

What the top maker looks for

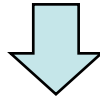
Mr Michael Blake,
BWK Elders

Raw wool demand

Consumer demand



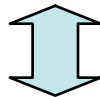
Fashion / clothing manufacturers



Weavers / knitters



Worsted and woollen spinners

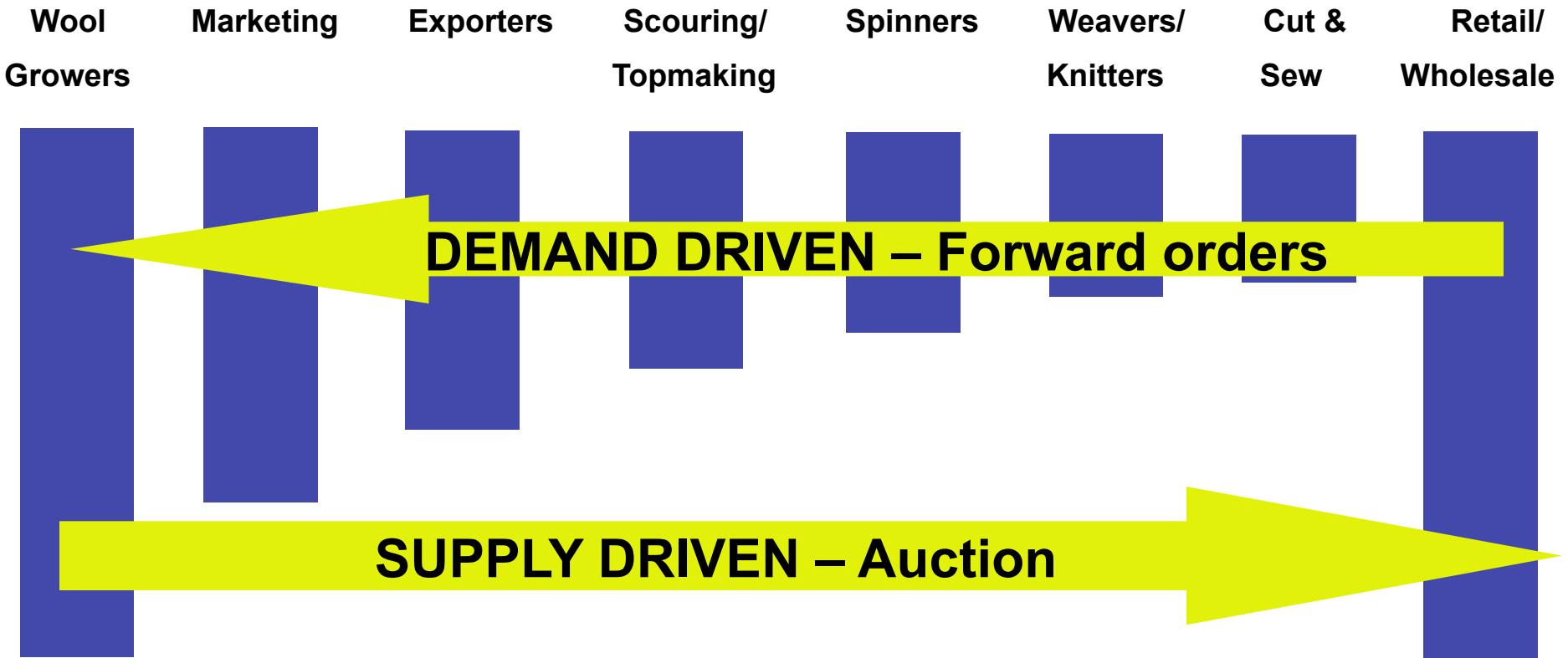


Top maker



Raw wool supply

Industry demand and supply



Derived demand (raw wool)

- **Consumer trends**
 - Colour
 - Feel/ comfort
 - fashion
 - Eco/natural
 - Cost
- **Processor requirements**
 - Specific micron
 - Low CVH
 - Elites
 - Machine washable
 - Etc
- **Designer/fibre related**
 - Weight
 - Drape
 - Handle/tactile
 - Surface appearance
- **Service related**
 - Reliable supply
 - Delivered on time
 - Repeatable performance
 - High efficiency

Two factors affecting top makers:

