The National Council of Wool Selling Brokers of Australia Inc

NEWSLETTER

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23rd August 2019 2019/31

From the desk of Chris Wilcox, Executive Director



- Decline in wool prices moderates
- 2019 NCWSBA Wool Broker Award winner announced
- Highlights of NCWSBA Annual General Meeting and Forum
- FAWO AGM and Wool Industry Forum
- NCWSBA supports call for mandatory use of pain-relief with surgical mulesing
- Upcoming industry events

After falling sharply in the previous two weeks, wool prices in the **Australian wool market** fell but at a far more moderate rate. The **Eastern Market Indicator (EMI)** slid by 16 cents to 1497 c/kg. Merino wool prices fell by more, while Crossbred prices lifted. Nevertheless, there are signs that prices are beginning to find a new level after the precipitous falls of the previous fortnight. The A$ was fairly steady against main user currencies. The EMI fell by 11 UScents to 1015 USc/kg, by 6 €cents to 915 €cents/kg and by 46 RMB to 7,166 RMB/kg.

The **NCWSBA Annual General Meeting and Forum** was held yesterday as part of this year's Wool Week.

One of the major events of the AGM and Forum was the presentation by the three Finalists for the **2019 NCWSBA Wool Broker Award**. The three Finalists, Samantha Wan (Elders), Russell Macgugan (AWN) and Matthew Chambers (Landmark) all gave fantastic presentations on their achievements as young wool brokers. Each Finalist has a different role and achievements, which highlights the diverse roles of wool brokers. 42 people attended the AGM and all were hugely impressed. Ed Storey (Vice President, WoolProducers Australia), Ian Ashman (General Manager Raw Wool, AWTA) and Murray Arnel (Sheep Central) were the Selection Panel this year.

At the Wool Week dinner last night, Terry Sim from Sheep Central (the media sponsor for this year's Award) gave the audience a snap-shot of the achievements of the three Finalists. John Colley, President of NCWSBA, then announced that **Samantha Wan** of Elders Melbourne as the **Winner of the 2019 NCWSBA Wool Broker Award**. In his comments on behalf of the Selection Panel, Ian Ashman said that:

"What was clear to the judges from the finalists' presentations was the complexity of modern day woolbroking and the detailed skill set needed to do this job effectively. In a close run race, the panel believes that Samantha best met the assessment criteria. In particular, Sam impressed with her strong focus on communication, education and engagement, both within the wool industry and to the wider community in general. Her innovative approach and ability to introduce new tools and techniques to assist both broker staff and clients to get the best possible financial returns is extremely impressive."



As her prize, Sam will be going to the 2020 IWTO Congress in Tongxiang, China, in May 2020. She will also visit mills in China to understand more about the global wool textile business. Congratulations to Sam. Congratulations also to the other Finalists, Matt and Russell who were presented with a suit length of Italian wool fabric in recognition of their achievement in being a Finalist (see the photo of the three Finalists).

The other announcement at the Wool Week dinner last night was this year's recipients of the **Australian Wool Industry Medal**. This year there were five recipients: Brian van Rooyen, Don Belgre, Geoff Fisken, Darren Spencer and Michael Blake.

At the NCWSBA AGM and Forum earlier in the day we had presentations from **AWTA, AWEX and AWI**.

Peter Walsh (CFO of AWTA) give a presentation on **AWTA's activities in 2018/19** and a review of the business performance of the four divisions of AWTA (Raw Wool, AgriFoods, NZWTA and AWTA Product Testing). AWTA's official financial results will be released in mid-September.

Mark Grave (CEO) and Paul Swan gave a presentation **on AWEX**, including the recent acquisition by AWEX of Sustainawool. One item that Mark highlighted was the misuse of classer's stencils by staff of some wool broking companies. Mark did not name any names, but the problem is an important one to address. The NCWSBA Board at its meeting yesterday afternoon agreed that NCWSBA would urge all of its members to ensure that classer's stencils are used appropriately and according to the rules set down by AWEX.

Nigel Gosse (General Manager, Operations) gave a presentation **on AWI**, reporting on AWI's activities in sheep production, science and technology; consultation; traceability; processing innovation; and marketing. Nigel specifically expressed a desire to work with wool brokers to connect and communicate with wool growers.

We also had a presentation from **Dr John Steinfort for Agvet Innovations** about the freeze branding technique as an alternative to surgical mulesing. John was explicit in saying that he saw freeze branding as a transitional stepping-stone for growers to allow time for them to achieve the required improvement in reducing breech wrinkle through the use of genetics.

The Federation of Australian Wool Organisations held its **Annual General Meeting** this morning. The major item on the agenda was a change in the constitution to allow a wider range of membership. As well, the name of the organisation was changed to **Wool Industries Australia**. The newly-named organisation then hosted a Wool Industry Forum with the theme of "Volatile Market Place and Drought in 2019". Over 70 people attended, with presentations by all the key wool industry organisations, including WoolProducers Australia, AWEX, NCWSBA, Australian Council of Wool Exporters, AWTA, AWI and AWH.

As well, Scott Fyfe, the CEO of the Country Road Group, gave a presentation on his company's move to be a leader in retail on sustainability. He said that by Winter 2021 all pure wool products sold in Country Road will be verified non-mulesed (NM) or from farms that have ceased mulesing (CM). By Winter 2023 all wool-rich products would likewise be from NM or CM-declared wool.

I gave the presentation on behalf of NCWSBA. I did a graphical outline of the impact of the drought on production and wool sold at auction and then reported on the impact of the drought, volatile prices and global economic volatility. The comments on the impacts were drawn from NCWSBA members. I have attached a copy of my presentation to the email with this *Newsletter*.

In my presentation I announced that at its meeting yesterday, the NCWSBA Board decided unanimously that NCWSBA supports the call from WoolProducers Australia for the **mandatory use of pain-relief in surgical mulesing**. This decision was based on a survey of NCWSBA members which showed the overwhelming majority of members supported mandating the use of pre- and/or post-operative products.

INDUSTRY EVENTS

The **Nanjing Wool Market Conference** will be held in Qufu, Shandong on 20th to 23rd September 2019.

The **2019 IWTO Round Table** will be in held in Queenstown, New Zealand on 2nd to 3rd December 2019.

The **2020 IWTO Annual Congress** will be held in Tongxiang, China on 18th to 20th May 2020.

WOOL SALES WEEK BEGINNING 26TH AUGUST 2019 – week 9 (roster as at 22/8/2019)

Sydney	
Wed, 28th August; Thurs, 29th August	8,158 bales
Melbourne	
Wed, 28th August; Thurs, 29th August	14,778 bales
Fremantle	
Wed, 28th August; Thurs, 29th August	10,110 bales

Information in the Weekly Newsletter is intended to provide general information only and is not intended to constitute advice for a specific purpose.