

WOOLTRADE REAPS REWARDS

Wooltrade continues to grow in popularity with both wool sellers and buyers as currency fluctuations become the main driver of wool market activity.

A currency-related spike in mid-May saw Primaries sell almost as much wool on Wooltrade over a week, as the company sold on behalf of clients at auction.

And clients who took advantage of Wooltrade sales included those who had passed in wool at the previous week's auction.

The major winners are clients who expose their wool to the market at realistic reserves.

"There is no cost to place your wool on the system and it is the only way you can take advantage of the market if it moves in your favour between auctions," Primaries Marketing manager Matthew Pedersen said this week.

"Many of our clients now regard Wooltrade as an essential marketing tool and we are actively encouraging others to take advantage of it."

Wooltrade general manager Brian Vagg said buyers as well as growers now regarded Wooltrade as the superior electronic marketing system.

"They are using Wooltrade not only to cover currency movements but also to match wool to their specifications and to provide personal advice and assistance where required.

"Buyers are now closely tuned to the Wooltrade system and constantly monitor our grower reserves. Brian said there were 16 wool brokers and 62 global wool buyers registered to use Wooltrade. Sales in mid-May over seven days hit 2,500 bales of wool valued at around \$2 million.

CLANMEA

Rod and David Brockman of Clanmea, Muradup achieved their

reserve of 1000 cents clean on Wooltrade recently as auction values were on their way up.

The 15 bale line of 17.6 micron wool measured 0.5 VM with a 71.1 yield and sold at 711 c/kg greasy - spot on 1000 c/kg clean.

"We usually list our wool at a 50 cent per kg premium on Wooltrade and each time there is a spike in the market we seem to get a fax confirming that a sale has taken place," Rod said.

The Brockmans breed their own Merino rams from Woolkabin, Billandri and Willemenup bloodlines and their flock averages 20.5 microns.

Rod says the finer lines seem to be in particular demand on Wooltrade, enabling him to regularly achieve premium reserves.

"This is the third clip we have offered on Wooltrade and we are finding the 24 hour wool market access as valuable as buyers obviously do."

Rod, David and Kay Brockman have also been developing a valuable prime lamb enterprise on "Clanmea." They have been using White Suffolk and more recently SAMM bloodlines over their Merino ewes to achieve good results and will soon be dropping lambs from Merino/SAMM cross ewes by White Suffolk rams.

MORILLO FARM

Nick Webb of Morillo Farm, Rocky Gully has been using Wooltrade to secure generally higher returns for his fine wool when the auction market is uncertain.

He takes advice from Matt Pedersen on appropriate reserves for Wooltrade and has taken advantage of a number of recent between-auction spikes. His last Wooltrade sale was 782 c/kg greasy for 17 bales of 17.6 micron wool.

The Morillo clip has a 17.5 micron average developed over the past 20 years using the Yalgoo bloodline from New England.

BONUSES WITH BIOCLIP WOOL

The initial costs may be high, but the bonuses are already apparent enough to hold the interest of Borden farmers David and Julie Hancock in the new Bioclip wool harvesting system.

David and Julie registered their Cambawarra Merino flock for a trial and also offered their property as a training venue, and recently sold the wool from 1500 bioclip-harvested lambs through Primaries.

Julie said at around \$10 per head, the cost of Bioclip was nearly double the cost of conventional shearing. The Bioclip system involves a net and injection administered by an accredited operator. The net is used to hold the fleece in place while the wool grows through. The wool is then harvested around four weeks later.

The Hancocks were surprised at the ease of the system and harvesting, - it takes only 30 seconds to pull the wool over the sheep's head - and the cleanliness and excellent health and appearance of the lambs after harvesting.

The bioclip lambs were not crutched and there was no flystrike amongst them despite a prevalence of strike in the district during March/April.

Julie believes these aspects make bioclip a research asset the wool industry must continue to develop, and as a former marketing and finance specialist who came to Australia from London ten years ago, she is excited by the prospects.

She and David see an opportunity for bioclip to be used in conjunction with conventional shearing, probably between the lamb and hogget stages, although lower costs and the potential to reduce blowfly control costs could increase the appeal of the system.

The Hancocks have been using Canowie bloodlines for the past few years to bring down the micron of their Peppin-based flock. The flock currently averages 20 microns, but the wool from the bioclip lambs averaged 17.8 microns.

Tim Chapman of Primaries said the line had been identified for sale as bioclip wool and had attracted considerable trade interest.



Julie Hancock and Tim Chapman with a Bioclip fleece on Primaries' wool show floor

STOCK SALES

Dean Wallinger of Primaries Mt. Barker and Travis Menghini, now based at Brookton with Primaries, have been travelling to Katanning to assist auctioneer Peter Sheridan with the weekly sheep market.



