

What the wool buyer looks for

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MacWool

Exporter functions and responsibilities

- Make daily contact with wool users and clients on a world-wide basis to provide market information and intelligence.
- Perform a marketing role in promoting the use of Australian wool through expert advice and assistance in wool selection.
- Negotiate and conclude firm contracts of sale.
- Act as an agent in the purchase of wool on an indent basis.
- Accept full market risk as required between the time of a negotiated firm sale and shipment.

Exporter functions and responsibilities

- Negotiate forward foreign currency exchange as required.
- Provide capital funding for the period of the sales contract.
- Manage the administration of the shipping parcel.
- Negotiate documents through the banking system.
- Accept liability for substantiated claims.

Consumer

Garment

Fabric

Yarn

Top

Greasy wool

Sheep and wool

Retailer

Manufacturer

Weaver

Spinner

Comber

(Top maker)

Exporter

Wool grower

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- Co-operation
 - Understanding
 - Transparency
 - Trust
 - Communication

Purchase methods

- Firm offer/forward sale
- Indent/ commission buying

Firm offer

- Quantity
- Fixed price
- Currency
- Specific wool parameters
- Delivery date and destination
- Payment terms and conditions

Indent

- Wool purchased on behalf of the client
- Agreed rate of commission
- Dollar per bale or percentage value

The customer order as a minimum will normally include:

- a specified clean weight, the number of bales or FCLs for the consignment
- the time frame for the delivery
- the price and currency
- the terms and conditions of payment
- greasy wool specifications
- top specifications, as and if required.

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- The top maker establishes the greasy batch for combing.
 - The comber converts the greasy wool to top, therefore:
 - the (mill) client can be the top maker and comber
 - the exporter can be the top maker, the (mill) client the comber.

Delivery options:

- Straight fleece or straight skirtings
- Specified blend – (mill) top maker
- Specified blend – (exporter) top maker

Combing wool specifications

- Primarily greasy wool related
- A mixture of greasy wool and top specifications, or
- Primarily top-related

Main specification characteristics might include:

- the average Mean Fibre Diameter (MFD) for the whole delivery
- the allowable micron range (e.g. ± 0.5) or the maximum micron allowed for any one lot
- the average maximum vegetable matter content allowed for the delivery
- the allowable maximum VM content for any one lot
- the average greasy mm staple length (SL)
- the minimum and maximum greasy SL for any one lot
- the average greasy staple strength (NKT) allowed for the delivery
- the minimum NKT for any one lot.

Plus –

- the kind of wool required, i.e. fleece/style, pieces, bellies
- the allowable (classing) certificates, i.e. which certificates can be included/excluded, such as bulk class lots, interlots, OMLs
- the type of vegetable matter allowed, particularly if seed and shive is considered a problem in processing.

In recent times, additional items have been included, such as:

- theoretical TEAM predicted Hauteur (predicted top length, mmH)
- theoretical TEAM predicted Coefficient of Variation of Hauteur (cvH)
- theoretical TEAM predicted Romaine
- position of break, middle, relating to staple strength.

Example – all greasy wool

Type 62 (Best Topmaking)

21.0 micron average (+/- 0.5 mic)

68% Schlum dry yield minimum, any one lot (AOL)

1.5% vegetable matter (2.0% maximum AOL). No shive

85 mm greasy staple length (minimum 75, maximum 95 AOL)

35 nkt staple strength (30 nkt minimum AOL)

50% position of break, middle (65% AOL)

no unscourable colour

Greasy and top

Similar Type 62

21.5 mic gsy (+/- 0.5 mic)

1.0% vm (1.5% max'm AOL)

75 mm gsy staple length mimimum AOL

72 mmH top fibre length minimum

45% cvH maximum

Greasy and predicted top

Similar to Type 62

21.5 mic greasy maximum (+/- 0.5 mic)

1.0% vm max'm (1.5 % max`m AOL)

85 mm gsy staple length (75 minimum, 95 maximum AOL)

35 nkt staple strength (28 nkt minimum AOL)

55% position of break, middle (65% maximum AOL)

72 mmH predicted TEAM top length (68 mmH minimum AOL)

45% predicted TEAM cvH (48% maximum AOL)

Primarily top related

21.5/75, i.e. 21.5 mic maximum in top/75 mmH minimum)

45% cvH maximum

romaine 8% maximum

dark and coloured fibre <3 per 100 g top maximum

short fibre <30 mm 10% maximum

good fleece 1.0 % vm maximum

Consignments

- Sensible and relevant wool specifications
- Careful wool selection
- Appropriate blending prior to processing

The role of the exporter

- Make regular world-wide contact with wool users and clients.
- Promote the use of Australian wool – expert advice and assistance in wool selection.
- Agent for indent buying.
- Negotiate and conclude firm contract of sale.
- Accept full market risk and undertake risk management.
- Provide capital funding.
- Manage the dumping, container loading and shipping functions.
- Provide all necessary export documentation.
- Accept liability for substantiated claims.

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