

BOARDtalk

What's Inside

Feedback from Around the Regions

General Rules for Pressing Bales

Oxfam TRAILWALKER
Sydney: 100 km • Team of 4
• 48 hours

Declaration for Mulesing Status

Mulesing Initiatives Update

The Importance of Identifying Bulk Class Bales

Australian Wool Market 2007/08

OFFM-QA Operators 2008/09

It's not **WHAT** you say it's **HOW** you say it

Why is it that some people are easy to get along with, while others are not? With some you have to work hard to make just a little headway, while with others it takes no effort at all. Must be personality differences, or so we have been told.

Research now tells us it has little to do with so-called personalities, and all to do with communication style. 'Getting on' with people is about how we connect with them. In fact, it's not even about what we say; it's about how we say it.

Managing the shearing shed is about many things, and one of the most challenging can be the people you work with. How well you communicate with them is the critical element in managing the people challenges effectively.

Consider the people you have worked well with – who have co-operated with you, followed instructions successfully, fitted in well with the team and shared a joke and a smile during the day. You probably enjoyed their company, seemed to be on the same wavelength as them, and there was probably a good level of trust that resulted. It could be said you enjoyed a good relationship with them.

The crucial dimension in effective communication is the relationship you have with the other person: When the relationship is 'good', we listen to each other, we're patient, consider each other's perspective and needs, and display non verbally as well as verbally, respect in how we treat each other.

When the relationship is 'poor', however, we usually don't listen very well (if at all), we appear either aggressive or defensive, we may be suspicious or distrustful, and we are less patient and considerate.

So if you have difficulty communicating with someone, first consider the relationship you have with them. Ask yourself whether your dislike for them, opinion of their capability or character, or sense of ill ease around them is affecting how you deal with them. Try:

- Being more patient,
- Listening and showing that you're listening,
- Smiling when looking at them,
- Being more friendly,
- Encouraging them by offering a sincere compliment when deserved,
- Not contradicting or criticising,
- Not assuming you know what they think or are about to say,
- Explaining new ideas, patiently,
- Being a bit more tactful.

All these behaviours build relationships. As the relationship grows, so too will communication ease.

Now there is one more consideration to 'connecting' more effectively with others, and that is HOW you communicate with them. As already mentioned, this has little to do with what you say, but everything to do with how you say it.

We all think across three different 'channels' – Visually, Auditorily and Kinesthetically (Feelings). While we all use all three 'thinking channels', we each have a preference for one of them as our dominant channel. This is known as our Primary Thinking Style. We then communicate from this channel.

Some of us need to 'see' things, to be shown, to 'look' at things to see them clearly. Others need to 'hear' what's going on, to make sure it 'sounds' right. Others need to get the right 'feel' from a situation, to keep 'in touch' and to 'handle' things well.

While we all use all of the channels at some stage, we will have a dominant preference for one of them. When we communicate we use words and phrases that are grounded in that channel, e.g.:

VISUAL people will say:

- "How does that LOOK to you?"
- "The way I SEE it is..."
- "PICTURE this situation will you..."
- "I take a dim VIEW of that..."
- "That's a BRIGHT idea..."
- "He's got tunnel VISION about this."

AUDITORY people will say:

- "How does that SOUND to you?"
- "That RINGS a BELL with me..."
- "If I HEAR you correctly..."
- "Got you LOUD and CLEAR..."
- "That's MUSIC to my ears..."
- "LISTEN will you..."

KINESTHETIC (feeling) people will say:

- "How does that FEEL to you?"
- "Get a GRIP on yourself..."
- "HANG in there..."
- "Let's TOUCH BASE..."
- "My GUT REACTION to that is..."
- "That gets UNDER MY SKIN..."

So:

VISUAL people want to SEE eye to eye with you

AUDITORY people want to CLICK with you right away

KINESTHETIC people want to FEEL good about you.

To communicate effectively we need to use the same channel as the person we're communicating with, rather than the channel we prefer ourselves. When we don't it seems like we're 'on a different wavelength'.

When we don't connect:

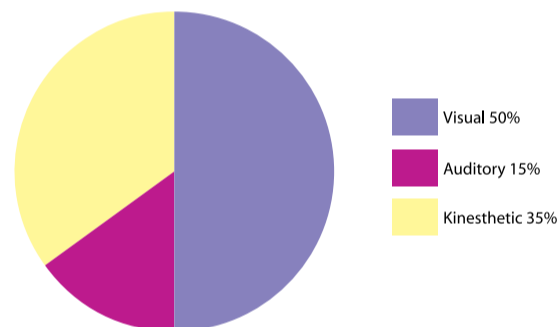
VISUAL – people may complain that another person never sees it my way, or takes a short-sighted approach, or can't see reason.

