

Q1 / 2024–2025

Welcome to the AWEX Update

I feel fortunate to have been part of AWEX for over 30 years, including ~21 as CEO. Since our beginnings in 1993, AWEX has grown and diversified.

I have had the privilege of working with the industry's most talented people, leading with integrity and delivering valued services. A proud achievement remains our investment in skilled new talent, which brings renewed energy to AWEX. As we transition to a new CEO, I look forward to seeing this continue with the support of our Board and staff. I look forward to the next chapter for both AWEX and myself.

Mark Grave, CEO

Strategy 2023–2027

“Delivering services that strengthen, inform and increase confidence in the quality and integrity of Australian wool”

The 2024/25 season will continue to see traceability, integrity and sustainability strengthen for the Australian wool industry, as uptake continues to grow in AWEX's key services and innovations such as WoolClip, eBale and the Australian Wool Sustainability Scheme.

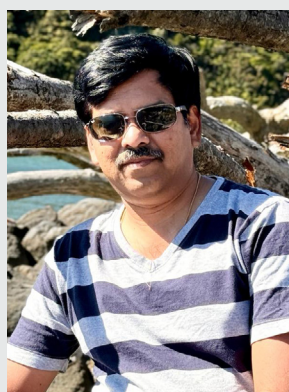
AWEX People News



Mark Grave will retire as AWEX CEO in June 2025 after 21 years in the role.

The AWEX Board thanks Mark for his outstanding leadership and for his contributions in cementing Australian wool as a sustainable, trusted product.

AWEX has commenced an executive search for a new CEO to guide the organisation into the future, driving innovation, confidence and trust in the global market.



Saravanan Kannan has joined the AWEX IT team as a web developer.

Saran is an experienced Microsoft Power Platform developer with a proven track record of designing & building custom solutions to empower businesses.

Saran is a welcome addition to the team expanding AWEX's technical capabilities.



Recruitment Opportunity: AWEX CEO

The Australian Wool Exchange (AWEX) Board has announced the upcoming retirement of its CEO, Mark Grave, and is seeking to recruit the next Chief Executive Officer.

The new CEO will have full accountability for the direction, planning and management of the strategic direction and operations of AWEX, including overall responsibility for staff, assets and resources.

In addition, the position will provide high level advice and support to the Board, to facilitate informed decision making and ensure that a consistent and measured approach is maintained in the development of strategic directions and goals for AWEX, its members and stakeholders.

Andreas Clark, Chair of AWEX, said, "This is a fantastic position for someone who has senior management ability coupled with a vision and passion to lead the wool industry toward the future."

If you want to find out more about this opportunity and have the drive and energy to lead a skilled and dynamic team, contact recruitment agent: Rimfire Resources on the link below:

To express interest in the CEO role, please contact Mick Hay 0418 804 600

<https://www.rimfireresources.com.au/job-details/chief-executive-officer-in-executive-jobs-1030487>

AWEX AGM and Board Elections



The AWEX AGM will be held on 22 November 2024.

Leading towards this AGM, Director Elections will be completed for the following member classes:

- Grower
- Processor
- Broker (Small)
- Exporter

Nomination forms have already been distributed with the full information packs to be released on 31 October.

The AWEX AGM will be held virtually, with the link to be advised as part of the AGM pack.

For any information regarding the nomination/election of Directors or the AGM please contact **Tony Checchia**, AWEX Company Secretary on tchecchia@awex.com.au



Wool Classing



Wool Classer Registration

In the period July to December 2023, AWEX registered 154 graduates as Wool Classers. As of September 2024, there are 15,057 registered Wool Classers in Australia.

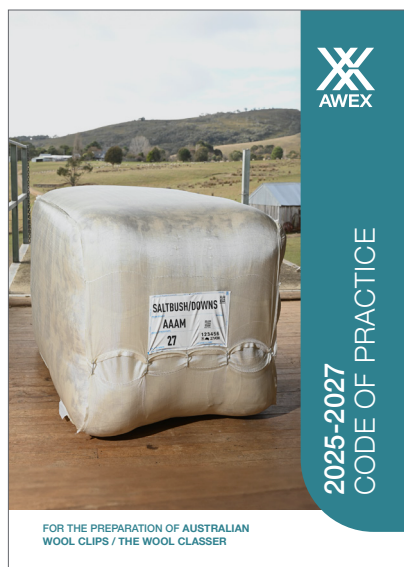
Wool Classer Registration Renewals 2025–27

The current registration period expires on 31 December 2024. Re-registration of wool classers for the 2025–27 triennium has commenced with email and SMS invitations released from 24th September.

We encourage paperless renewals by renewing online or over the phone. For those yet to renew by late October, paper forms will be printed and posted.

Updated Code of Practice (COP) for the preparation of Australian wool clips

The COP has been updated with feedback from industry and updates to definitions and guidance to further strengthen Australian Wool Classing.



Wool Classers will receive a copy of the updated **COP** in their re-registration packs upon successful renewal of registration.

