fleece wools; however, the reductions have not been as severe. Again, the best style wools have performed to a higher level with poorer styles suffering discounts. The selection has started to experience an influx of burr, particularly in

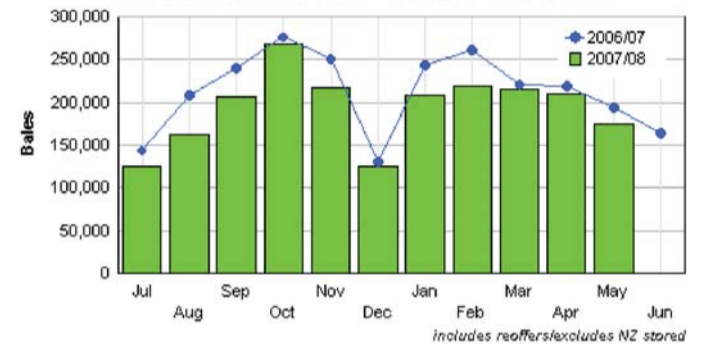
wools from the northern region where rains during late spring brought a rush of growth which is now dying back.

The price of Crossbred wools remains relatively unchanged over the past quarter as selection and demand appear to equalize each other.

Carding types have diminished significantly in value as demand eases. The vast quantities of crossbred lambs wool have eased to a more manageable level as the season draws to a close.

National quantities are expected to follow the usual winter pattern and fall lower in the lead-up to the annual July recess.

Australian Offer Profile - Season on Season



JUST A REMINDER...

If wool is not prepared to the Code of Practice, do not apply your stencil to the bales. Place these bales on a speci *without* your name on it and contact AWEX prior to sale.

It's your stencil and you are the only person qualified to use it to prepare Australian wool.

wool cheque

- FREE Online pricing tool
- Relevant, up to date wool market information
- Simple charts and graphs
- Independently assess prices and trends
- It's quick and easy

www.woolcheque.com.au

Crossword Answers

Down 1. Uniformity 2. Dohne 4. Merino 6. Backs 7. Specification 8. Nylon 9. Medullated 11. STNMXCRT 13. Stencil 14. Mob concept 15. Corriedale 16. 204 kg 20. BNDFX
Across 3. Damara 5. Pigmented 10. Polypropylene 11. STNMPCS 12. Crutching 17. Run with 18. Woolgrower, 19. COLMBLS 21. Skirting 22. AAADNWS 23. DMFR 24. Wool book 25. White

Change of Details

If you have changed your details, please fax (02) 9420 9633 or email woolclasser@awex.com.au with your stencil number and address details.

Change of address details -

Please fill in details below and post or fax this coupon to AWEX Head Office or email us.

Telephone: _____ Facsimile: _____

Mobile: _____ Date of Birth: _____

Email address: _____

Woolclasser ID Number: _____

For Owner Classers

Registered Bale Brands

1. _____

2. _____

3. _____



PO Box 823
 Lane Cove NSW 1595
 Telephone: (02) 9428 6140
 Facsimile: (02) 9420 9633
woolclasser@awex.com.au