AUDITORY – people may complain that another drones on and on, or is on a different wavelength, or won't listen to reason.

KINESTHETIC – people may complain that they can't seem to get through to them, or he/she is so out of touch, or they can't get a handle on what they're on about.

Which are you? Do you prefer to 'see', 'hear', or 'feel' your world, mainly? You will connect easily with those who share your primary thinking preference, and it will be more demanding communicating with those who don't.

Primary Thinking Preference



Research suggests around half of us have a Visual preference, while Kinesthetic and Auditory dominance make up the other 50%. But no matter your preference, if you use the preference of the person you are communicating with, you will connect more easily and effectively. So:

1. Listen to the words and phrases people use.
2. Watch them. When they're speaking and describing situations, do they look UP to access images, DOWN to access feelings, or to the SIDE to access sounds?
3. Then respond using similar words, phrases and expressions.

Being effective with people is, then, about two key variables:

1. Establishing stronger and trusting relationships, and
2. Connecting with them for ease of mutual understanding.

Working on these two 'fronts' will enhance your influence potential. Be yourself, by all means, but if 'sheep stations' are riding on the result, connecting effectively may prove worthwhile – get on the other person's wavelength.

Greg Vance, Vance Australia Training, ph. 02 4351 1300

Email: admin@vanceaustralia.com

Code of Practice Review

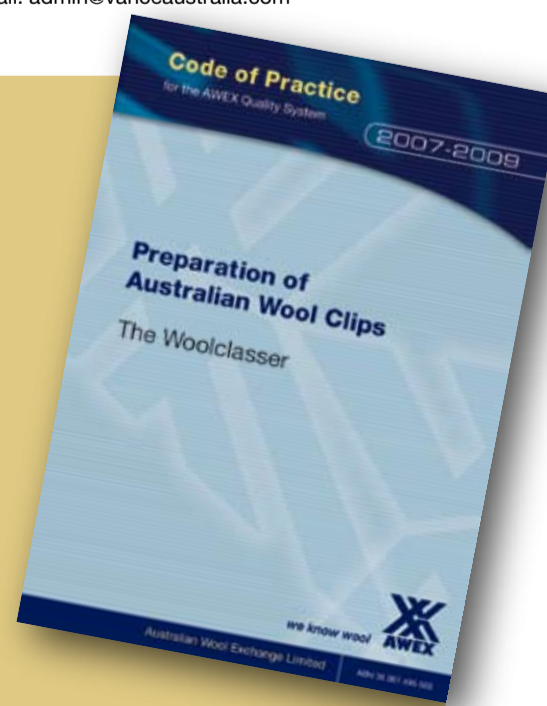
The Australian Wool Exchange has commenced the review process for its Woolclasser Code of Practice (COP). The review, to be conducted over the next twelve months, will be released to Woolclassers for the 2010 to 2012 registration period.

AWEX offers two methods for registered Australian Woolclassers and Owner Classers to provide feedback. Firstly, a Woolclasser COP Survey is included with this edition of BOARDtalk. Please complete the two page survey and post or fax it back to AWEX (see contact details).

Secondly, AWEX invites classers to provide written feedback on the COP. When making a submission, please include the topic, what the issue is and how you suggest that it be addressed. All submissions must include the name and address of the author and must be lodged with AWEX by the 19th December 2008. Emails are welcome.

This feedback will be collated with information gathered from all industry sectors. AWEX's Industry Services Advisory Committee, which will be expanded with additional skill sets, will then give due consideration to all submissions. Consensus of opinion will determine the rules to be included in the 2010-12 edition of the Woolclasser Code of Practice. To provide feedback to AWEX on the COP, please use the following contact:

Attn: Bernadette Rava
Australian Wool Exchange
PO Box 649
LANE COVE NSW 1595
Email: woolclasser@awex.com.au
Fax: 02 9420 9633



AWEX WOOL SERVICES

Ground Floor,
318 Burns Bay Road
Lane Cove NSW 2066
PO Box 649
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.



Feedback from Around the Regions

AWEX Clip Inspection and the Woolclasser

Clip Inspection forms an important part of the Woolclasser Registration service as it ensures the integrity of the AWEX Classer Registration scheme. Clip Inspection is performed by AWEX's Technical Staff (auditors) located in each selling centre around Australia. To fulfil this role, each AWEX auditor must have an excellent understanding of the Code of Practice (COP) for the Preparation of the Australian Wool Clip, sound knowledge of the duties and responsibilities of the registered Woolclasser, and an appreciation of a wool buyer's processing requirements.