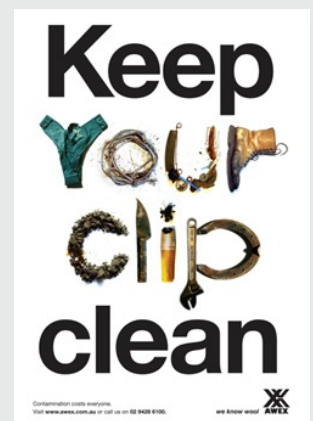


Quality Matters: Contamination

Contamination from non-wool articles, in particular rubbish, twine, rope and clothing, continues to be a priority topic for wool customers.

Classers can assist by remaining vigilant to all contamination and by highlighting to all staff and Wool Growers that contamination prevention is a shared responsibility.

All Wool Classers who register with AWEX will receive a copy of the **Keep Your Clip Clean** poster in their re-registration packs.



For Wool Classer enquiries, please contact AWEX on (02) 9428 6140 or email woolclasser@awex.com.au



Strong growth continues for WoolClip

The uptake and acceptance of WoolClip continued in 2024.

Support from Brokers and Private Treaty Merchants was essential in this improved result. A strong driver of the interest in WoolClip is coming from growers and Classers wanting to improve data capture on farm, including the use of eBale.

As old wool packs are exhausted and eBales become more prevalent throughout Australia, it is expected that interest in WoolClip will grow further. AWEX will continue its extension program for WoolClip & eBale into 2025.

In 2023/24 a total of 262,222 bales were captured using WoolClip.

+64.5%
increase on 2022/23.

In the recent rolling 12-month period (Oct-Sep 2024) 275,565 bales were captured on WoolClip.

+41.6%
increase on the same period in 2023.

WoolClip Training & Events

These popular sessions allow users to gain confidence using WoolClip and to be able to see firsthand how to create a WoolClip specification and incorporate eBale technology.

Workshops are structured to meet the level of all participants, from those with a high level of technology skills to first time users.

Brokers and Classers are encouraged to contact AWEX to discuss attending a workshop in a location near them.

For full workshop details: https://www.facebook.com/woolexchange/?ref=page_internal

OCTOBER

Monaro Merino Field Day, Cooma NSW	Oct 20
Port Augusta SA	Oct 21
Cleve SA	Oct 22
Cummins SA	Oct 22
Wudinna SA	Oct 23
Kangaroo Island SA	Oct 26

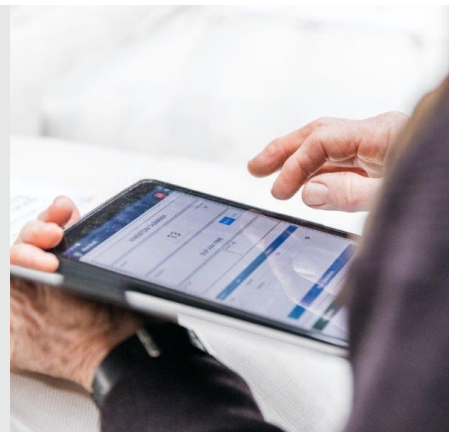
WoolClip Support & Resources

To access the current "How To" resources for Classers and for Growers, as well as broker posters and media and how to guides, please click go to: <https://www.awex.com.au/woolclip/support-and-resources>

If you, your staff or your clients would like to receive training in WoolClip, contact **John Cox** WoolClip Program Lead to arrange a suitable time/date.

p 02 9428 6170 **e** woolclip@awex.com.au

WoolClip support is available 7 days a week.



Are you interested in becoming an accredited WoolClip specialist for your business?

Please contact woolclip@awex.com.au for more information on training options available.

Australia's Sustainability Scheme Launches

Following extensive domestic and international consultation, the Australian Wool Sustainability Scheme (AWSS) launched on 18 July 2024.

AWSS is a response to the global market's demand for sustainable, traceable, and high-quality wool – and responds in a way that reflects Australia's unique production systems, stringent regulatory standards, and industry best practices.

With digital traceability from AWEX's WoolClip and eBale, and a continued focus on quality clip preparation, AWSS offers credible sustainability certification on-farm practices in an efficient, cost-effective way, that can meet the pace demanded in modern business.

The Five Pillars of AWSS



Caring for our
environment



Caring for
our sheep



Caring for our people,
our customers and
our community



Caring for
our industry



Clip preparation
and integrity

SUSTAINABILITY

QUALITY



Getting Certified

You can apply for AWSS Certification at
www.australianwoolsustainability.com.au

Certification is at the Property Identification
Code (PIC) level, and costs \$750 +GST per year.

There are no additional costs to growers for
audits or Certificates.

For AWSS enquiries, please contact AWEX on (02) 9428 6180 or email awss@awex.com.au



Certification Types

As a sustainability scheme fit for Australia's unique conditions, AWSS offers two types of Certification:



SustainaWOOL meets the critical requirements for a sustainably grown Non Mulesed or Ceased Mulesed lot (NM/CM).



ResponsiWOOL is the only sustainability Certification for wool from mulesed sheep with the use of appropriate pain relief (AA/LN).