The trio, (left) Peter, Travis and Dean (right) pictured at last week's sale

Meanwhile Peter has advised that Primaries will be conducting a special sale of 6,000 purple tag Merino ewes and wethers at Katanning on Friday, July 1, starting at 1pm.

The offering will include ewes mated to British bred rams.

Further details from Primaries on 9434 1622, or from Peter on 0428872911

MAYANUP WORKOUT

The Mayanup Working sheepdog club held their annual championship on Apr 22-24, with results reported as follows by Glenice Webb:

Open event

1st Peter Gorman	with Elshamah Ellie	162 points
2nd Nick Webb	with Morillo Bailey	151 points
3rd Doug Connop	with Wannapee Jess	131 points
4th Malcolm Seymour	with Christies Bess	122 points

Improver event

1st Grant Cooke	with Grassvalley Tod	90 points
2nd Neil Kristiansen	with Grassvalley Sam	82 points
3rd Gordon Curtis	with Nolans Minnie	69 points

Novice event

1st John Charlick	with Nolans Gael	82 points
2nd Neil Kristiansen	with Badgingarra Jock	78 points
3rd Simon Leaning	with Marionvale Flash	70 points



Sheepdog worker, Charlie Staniforth-Smith of Boyup Brook, gave Cameron & Emma Leaning a helping hand in the Junior Event.



GREG STANDS OUT

A quest for more knowledge of the wool industry has landed the title of Outstanding Student in Wool Technology for Greg Tilbrook of Primaries.

"I had practical experience from the family farm at Mt.Madden followed by my experience organising OFDA and the wool show floor for Primaries, but I wanted some formal training to equip me for my new role as Wool Technical officer for the company, Greg said.

Trevor Pedler suggested a wool course at Murdoch and course chief Keith Bodman and Greg's lecturer Neville Kinnane recently presented him with:

- Certificate 2 in wool handling
- Certificate 3 in clip preparation and
- Certificate 4 in wool classing.

"Greg came to us with five year's of shearing shed experience as a shedhand/presser/shearer and mulesing contractor and he quickly achieved a high level of competency," Neville said.

"He applied himself to all aspects of the course, and with his background of practical experience, was able to assist other students with their learning."

Greg completed the course in 2004.

He is now on the road with Primaries serving clients in the Goomalling, Mukinbudin, Koorda, Beacon, Cadoux and Kalannie areas.

"The training is not only helping me to work with our woolgrower clients, it is also assisting me to assess clips with classers in the shed," Greg said.

BRAD MOULDEN JOINS PRIMARIES

Brad Moulden, a former manager for global woolbuyer Kreglinger has taken over the upper Great Southern territory for Primaries.

Primaries Managing Director Trevor Pedler said Brad had more than 20 years experience in wool industry management, holding senior positions in both WA and the Eastern States with a select range of broking and wool trading firms.

"Brad brings a wealth of wool experience to Primaries and he has been quick to relate to clients in the area bounded by Williams, Narrogin, Kukerin, Wagin and Boyup Brook," Trevor said.

Brad is based in Perth with his wife Kath, son Jordan 7 and daughter Chelsea 4.

PRIMARIES CONTACT NUMBERS

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LIVESTOCK		
GRAHAM DENSLEY (Geraldton)	9923 2214	0428932476
PETER SHERIDAN (Kojonup)	9825 3091	0428872911
IAN HUNTER (Beverley)	9293 4955	0427775181
STAN ZUGLIAN (Esperance)	9071 5830	0428934197
MALCOLM BAILYE (Wagin)	9861 1266	0429378872
ALAN POWELL (Esperance)	9071 1542	0427711544
BRIAN BARNSBY (Narrogin)	9881 6025	0427814300
WAYNE FUCHSBICHLER (Katanning)	9821 4703	0429314703
TERRY ZAMBONETTI (Albany)	9842 1240	0427775182
TRAVIS MENGHINI (Brookton)	9642 1842	0422734639
KEITH TAYLOR (Midland)	9459 6414	0427596414
NIGEL HUNT (Badgingarra)	9652 9006	0428520006
PETER TREZISE	9417 9808	0429417900
PETER BREWSTER (Darkan)	9736 1999	0429680867
MAURICE MOULTON (Albany)		0427441657
DEAN WALLINGER (Bindi) (Mt Barker)	9851 1508	0429683072
COMPANY AGENTS		
GRAHAM VOLICH (Esperance)	9071 5830	0429120005
GRAHAM CARTHEW (Jerramungup)	9835 1445	9835 1040
GEOFF RAYNER (Beverley)	9646 1420	0429461420
NOEL PARKIN	9828 2127	0428282127
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