Clip Inspection commences prior to auction when, for every lot offered, the AWEX-ID supplied by the broker's accredited appraisers is audited. This process also includes an inspection to ensure that the lots meet the minimum standards as specified in the COP. Details of each lot are recorded, with this information distributed to buyers who also value lots on brokers' showfloors in preparation for the sale.

At the completion of each selling day's audit (Clip Inspection), AWEX advises each broker of the lots in question, the nature of the fault and the recommended action. The broker is advised at least 24 hours prior to the wool going to sale, allowing time to inspect the bales. The broker then advises the auditors prior to sale that they agree with the audit or require further dialogue to resolve the issue.

Lots that are at Scale 3 are deemed to be non-conforming lots and changes to the original IWTO test certificate are required prior to sale. Buyers are advised if a lot is non-conforming. An example of a Scale 3 non-conforming lot are wools that have excessive skirty edges, mixed breeds and fleece wools with small amounts or more of urine stain.

Upon the completion of the sale, a report is generated that lists the lots that did not meet the minimum standard for clip preparation. This report may result in an advisory notice to the classer, while more serious breaches (Scale 3) may require an explanation as to why a lot(s) did not meet the minimum standard. Woolclassers are reminded that AWEX is obligated to report small quantities to the Woolclasser as outlined in the Rules for Woolclassing.

It is worth noting that the letters received by Woolclassers are an important feedback mechanism. They are designed not only to inform the Woolclasser of wool preparation issues detected during sale audits, but can also provide an opportunity to inform AWEX of the reason(s) for the problem. These responses often provide valuable insights into the issues affecting the performance of Woolclassers, which then assist AWEX in tailoring suitable training programs such as Masterclasser.

Maximising Growers Returns

One of the three primary objectives of the Woolclassing Code of Practice is to prepare uniform, predictable low risk lines of wool that meet the needs of wool processors and so attract maximum competition at sale time.

Some of the common faults observed during Clip Inspection include mixed staple length, qualities, breeds and wool types as well as stain (both urine and dung) left in fleece and skirting lines. In addition to these preparation faults, other problems include lotting errors (sometimes caused by poorly prepared Classers' Specifications), mis-described bales and queries on test results.

One major issue is the level of skirting. Exporters have stated that they cannot value with full confidence where they detect evidence of ribs, skirts or brands. Advisory notices or letters sent by AWEX may seem petty to some Woolclassers; however, three buying companies (who bought over 340,000 bales last season) have recently expressed their concern about lots that show poor preparation or have it all put together with no skirting undertaken. Their comments have included, but are not limited to, "...unskirted Merino or Crossbred fleece wool earns good broken/pieces prices and no more". Regardless of how good they appear, lots that are poorly skirted are valued as pieces. Depending on the micron this could mean a loss of over \$500 per bale.

Woolclassers have expressed concern to AWEX about the lack of shed staff being hired resulting in an increase in poorly prepared wool on offer and causing decreased returns to the grower. In answering letters from the Registrar, the Woolclasser can advise AWEX of

such situations. Those farming operations that do skimp on shed staff and wonder why their wool prices are poorer than others in the district may need to reconsider their labour requirements.

However, there is some positive news. Data analysed from AWEX audits has revealed that the trend for the presence of brands is downwards; this is significant and demonstrates that woolclassers are doing their best to comply with the COP. Skirting levels show only a slight trend downwards, which is encouraging. It is important to remind Woolclassers to continue to adhere to the COP requirements.

ALL CLASSERS ARE REMINDED:

- Breed Code is mandatory for all bale descriptions. The Code of Practice clearly highlights the breed codes that are to be used in conjunction with other prefixes or suffixes.
- Y (visible black) and K (visible medullated) can be used in the one bale description.
- R suffix is used on all breeds of sheep that have run with a shedding breed as listed in Section 20 of the Code of Practice.
- STN is to be placed in all bale descriptions where stain is visible in the wool.
- Remove flyblown wool from stain and/or other lines. Let flyblown wool dry before packing separately for rehandle; use the bale description FLY M.

AWEX Regional Contacts:

Brooklyn, VIC: David Williams ph. 03 9318 0277 or email: dwilliams@awex.com.au

Fremantle, WA: David Aslett ph. 08 9434 6999 or email: daslett@awex.com.au

Yennora, NSW: Greg Sawyer ph. 02 9632 6166 or email: gsawyer@awex.com.au

General Rules for Pressing Bales

Exporters and processors of Australian wool have asked AWEX to make Woolclassers aware of their concerns about pressing bales and bale identification. It seems that some pressers are not preparing bales as directed in Section 14 of the Woolclassers Code of Practice.