Auction Catalogue AWSS Certification Type	MS	QS Code
SustainaWOOL™	NM/CM	SW
ResponsiWOOL™	AA/LN	RE

The many benefits of AWSS



Seamless
Traceability



Cost Effective
Annual PIC
Certification



Enhancing
Market Access
Opportunities



Reflecting Australia's
Regulatory
Environment



Tailored for
Australian
Conditions



Recognising Care
& Expertise of
Wool Producers



Quality Clip
Preparation



Alignment with
Australian Industry
Initiatives



Reduced Certification
Costs Downstream
to Maximise
Auction Value



Science-based
Standards



Allows for Mulesing
with Appropriate Pain
Relief (only recognised
by AWSS)



Technological
Integration

For AWSS enquiries, please contact AWEX on (02) 9428 6180 or email awss@awex.com.au

Statistics

The NWD Integrity Program is valued by the supply chain as Exporters require certificates of verification from AWEX in support of purchases for their customers. AWEX receives NWD Mulesing Status verification requests on a weekly and daily basis.

With the first quarter of the 2024/25 selling season at a close, the national declaration rate sits at 76.8%. This figure will consolidate as the selling season progresses, with review of premiums and discounts for mulesing status affirming a discount of 10–12 cents/kg for Non Declared (ND) Merino wool.

Declaration rates (%) by Mulesing Status and State for Seasons 2022/23 to 2024/25 (as at 25.09.24)

SEASON	2023	2024
National Decl. Rate	75.6	76.8
BY MULESING STATUS (%)		
NM	21.5	20.8
CM	3.0	2.5
LN	0.1	0.1
AA	43.0	46.0
M	7.9	7.4
ND	24.5	23.1
BY MULESING STATUS (%)		
NSW	79.2	81.3
QLD	83.9	85.5
SA	80.6	79.8
TAS	85.2	88.7
VIC	78.2	78.1
WA	58.5	51.6

NWD Declaration rates (%) and Mulesing Status by State for Season 2024/25 (as at 25.09.2024)

Mulesing Status	NSW	QLD	SA	TAS	VIC	WA	Total Bales
NM	25.1	41.7	8.2	48.0	17.9	6.3	54,425
CM	2.4	3.1	1.8	10.0	3.0	0.5	6,553
LN	0.0	0.0	0.2	0.0	0.4	0.0	304
AA	46.5	35.9	59.4	27.5	51.2	35.7	120,380
M	7.4	4.8	10.2	3.2	5.6	9.1	19,311
ND	18.7	14.5	20.2	11.3	21.9	48.4	60,671
Total Bales	116,841	15,833	35,753	11,065	44,023	38,129	261,644
% Declared	81.3	85.5	79.8	88.7	78.1	51.6	76.8

Premiums and Discounts for mulesing status as at ECM September 2024

		MERINO							NON-MERINO			
		16	17	18	19	20	21	22	27	28	29	30
NON MULESED (NM)												
Season	2022	25	36	15	17	19	6		0	-2	1	0
	2023	19	17	17	7	2			0	5	4	
	2024		25	9	14	12				5		
CEASED MULESING (CM)												
Season	2022		30	14	14	10	6					
	2023			9	5	2	1					
	2024		22	8								
MULESED with ANALGESIC and/or ANAESTHETIC (AA)												
Season	2022		19	5	9	6	4		0	0		
	2023			8	5	2	1		0	4	4	
	2024	12	9	7	7	5			0			
NOT DECLARED (ND)												
Season	2022	-39	-28	-24	-2	0	0		-4	-15	-13	
	2023	-15	15	-7	-5	-5	-1		-7	0	-1	
	2024		-12	-10						-5		

Not Declaring (ND) continues to attract discounts

At onset of the 2024/25 selling season we continue to see discounts for Non-Declared (ND) wool compared to wool declared as Mulesed (M).

The Market

Auction Statistics (Weeks 1–13, Season 24/25)

Table 1: Offering (Australian Stored)

Measure	Season 24/25 (bales) Weeks 1–13	Change on 23/24 Weeks 1–13
Total Offered	320,122	-22.7%
First Time Offered (FTO)	300,215	-20.3%
FTO New	232,501	-16.3%
FTO Old	67,714	-31.7%
Sold	292,230	-22.3%

Offered: Excludes wool withdrawn from sale.

'New': Wool tested in offer Season

'Old': Wool tested prior to offer Season

Table 2: Price

AWEX Indicator (MPG = South)	Season 24/25 Average (Jul–Sept)	Change on 23/24 Average (Jul–Sept)
AWEX-EMI	1104	-3.9%
17	1626	-10.0%
18	1467	-6.9%
19	1356	-6.1%
20	1298	-4.5%
21	1268	-3.2%
28	377	9.3%
30	338	6.6%
MC	670	-4.4%

AWEX-ID V3.5

AWEX-ID V3.5 will be released to registered appraisers in early November for use from January 1, 2025.

This release includes a new qualifier code for Flyblown wool along with some additional content in the AWEX-ID Appraisal Guidelines.

AWEX Key Dates



AWEX Board Meeting November 22
 AWEX AGM November 22
 IWTO Round Table November 27