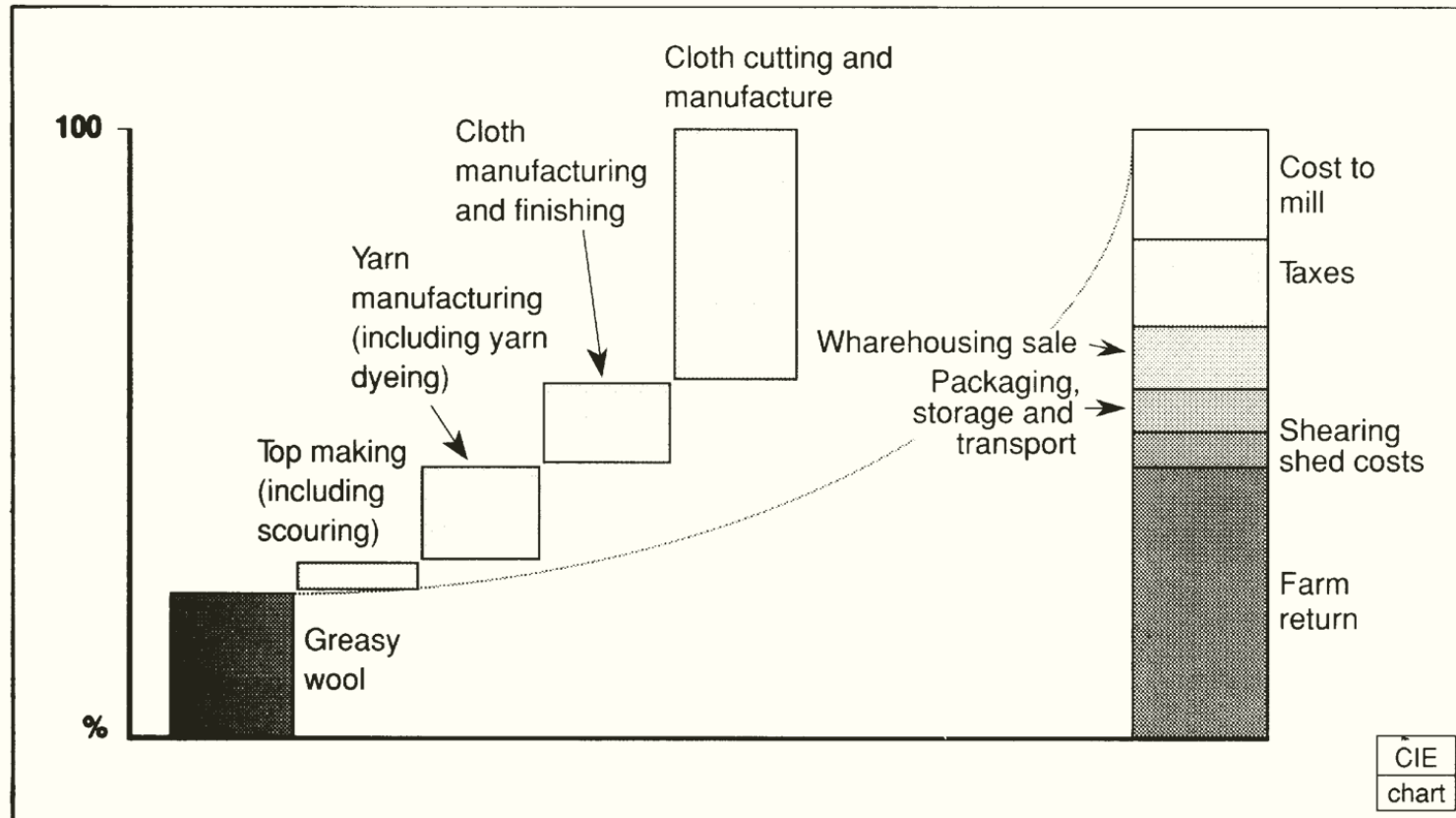
1. Cost and availability

2. Top specifications

- Industrial cost of top making
- Seasonality of supply
- Demand from spinner
- 'Least Cost' solution to specifications

Share of final costs: wool

Figure 4.2: Costs of manufacturing a man's woollen suit in Australia in January 1989



Data sources: Department of Primary Industries and Energy (1989); AWC (1990a).

1. Cost and availability

topmaking costs

- **\$1.00 / kg**
 - Fibre diameter
 - Yield
 - Vegetable matter
 - Clip preparation
 - Labour costs
 - Electricity
 - Water
 - Effluent
 - Efficiency
 - Expertise
 - Technology
 - Era combs
- Funding
- Exchange rates
- Contamination
- Client risk
- Credit risk
- **Raw material**
 - 70% of total

1. Cost and availability seasonality of supply

- **Wool availability throughout season**
 - Supply-demand imbalance
 - Specific types at specific times
 - Access to fresh wool supply
 - Other origin wool
- **Stock holding costs**
 - Financial
 - Storage capacity

1. Cost and availability means of raw wool supply

- **Auction**
- **Open mill orders**
- **Private treaty**
- **Futures**
- **Traders forward sales**
- **Electronic selling**