In many cases the woolpresser is the last person to see the contents of the bale until it is opened by the early stage processor. Therefore, the woolpresser must remain vigilant and ensure that the wool going into the bale fits the intended description, is free of contamination and is correctly packaged.

Ultimately, it is the responsibility of the Woolclasser to ensure that the woolpresser complies with the Code of Practice:

1. Maximum gross weight for all bales including bulk class and reclass is 204 kg. Some brokers charge the grower for overweight bales including BC bales.
2. The minimum gross weight is 110 kg unless it is fleece wool under 18.6 micron, then the minimum bale weight is 90 kg.
3. Ensure that all woolpacks are correctly positioned in the woolpress and use four fasteners on both the inside and outside flaps of the bale.
4. DO NOT fasten the flaps to the main side body of the bale (see photo). This causes significant problems when the wool is unpacked by the processor or rehandle. (While New Zealand may do this, it is not allowed in Australia).
5. Always use a divider in bales that are going to rehandle; newspaper is best. Do not use fertiliser bags or old packs. Some brokers charge a higher rate for non-divided BC bales.
6. Use the bulkclass tear-off sheets to describe the contents of the BC bale as shown in the Code of Practice.
7. The bale must be branded on the face and head, with the bale label being used on the head.
8. Only apply a stencil to the bale if the wool has been prepared to the Code of Practice.
9. Use only AWEX approved packs and report all problems with packs back to AWEX.

Overweight, over length and underweight bales create serious problems for transport operators, woolhandling agents and wool dumpers. Another constant complaint to AWEX is the discrepancies between the details on the bale and the Woolclassers Specification sheet. As with all jobs in shearing sheds, Woolclassers must ensure that the person doing the pressing is compliant with the Code of Practice.

For further information see Section 14 of the Woolclasser Code of Practice or visit AWEX website www.awex.com.au



INCORRECT BALE FASTENING



CORRECT BALE FASTENING

VALE

Mr Michael Lempriere respected wool exporter, processor, woolgrower and industry leader who served the wool industry at a national and International level.

Mr Merv Mibus renowned superfine Merino sheep breeder, woolclasser and past President of the Australian Superfine Woolgrowers Association from Glenara Stud in the Western Districts of Victoria.



Merv Mibus

Quick Tip for Woolclassers

Downs and Shedding Breeds

Q. If a mob of Merino ewes has been running with Downs rams or lambs, should the wool off the ewes have a Bale Description of "Run With" (R)?

A. No – Downs Breeds (Suffolk, Dorset etc.) are not Shedding Breeds. The "Run With" (R) descriptor only applies to Shedding Breeds (e.g. Damara, Dorper etc.).

Note: The Bale Description suffix of Y (Pigmented Fibre) should only be used where visible pigmented (black) fibre can be found.



WOOLSEARCH

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

- 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

Oxfam TRAILWALKER Sydney:

100 km • Team of 4 • 48 hours



On August 29-30 AWEX staff began and completed the 100km Oxfam Trailwalker Sydney Challenge and managed to raise \$11,133 along the way. Numerous donations were received from both Australian and overseas wool industry companies, along with AWEX staff, family and friends – all contributions were greatly appreciated.

This single event is the largest fundraising effort for Oxfam Australia and together with the Oxfam Challenge held in Melbourne in March each year; it raises over \$4 million to be used in disadvantaged communities around the world.

This year AWEX decided to get involved and use it as an opportunity to promote Australian Merino wool by wearing base layer products from Red Island. Red Island, an Australian company, was chosen as they only use 100% Australian Merino wool in their clothing range. We felt that one way to demonstrate our commitment to the Australian wool industry was to use and prove the value and benefits of Merino wool. To find out more about Red Island and their product range, visit their web site www.redislandmerino.com

The challenge is to walk 100 km as a team in 48 hrs and in most cases that means walking day and night - a great way to test our Merino base layer garments. The TRAILWALKER challenge was indeed challenging! The terrain for the course was a mixture of trails, rock climbing, creek crossings and in all cases very steep and difficult.

During the day it was about 24°C and together with the physical activity of walking and climbing, at pace, we appreciated the cooling qualities and comfort of our Merino tops.

During the night when the weather was cold and damp, our Merino tops were equally up to the task and were ideal for our journey.

Above all else, a real benefit of Merino wool was the comfort over the 33 hrs of the challenge. There is nothing like Merino wool and we were greatly relieved that comfort of our clothes was something we didn't have to worry about. It left more time to worry about blisters and exhaustion.

