



# The National Council of Wool Selling Brokers of Australia Inc

## NEWSLETTER

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24<sup>th</sup> August 2018

2018/29

### From the desk of Chris Wilcox, Executive Director

- Australian wool prices fall back
- 2018 NCWSBA Wool Broker Award winner announced
- Wool broking staff awarded the Australian Wool Industry Medal
- Upcoming events



The **Australian wool market** fell back this week after last week's surge. The Eastern Market Indicator slid back 48 cents, giving up part of last week's gain, and finished at 2068c/kg. The price declines were most significant for Merino wool (22 micron and finer), with prices falling by 60 to 90 cents. Prices for Crossbred wool eased back by around 20 cents. The A\$ strengthened against the US\$ and the Renminbi, but fell against the Euro. The EMI was 18 UScents lower at 1519 USc/kg, 46 €cents lower at 1305 €cents/kg and 234 RMB lower at 10,364 RMB/kg.

The **NCWSBA Annual General Meeting and Forum** was held yesterday as part of this year's Wool Week. I will report next week on the AGM and Forum and on the **FAWO Annual General Meeting** (which was held today). I would like to focus on two important announcements from last night's Wool Week dinner.

One of the major parts at yesterday's Annual General Meeting and Forum was the presentation by the three Finalists for the **2018 NCWSBA Wool Broker Award**. The three Finalists, Samantha Wan (Elders), Cassandra Baile (AWN) and Candice Cordy (Landmark) all gave fantastic presentations, highlighting the diverse roles of wool brokers and their great contributions. There were around 50 people in the audience attending the AGM and all were hugely impressed. Annabelle Cleeland (Editor, Stock and Land), Ed Storey (Vice President, WoolProducers Australia) and Ian Ashman (General Manager Raw Wool, AWTA) were the Selection Panel this year. They said that they had enormous difficulty in separating the three Finalists to decide on a winner.

Annabelle Cleeland spoke on behalf of the Panel at the dinner last night prior to the announcement. She captured perfectly the feelings of all who were in the audience for the presentations:

"It must be acknowledged, and also celebrated, that this year's finalists are all woman. Congratulations to Cassie Baile, Australian Wool Network, Candice Cordy, Landmark, and Sam Wan, Elders. All three finalists are progressive leaders and would make most of us in the room feel like underachievers. Now my fifth awards to be on the judging panel, this year I feel particularly privileged to be a part of this progressive shift in the industry where it is women's time to shine.

All three epitomize the modern broker and excel in their role to care for their clients, providing both the growers and their companies with commercial opportunities that are pushing boundaries.

Ed, Ian and I were completely blown away by the caliber of your presentations, your work ethic, and your passion. We believe it is one of the strongest field of finalists this award has seen.

You exhibit all the skills, and more, required in a modern broker, all working for your clients to get the best price, a high degree of proficiency and skill in the brokering field, and are achieving this in a more transparent and information-sharing environment. The judging panel would like to thank all three of you, on behalf of the industry for all that you have achieved already, and no doubt, this is only the start of three inspiring careers.

The common themes presented in the finalists' pitches were about a drive for greater data and information sharing, and each demonstrated how they were at the forefront of innovation in the industry.

Cassie, Candice, and Sam thrive with their detailed on-farm services and technical support, with sales and marketing, and inspire progress within their organizations.

AWN's Cassie Baile has chased premiums for her clients through accreditation of SustainaWool schemes, which were benchmarked against AWEX indicators. She has introduced efficiencies for the AWN NSW team on the show floor, as well as innovating transaction by teaching the old blokes how to use an iPad, which is no mean feat. Well done Cassie.

Landmark's wool account manager, Candice Cordy, demonstrated her ability to mitigate market risk, educate her clients on shorter shearing opportunities, and impressively demonstrated the commercial benefits of her advice and support. On top of that, Candice contributed at an industry-wide level, managing the world's largest fleece competition at the Australian Sheep & Wool Show, Bendigo, in a very cool, calm and collected manner.

The very vibrant, Elders' wool technical coordinator, Sam Wan, shows a passion and enthusiasm for wool and wool broking that is inspirational. Sam is becoming the wool industry's true digital disruptor, through technological innovation that in the coming years, the entire industry will benefit from through greater community and client engagement."

John Colley, President of NCWSBA, then announced that **Candice Cordy** is the **Winner of the 2018 NCWSBA Wool Broker Award**. As her prize, Candice will be going to the 2019 IWTO Congress in Venice, Italy, in April 2019. She will also visit mills in Italy to understand more about the global wool textile business. Congratulations to Candice, as well as to the other Finalists, Sam and Cassie. This photo (courtesy of Joley Mitchell, Stock & Land, shows, Cassie Baile, Candice Cordy and Sam Wan with their certificates.



The other announcement at the Wool Week dinner was this year's recipients of the **Australian Wool Industry Medal**. This year there were five recipients, two of whom are long-standing members of the wool broking industry based in South Australia. I am delighted to tell you that **Steph Brooker-Jones (Elders)** and **Trevor James (Landmark)** were recognised for their long service to the Australian wool industry, through their broking roles, their involvement in shearing and clip preparation, fleece judging and training of younger people in the industry. Congratulations to both Steph and Trevor. The photo shows Steph receiving her Medal from David Michell, Chairman of FAWO. (Trevor was unable to attend).



#### INDUSTRY EVENTS

The **Nanjing Wool Market Conference** will be held on 11<sup>th</sup> to 13<sup>th</sup> September 2018 in Nanjing.

The **AWTA Annual General Meeting** will be held in Melbourne on Friday, 19<sup>th</sup> October 2018.

The **IWTO 2019 Congress** will be held in Venice on 9<sup>th</sup> to 11<sup>th</sup> April 2019.

#### WOOL SALES WEEK BEGINNING 27<sup>th</sup> AUGUST 2018 – week 9 (roster as at 23/08/2018)

<u>Sydney</u>	Wed, 29 <sup>th</sup> Aug; Thurs, 30 <sup>th</sup> Aug	10,541 bales
<u>Melbourne</u>	Wed, 29 <sup>th</sup> Aug; Thurs, 30 <sup>th</sup> Aug	16,019 bales
<u>Fremantle</u>	Wed, 29 <sup>th</sup> Aug; Thurs, 30 <sup>th</sup> Aug	8,400 bales