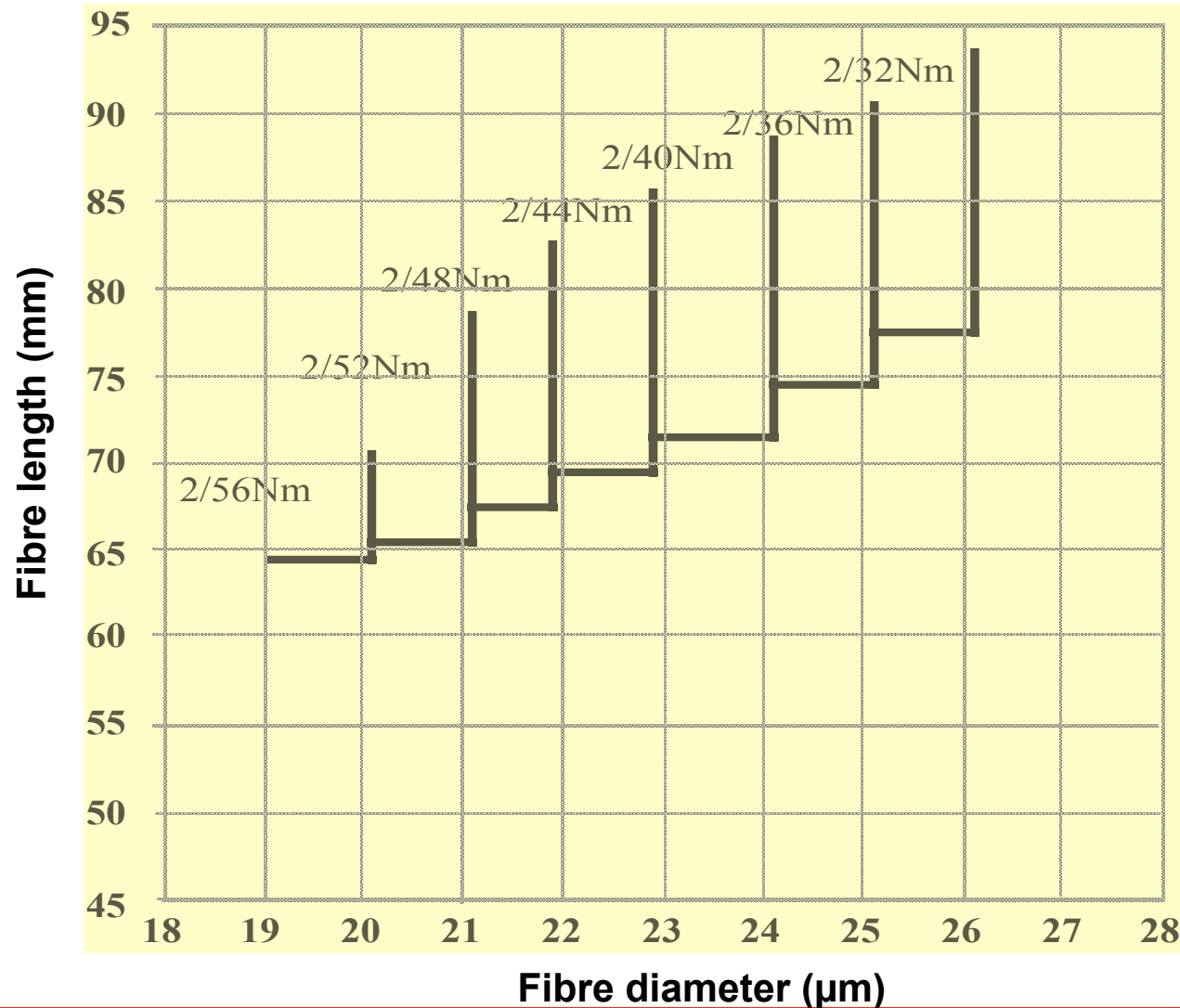
Two factors affecting top makers

1. Cost and availability

2. Top specifications

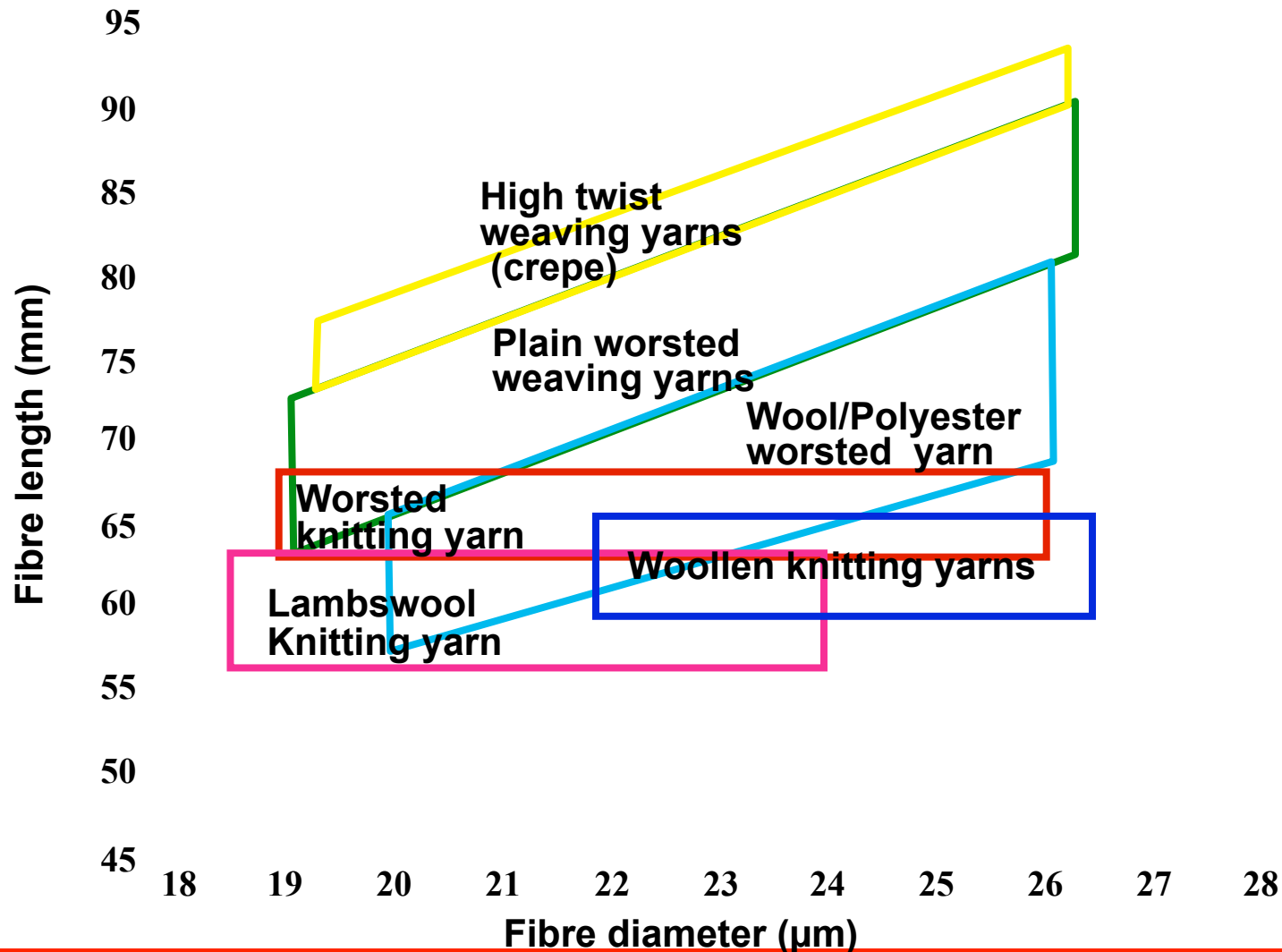
- **Requirements from spinner**

2. Top specifications worsted spinning



- Nm = m/g
- yarn count
 - linear density
- 2/56 Nm
 - 2 ply
 - 56 m/g count

2 - Top specifications assembling demand



2. Top specifications spinners' specifications

Parameter	21.5 micron	18.5 micron
Diameter (micron μm) - max	21.5	18.5
CV(μm) – max	22.0	20.5
% >30 μm – max	4.5	3.0
Hauteur (H) – min	70.0	65.0
CV(H) – max	45.0	45.0
% < 25mm – max	7.0	7.0
% < 40mm – max	18.0	18.0
Soxhlet % - max	0.8	0.8
Neps per kg – max	40	40
Burrs per kg – max	10	10
P/Burr per kg – max	30	30
Shive per kg – max	20	20
P/Shive per kg – max	100	100
Slubs per kg – max	0	0
Coloured fibres per kg – max	20	20
Uster CV – max	3.75	3.75
pH – max	9.2	9.2
Sliver weight (g/m)	20	20
Ash content (%)	0.5	0.5

2. Top specifications wool top requirements

Fibre related

- Micron
- Hauteur
- CVH
- Short fibre content
- Colour
- Coloured fibres
- Contamination
- VM
- Style
- Repeatability

Technical / industrial

- Oil content
- Sliver weight
- VM content
- Top colour
- Final form
 - Bobbins
 - Bumps

Challenges in commercial top making

1. **JIT requirement**
2. **Competition**
3. **Market risk**
4. **Price fluctuations**
5. **Keeping up to technology**
6. **Raw wool specification**
7. **Contamination**
8. **Wool availability**
9. **Predictability of results**
10. **Repeatability of top**