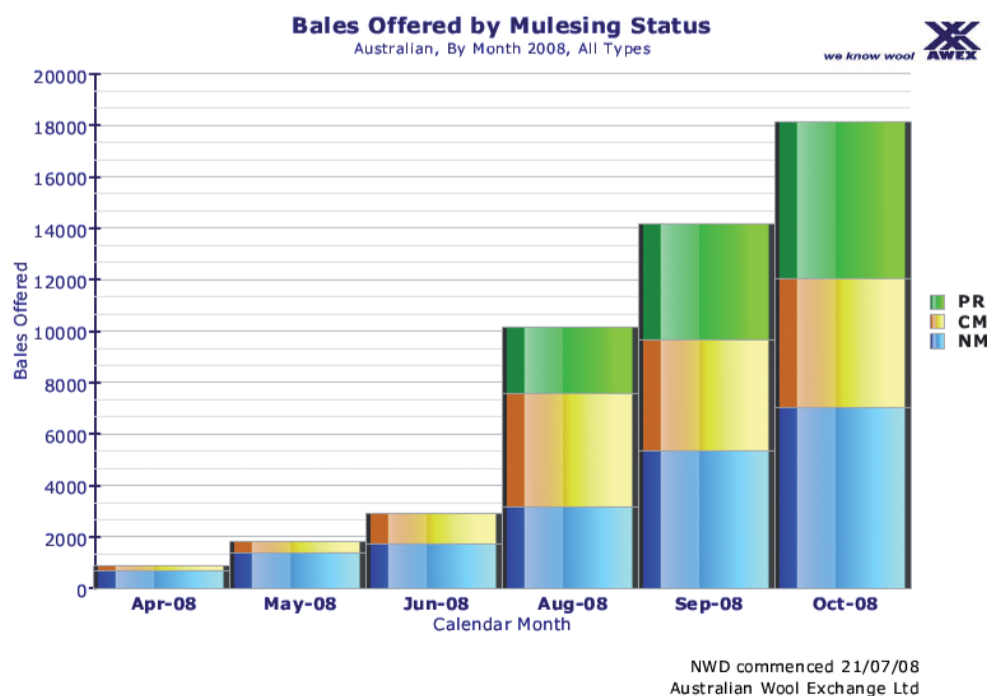
Of the 500 teams that entered, over 400 completed the challenge and all would say that it was gruelling. Will we do it again? Well it's probably too fresh for some to discuss but AWEX will enter a team in 2009 and we will again be looking to the wool industry for support.

The "AWEX Red Island" team was Kerryn Wheeler (Auction Administrator, Melbourne) and Dr Kerry Hansford (Technical Manager, Melbourne), Lionel Plunkett (Market Information, Holbrook) and Mark Grave (Chief Executive Officer, Sydney). The invaluable support team comprised Phil Jeffries (Information Analyst, Melbourne) and Michael Pritchard (Chief Financial Officer, Sydney).

Declaration for Mulesing Status

With the introduction on 21st July 2008 of the National Wool Declaration, AWEX has been monitoring the number of lots, bales and farm brands where the Mulesing Status codes of NM (Not Mulesed), PR (Mulesed with Pain Relief) and CM (Ceased Mulesing) have been applied by growers.

The results presented in the graph below are for first hand offered wool only for wool sales to the week ending 31st October 2008.



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Mulesing Initiatives Update

The industry's research, development and marketing company, Australian Wool Innovation (AWI) has been focused on a number of research and development (R & D) programs to support the wool industry's commitment to phase out mulesing by 2010.

As part of this program, AWI has been conducting briefing forums around Australia over the last 4 months. The forums have been conducted in 21 towns across 6 states and conclude in Ross, Tasmania on 6th November 2009. Companies supporting this initiative are the State Farming Organisations, Australian Wool Exchange (AWEX), Landmark, Elders, CRT, Australian Wool Network, Rodwells, Roberts, GDL and Bayer.

The aim of the forums was to give industry an opportunity to update woolgrowers on all aspects of the mulesing debate. Briefing sessions covered topics such as what the phase out means on-farm with presentations on flystrike management, alternatives to the practice of mulesing and genetics (sheep selection). The importance of the National Wool Declaration to the marketing of Australian wool and its correct completion was also addressed.

Conversely, the forums allowed woolgrowers to provide feedback on the challenges they are facing in managing flystrike.

Stuart McCullough, Manager Shareholder Relations AWI said: "It is particularly important to inform our shareholders on what our Northern Hemisphere retail customers are saying and provide market information from the supply chain down."

"The future for the wool industry is positive and we are taking the steps to achieve the positioning of Australian Merino as a fibre that is sustainable, natural and biodegradable. Australian Merino wool is a great natural fibre with plenty to offer; however, we must change and adapt to meet our customers' needs. This is the message AWI consistently receives from its wool apparel retailers," said Mr. McCullough.

The Importance of Identifying Bulk Class Bales

The identification and documentation of the contents of Bulk Class (BC) or pool bales can be a very big issue for broker's rehandle staff. Broker rehandle facilities do not have a crystal ball and the staff are not clairvoyant! If bulk class wool comes into a rehandle facility and is not adequately or correctly identified, it becomes a significant risk for contamination.

There are, however, some simple things a Woolclasser can do in the shearing shed to assist BC staff, who are mostly classers just like you. While many BC bales come into rehandle with some or all of the following points addressed, please use this list as a reminder to ensure that you adhere to the Woolclasser Code of Practice.

To minimise contamination:

- Keep breed types in separate bales e.g. Merino BC separate from the Crossbred and/or Shedding Breeds.
- Keep black wool and shedding breed wool segregated from other white wool breeds.
- Divide each wool type with ordinary newspaper. Never use fertiliser bags or old packs.

For ease of classing in the Broker's BC/ rehandle department:

- Fill the bottom of the bale with the wool type that is the largest quantity in weight.
- Do not press a BC bale overweight. They must be less than 204 kg.
- Skirt fleece lots before placing into a Bulk Class bale. If it is not possible to skirt prior to pressing, then mark the bale(s) as Unskirted, i.e. M FLC-UNSK.
- Clearly mark the bale(s) with the farm brand, BC and bale number on the head of the bale. Describe the contents of the BC bale on the flap and on the classer's specification form, e.g. AAAM (TDR) / M COT / MW PCS/ M STN.
- Minimise the marking on the bale face to allow rebranding of the packs.

The Code of Practice also provides Bulk Class Contents forms that can be completed and placed under the flap of the bale. Refer to Section 17 of your Code for more information.

Marty Moses, Moses and Son Woolbrokers, Temora NSW
ph. (02) 6977-3100 email: marty@mosesandson.com.au

Australian Wool Market 2007/08

The wool market in this last quarter has shown little encouragement for growers or buyers alike. Most market indicators have fallen when compared with last season with a shortfall in supply not managing to encourage enthusiasm from mills or consumers.

As the drought continued in many parts of Australia into the early and middle of the season 07/08, sheep numbers have reduced to some of the lowest levels seen since the end of WWII. This in turn has meant corresponding reductions in the Australian wool clip from 430 mKg in the 06/07 season to 400 mKg for season 07/08, and the current forecast for 08/09 a further 6% lower at 375 mKg. With this firmly in mind, usual supply-and-demand economic models may suggest a rise in price; however, this has not been the case.

Adding to the equation has been a softening Australian dollar (AUD) which fell 40% in three months (July '08 to Oct '08). On many occasions in the past a falling AUD has triggered a rally in the market; however, prices have continued to drift lower in the past few months. Peaking in January at 1049 cents when the AUD was trading at around 87 US cents, the AWEX-EMI was recently at 759 cents while the Aussie dollar was close to 60 US cents. This would suggest that wool price sensitivity to the exchange rate has weakened in recent times as the global economic fundamentals change.

Another difficulty facing the industry at present is the affect of the drought on the quality of the raw wool produced on farm. Much of the current offering and that preceding it has suffered from feed and water deprivation, with the consequences being felt on yields and tensile strengths, which have diminished drastically. This has had the result of placing much of the offering outside the acceptable specifications for many mills, particularly those of recent construction.

A positive message for Woolclassers and woolgrowers in today's tough market conditions is the recognition by buyers of well classed clips. Since the change to test certification definitions on 1 July 2008 only clips prepared on farm by registered Woolclassers can be given a 'P' certificate. Buyers now have orders that specify 'P' certificates only because there is less confidence in those clips which have a 'D' certificate, which may not be prepared by a registered and trained Woolclasser or do not meet the standards according to the Code of Practice. We are only now starting to see the price discounts applied to wool not prepared by a registered Woolclasser.

Whilst the performance of the wool market has been less than encouraging, what is worth noting is that those clips which are well bred and well prepared tend to hold their value better and for longer.

On-Farm Fibre Measurement (OFFM) Quality Assured Operators 2008/09

Organisation Name	First Name	Surname	Org Phone	Address	Town	State	P/C	Org Email	Instrument(s)
New South Wales									
Australian Wool Testing Authority (NSW)	Brendon	van Rensburg	02 9892 7048	PO Box 190	Guildford	NSW	2161	brendon.vanrensburg@awta.com.au	Laserscan & OFDA100
Chad Wool Pty Ltd	Don	Chad	02 6882 2587	Lot 1, Purvis Lane	Dubbo	NSW	2830	chadwool@tpg.com.au	Laserscan & Fleecescan
Fibre Intelligence New England	Ross	Christie	02 6737 5482	Willowburn Partnership	Tenterfield	NSW	2372	rossbin@halemet.com.au	OFDA2000
Goddard Wool Marketing	Bridget	Body	02 6722 1888	PO Box 393	Inverell	NSW	2380	goddard@schutebell.com	Laserscan & Fleecescan
Laserwool	Bill	Harris	02 6778 4593	"Moss Rose", 276 Gostwyck Rd	Uralla	NSW	2358	laserwool@northnet.com.au	Fleecescan
National Grazing Services (NSW)	Andrew	Benn	02 6882 5477	PO Box 382	Dubbo	NSW	2830	vicky@nationalgrazing.com.au	Fleecescan
New England Fibre Testing Pty Ltd	Timothy	Beaumont	02 6777 2122	5-7 Hamilton St	Walcha	NSW	2354	tim.beaumont@neft.com.au	OFDA100
Riverina Wool Testers Pty Ltd	Paul	Cocking	02 6825 1407	12 Cheshire St	Wagga Wagga	NSW	2650	rvt@wooltesters.com.au	Laserscan & Fleecescan
Southern Tablelands Fibre Testing	Kim	Cartwright	02 4837 3210	"Thalaba Downs"	Laggan	NSW	2593	kimcartw@activ8.net.au	OFDA2000
Western Wool Marketing	Peter	Ryan	02 6862 1344	PO Box 130	Parkees	NSW	2870	peteryan@westernwool.com.au	Fleecescan
Queensland									
-Australian Fibre Testing - QLD	David & Kathy	Rolle	07 4654 8183	PO Box 20	Monven	QLD	4468	aft_qld@bigpond.com	Laserscan
Bracker Australia Pty Ltd	William	Goodrich	07 4652 4148	C/- Warroo Station	Inglewood	QLD	4387	warroo@bigpond.com	OFDA2000
WOOLPAX Pty Limited	Gus	McGown	07 4625 7381	"Jhelum Plains"	Bollon	QLD	4488	gusmcgowne@bigpond.com	OFDA2000
South Australia									
Lazerline	Ian	Bradke	08 8665 2011	PMB 15	Peterborough	SA	5422	ian@lazerline.com.au	Fleecescan
Classings Ltd	Bill & Rose	Walker	08 8532 3065	25 Sturt Street	Murray Bridge	SA	5253	classing@im.net.au	Laserscan
Cousins Merino Services	Paul & Michelle	Cousins	08 8892 2108	6 Hill St	Burra	SA	5417	cousinsms@bigpond.com	OFDA2000
Tasmania									
Roberts Ltd	Simon	Zaporozec	03 6391 8633	15 St John St	Launceston	TAS	7250	wooloffice@robertsld.com.au	Laserscan & OFDA2000
Victoria									
Australian Wool Testing Authority (VIC)	Timothy	Steele	03 9371 2100	PO Box 240	North Melbourne	VIC	3051	tim.steele@awta.com.au	Laserscan & OFDA100
Bullawyn Pastoral Company	Joyce	Gordon	03 5574 9236	149 R Gordons Rd	Dunkeld	VIC	3294	bullawyn@activ8.net.au	OFDA2000
Laserclass	Shane	Arnold	03 5574 2367	711 Mckanger Rd	Cavendish	VIC	3314	mckanger@bigpond.com	Laserscan
NJ & PJ Howell	Norman	Howell	03 5574 0232	"Noram"	Mirranatwa	VIC	3294	noram@activ8.net.au	OFDA2000
RD & RL Pitcher	Russell	Pitcher	03 5340 2297	407 Mt Emu Settlement Rd	Mt Emu	VIC	3351	rochelle@skymesh.com.au	Fleecescan
Riverina Fleece Testing Service	Julianne	Nicholls	03 5146 8333	PO Box 1472	Sale	VIC	3850	rfs@bigpond.com	OFDA100
TopFlock Sheep Services	Alistair	Calder	0427 260 177	"Wareek", 89 Woodlands Rd	Manyborough	VIC	3465	calderalstair@hotmail.com	OFDA2000
Western Australia									
Australian Wool Testing Authority (WA)	Rob	Hallion	08 9418 0206	PO Box 1546	Bibra Lake	WA	6965	rob.hallion@awta.com.au	Laserscan & OFDA100
Challenger TAFE Murdoch Campus	Ivan	Pritchard	08 9229 8435	Murdoch Dr	Murdoch	WA	6150	ivan.pritchard@challengertafe.wa.edu.au	OFDA2000
Great Southern TAFE	Peter	Young	08 9892 8840	Anson Rd	Albany	WA	6330	peter.young@gstafe.wa.edu.au	OFDA2000
Micron Man	Wayne	Marshall	08 9418 1733	PO Box 1423	Bibra Lake	WA	6965	microman@inet.net.au	OFDA100 & OFDA2000
Russell's Sheep Husbandry Service	Wendy	Russell	08 9822 1566	2518 Katanning Nyabing Rd	Katanning	WA	6317	cliffden@bigpond.com	OFDA2000
Department of Agriculture and Food (WA)	Robyn	Bradley	08 9368 3520	Baron-Hay Court	South Perth	WA	6151	rbradley@agric.wa.gov.au	OFDA100 & OFDA2000

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.



PO Box 649
Lane Cove NSW 1595
Telephone: (02) 9428 6140
Facsimile: (02) 9420 9633
woolclasser@awex.com.au

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. _____



JUST A REMINDER...

Do not apply your stencil/stamp if the wool: (1) is prepared contrary to the Code of Practice and/or (2) has not been classed by you.

When this occurs record this wool on a separate speci **without your name or stencil** on it and contact AWEX prior to sale.

AWEX together with the Industry Services Advisory Committee is conducting the 2008/09 review of the Code of Practice 2007-09, Preparation of Australian Wool Clips: The Woolclasser. The review will consult widely with all industry sectors including woolclassers, woolgrowers, brokers, private treaty merchants, exporters, processors, sheep breed associations and other industry organisations and stakeholders.

By completing this survey you will be providing direct input to the review and to AWEX on issues of importance to you. We look forward to your input.

Throughout this survey please take the opportunity to provide additional comments and feedback as your comments are valuable. Our intention is to make your 2010-12 Code of Practice even better.

1: The 2007-09 Code of Practice was produced in a new format to previous editions of the Code of Practice.

How do you rate the 2007-09 Code of Practice for:

(please circle response for each)

	Poor				Excellent
Ease of use	1	2	3	4	5
Binding (spiral)	1	2	3	4	5
Use of keys/symbols/color photos/cartoons	1	2	3	4	5
Overall quality of its presentation	1	2	3	4	5

Other Comments/Suggestions:

2. The level and detail of information provided in the 2007-09 Code of Practice was increased. Is there additional information you would like to see included in the 2010-12 Code of Practice?

3. Is there any current information in the 2007-09 Code of Practice that you would like to see in more detail?

4. Is there any information that you believe is not of value and should be removed from the next edition of the Code of Practice?

5. The wool industry pipeline is more demanding, with increased expectations on wool quality and information. This has implications for the woolclasser.

Please rate the level of importance to you of having access to the following information in the Code of Practice:

(please circle response for each)

	Poor				Excellent
National Wool Declaration	1	2	3	4	5
Superfine Woolclassing	1	2	3	4	5
Information regarding Sheep Breeds (i.e. data/information/photos)	1	2	3	4	5
Market Information	1	2	3	4	5
Dark and Medullated Fibre	1	2	3	4	5
Messages from Processors/Buyers	1	2	3	4	5
Sheep Husbandry	1	2	3	4	5
Contact Numbers/Addresses	1	2	3	4	5

Other Comments/Suggestions:



6. In the 2007-09 Code of Practice a new standardised bale description table was introduced.

How did you rate the new bale description table?

(please circle response for each)

	Poor			Excellent		
Easy to understand	1	2	3	4	5	
Practical application in the shed	1	2	3	4	5	

Other Comments:

7. In the next edition of the 2010-12 Code of Practice it is proposed to cover the classing of superfine wool in more detail.

Will this be of benefit to you? *(please circle one)* Yes / No

Are there aspects of superfine woolclassing you would like to know more about?

Comments:

8. If it was made available would you be interested in further training on:

(please circle response for each)

Superfine Woolclassing	Yes	No
People/Staff Management	Yes	No
Managing Conflict	Yes	No
Masterclasser Courses	Yes	No

Other:

9. Can you please rate the following issues and the degree each impacts on your ability to perform as a woolclasser:

(please circle response for each)

Availability of shed staff	Low	Medium	High
Quality/experience of shed staff	Low	Medium	High
Shearers	Low	Medium	High
Pressure from Grower/ Contractor, or other	Low	Medium	High
Alcohol/drugs in the work place	Low	Medium	High

Other Issues:

10. Can you please comment about your current workload as a woolclasser? i.e. is work consistent, hard to find etc.

Your responses in this survey are important to AWEX and will be treated in confidence.

Could you please provide the following information about yourself.

Gender: *(please circle)*

Male Female

Age Group: *(please circle)*

< 25 26 – 39 40 – 49 50 – 59 > 60

How long have you been woolclassing? _____ Years

Stencil Number: _____